

# **Business Process Outsourcing: Process, Strategies, and Contracts (with disk)**

John K. Halvey, Barbara Murphy Melby

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Many corporations are restructuring their business processes in order to become more competitive and cost effective. Once the decision has been made to outsource, a corporation must structure the deal. This book shows you how to request proposals and negotiate and close the agreement-creating the best outsourcing strategy for your business.



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