

OVERVIEW

Technology infiltration and changing work cultures have introduced interesting work patterns and expectations in the work environment. It is in the best interest of most organizations to move away from strict “on location” staffing models to some mix of a staff augmentation and a managed service model. To better understand these models and how they benefit your organization, one needs to appreciate how they differ!!!



OUR “CUSTOMIZED” STAFFING RECOMMENDATIONS

■ Staff Augmentation Model

Our staff augmentation model boasts a high “quality” value-based proposition consisting of Contract hiring = Permanent placements = Contract-To-Hire resources.

Our staff augmentation model benefits organizations in hiring executives, mid management and mid to lower management personnel.

Our staff augmentation model is all vertical centric from pharmaceutical, manufacturing, healthcare, finance, banking and public sector.

Our staff augmentation model is built to service organization for their individual needs, a complete project team providing validation and hiring and turnkey solutions.

■ Managed Service Model

Our managed services model allows government agencies and corporations to establish their management operations and fulfillment within our system to lower cost and increase production. Pricing structure is a regular monthly billing around service levels and volumes proposed.

Our managed services greatly reduces volatility in costs, supports accurate and predictable budgeting. Moreover, as compared to staff augmentation the relative increase in costs in this model as the business requirements grow and the service expands are significantly lower than the costs involved in further augmenting staff numbers and skills due to economics of scale, labor cost arbitrage and flexibility with staffing.

Our managed service model assumes the risk of transition and future operations based on an agreed, committed scope and tenure. This is contrasted by the loss of control and possible security issues in a staff augmentation model.

NAICS CODES

541511 - Custom Computer Programming
541512 - Computer Systems Design
541519 - Other Computer Services
541513 - Computer Facility Management
541611 - General Consulting Services
561110 - Office Administrative Services
516112 - Human Resources Consulting
541614 - Logistical Consulting Services
541618 - Other Management Services
541710 - Life Science Research

BUYING FROM DENYSYS

GSA Schedule: GSA SCHEDULE 70 #
GS-35F-0407X

- DYNAMIC SMALL BUSINESS SEARCH (PRO-NET) REGISTERED
- SYSTEMS FOR AWARD MANAGEMENT (SAM) REGISTERED

CREDENTIALS

CAGE CODE: 3NP80

DUNS NUMBER: 124414835

ACCEPTS GOVERNMENT PURCHASE CARD

FEDERAL CERTIFICATIONS:

- SBA HUBZONE CERTIFIED
- SMALL DISADVANTAGED BUSINESS

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BRANCHES

DC metro area & NY City

OUR PREFERENCE OF MANAGED SERVICES MODEL OVER STAFF AUGMENTATION MODEL

In order to optimize IT spend and provide transparency of IT costs, we recommend organizations adopt the managed service model. The staff augmentation model, though suggested, is and always will be a stopgap arrangement to supplement necessary skills for the near short term. We advise 8-10% of the IT budget to be allocated to augment contractual staff.

KEY REASONS TO ADOPT MANAGED SERVICES MODEL:

- a) IT depts can focus on strategic elements
- b) A clear linkage between outcome vs. money spend
- c) Better documentation
- d) Implementation of latest tools and processes to enhance productivity
- e) Managed services model is a superset of staff augmentation model.

OUR MANAGED SERVICES MODEL METHODOLOGY

Our methodology for transitioning to managed services will involve a systemic change in an organization's operating model. Our 4-step process will help in a seamless integration and implementation of the managed service model.

STEP 01 | DEFINE 3S

SCOPE, SLA AND SOURCING STRATEGY

- Confirm organization's outsourcing objective — efficiency, enhancement, or transformation
- Define scope of service appropriate to managed services
- Assess internal vendor management competencies
- Define key SLA's and the mechanism to capture & track
- Evaluate potential service providers in the market

STEP 02 | SOURCE VENDORS

SOURCE VENDORS

- Shortlist vendors based on organization's key objectives
- Circulate Request for Information (RFI)
- Invite vendors for detailed capability presentation
- Circulate Request for Proposal (RFP)
- Negotiate
- Sign Contract

STEP 03 | TRANSITION

TRANSITION

- Create a transition roadmap – includes transition requirements, vendor transition methodology, and transition schedule
- Knowledge transfer – For each application and areas
- Shadow support – New vendor 'observers' while internal/staff aug acts as primary
- Primary support – New vendor takes over applications
- Steady state – New SLA in place

STEP 04 | GOVERNANCE

GOVERNANCE

- Organizational communication and change management
- Organize supplier governance framework
- Monitor supplier's performance with respect to SLA during contract lifecycle
- Target continuous process and SLA improvement