



Be More Productive: 4 Ways to Determine You Are Working with the Right Outsourcing Partner

Strengths to Match Your Weaknesses

Each outsourcing partner has a set of strengths. For some, it is engineering capabilities while for others it is their top of the line equipment and technology. The right partner for you will have strengths to match your weaknesses. They will complement your experiences, capabilities, and skill sets. If both companies have similar weaknesses then neither company can help the other improve in the relationship. This would be like having a team of only quarterbacks. Someone has to be able to catch and carry the ball. Having a clear understanding of what each partner has to contribute in the relationship will prevent misunderstandings and false expectations.

Help You Achieve Your Goals

Whether your goal is to improve your supply chain, increase customer satisfaction, or gain more business, your outsourcing partner should play a role in helping you achieve these goals. Use your mission, vision, and company goals to help you align with the right partner. Ensuring your goals align, will help you establish a beneficial partnership.

Team Compatibility

The right outsourcing partner will have a team that is compatible with yours. Communicating whether through a conference call, face to face, or email can be difficult if your teams do not work well together. Effective collaboration will make the quoting, negotiation, and ordering process easier and less stressful. Work ethic and communication style will play a large role in influencing team compatibility. Both teams need to have a mutual understanding as well as a level of trust to ensure that collaboration is efficient and productive.

Looking Out for Each Other's Best Interests

Now that you have placed ongoing orders with your outsourcing partner, there is a mutual understanding that when one succeeds so does the other. Both sides of the partnership should benefit and realize value in order for it to be worthwhile. The right partner will operate as an extension of your business because of the trust and mutual respect you have in each other.

Building the right outsourcing partnership requires time and effort. However, there are many long-term benefits that outweigh the initial challenges. These benefits include, but are not limited to accurate timely quoting, less continued follow up and stress, on time deliveries, and higher quality end products. Your customer will even notice the difference. It is important to always reflect on these key points throughout the year just as you would your company's performance.

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