



## **TPI's 4Q06 WebExchange Series**

The WebExchange series is presented by TPI's global sourcing advisors on Thursdays during October, November and December. Each WebExchange in our fourth-quarter series offers the essential facts, data and insights to help you make fast, informed and skilled decisions related to the delivery of enterprise services.

### **Renegotiation Strategies**

Thursday, October 26, 2006

12:00 p.m. Eastern / 11:00 a.m. Central / 10:00 a.m. Mountain / 9:00 a.m. Pacific

Presented by: Mike Slavin and David Karney, Partners, TPI

Savvy companies approach contract restructuring negotiations as opportunities to improve terms while leveraging developments in the fast-paced outsourcing market. We'll show you how to benefit long-term by adjusting quickly to significant changes in your business and marketplace. To register for the complimentary Renegotiations WebExchange, please visit

[https://ww4.premconf.com/websvp/register?conf\\_id=9024977](https://ww4.premconf.com/websvp/register?conf_id=9024977) (Confirmation Code: 9024977).

### **Avoiding the High Costs of Cost-of-Living Adjustments (COLA) in Outsourcing Contracts**

Thursday, November 9, 2006

12:00 p.m. Eastern / 11:00 a.m. Central / 10:00 a.m. Mountain / 9:00 a.m. Pacific

Presented by: Chris Kalnik, Partner, TPI

Buyers of outsourcing services negotiating contracts seldom fully grasp the long-term effect that the price inflation clauses they negotiate can have on their outsourcing pocketbook. Help ensure that your negotiated contracts stand the test of time by learning tips for the appropriate approach to economic cost adjustments. To register for the

complimentary Avoiding the High Costs of Cost-of-Living Adjustments in Outsourcing Contracts WebExchange, please visit

[https://ww4.premconf.com/websvp/register?conf\\_id=5466863](https://ww4.premconf.com/websvp/register?conf_id=5466863) (Confirmation Code: 5466863).

### **Maturing Your Offshore Operations**

Thursday, November 16, 2006

11:00 a.m. Eastern / 10:00 a.m. Central / 9:00 a.m. Mountain / 8:00 a.m. Pacific

Presented by: Paul Schmidt and Sid Pai, Partners, TPI

TPI's Global Service Delivery Maturity Curve defines clear and distinct dimensions and metrics that companies can use to improve overall efficiency as they advance through various maturity stages of their offshore service delivery model. Learn how to apply these characteristics to mature your use of offshore service delivery – and in some cases, leapfrog along the curve by applying TPI's expert insights and the lessons of other enterprises. To register for the complimentary Maturing Your Offshore Operations WebExchange, please visit

[https://ww4.premconf.com/websvp/register?conf\\_id=3833894](https://ww4.premconf.com/websvp/register?conf_id=3833894) (Confirmation Code: 3833894).

### **IT Assessment**

Thursday, November 30, 2006

12:00 p.m. Eastern / 11:00 a.m. Central/ 10:00 a.m. Mountain / 9:00 a.m. Pacific

Presented by: Mike Slavin and John Pirtle, Partners, TPI

IT executives have been desperate for an objective and fact-based means of gauging the effectiveness of their organizations. Retrospective benchmarks don't provide the actionable results that are required to satisfy those who want to enhance competitiveness and productivity. With the insight gained from hundreds of operational evaluations, TPI's IT Assessment WebExchange will convey the best practices for balancing costs with the other essential considerations in charting a strategy for improved operational effectiveness. To register for the complimentary IT Assessment WebExchange, please visit

[https://ww4.premconf.com/websvp/register?conf\\_id=4527100](https://ww4.premconf.com/websvp/register?conf_id=4527100) (Confirmation Code: 4527100).

### **Navigating Acquired Rights in European TUPE HR Laws**

Thursday, December 7, 2006

6:00 a.m. Eastern (U.S.) / 11:00 U.K. / 12:00 Central Europe / 13:00 Eastern Europe /  
18:00 Singapore, Malaysia, China

Presented by: Simon Tarsh, Partner, TPI EMEA

The Transfer of Undertakings (Protection of Employment) Regulations (TUPE) enacted in Europe in April widens the scope of regulation for work that is outsourced or assigned to a new contractor. If your company has or is planning for European operations, you'll want to learn about your potential legal risks and mandated obligations to employees in the event of a merger, acquisition and/or outsourcing transaction. To register for the complimentary Navigating Acquired Rights in European TUPE HR Laws WebExchange, please visit [https://ww4.premconf.com/websvp/register?conf\\_id=3188345](https://ww4.premconf.com/websvp/register?conf_id=3188345) (Confirmation Code: 3188345).

For assistance with the web meeting, please call our VisionCast support at 1-888-334-0282 or 1-719-457-2792.