



Manan Pandya aims at establishing strategic partnerships between outsourcing companies and vendors

Manan Pandya, October 04, 2005

URL: <http://www.pr9.net/business/services/2651october.html>

Manan Pandya - a leading outsourcing strategist says that he aims to establish partnerships that help companies work together over the long term and capitalize on their individual strengths while benefitting each other from the relationship.

PR9.NET October 04, 2005 - Manan Pandya - leading outsourcing strategist said that partnerships need to be established instead of contracts being signed for outsourcing relationships.

Citing examples of some strategic outsourcing relationships, Manan Pandya added that "Outsourcing is not simply a decision as simple as where can you buy the cheapest computer, it's more about where can you find a partner who can help you build the best computer for your business". At a recent interview with a business magazine, he said that, "Too many companies fail the outsourcing gambit simply because they do not understand it. They fail to know that over a long term the global economy will shape up in such a way that there will not be a cost advantage at all. The only thing you will get is experts who know what they are doing and how to do it"

Manan Pandya believes that outsourcing managers will have to be on their feet always in search of opportunities and partners. "There will be a new breed of executives - and all they will do is search for the perfect partner" These will be the people who will drive an organisation. These will be the people who will report directly to the CEO/COO's of businesses, advising them at every step, whether they need to build something new, or can it be hired.

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About Manan Pandya

Manan Pandya is a strategic outsourcing leader who has built his expertise around identifying, transitioning and managing offshore outsourcing projects. His extensive experience spans several blue-chip companies who have chosen to outsource their processes offshore. Within his career, he has held several positions at operations and strategic development levels within the BPO space

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