



HfS

The Knowledge Community
for Global Business & IT Services

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HfS PriceIndicator™:

Real-time, research-based price benchmarking data for precision sourcing decisions

WE KNOW PRICE BENCHMARKING

HfS' price benchmarking solutions extend well beyond the typical ADM data set.

Our depth and breadth of research enables HfS to provide detailed price benchmarking data for multiple industries and specialty services, including:

- Healthcare BPO Services
- Insurance BPO Services
- Finance and Accounting (F&A) BPO Services
- Application Development & Maintenance (ADM) Services

HfS PriceIndicator™ is designed to suit your flexible pricing needs, whether you need short-term, long-term, or transition outsourcing pricing support. With our on-call research membership, we can also support custom requirements, such as discreet processes or alternative locations.

PriceIndicator™ provides a narrow range of hourly FTE pricing benchmarks from the world's major outsourcing destination countries, updated on a bi-annual basis.

HfS analysts research local labor rates, exchange-rate fluctuations, service provider margins, and other relevant geographical dynamics across thirteen geographies on an ongoing basis. The result? The most accurate and current lens into today's pricing for information technology and business process services.

HfS PriceIndicator™ gives buyers valuable data based on input from over 1,000 engagements.

In order to provide the most useful insight, contract data is examined taking a holistic view of each relationship. PriceIndicator™ data is formulated by combining insights gained from over 1,000 contracts, deep research into outsourcing costs and feedback from customers and suppliers.

PriceIndicator™ helps move clients away from relying purely on "FTE-only" pricing models.

HfS analysts provide clients with valuable knowledge and coaching to steer them away from relying primarily on "rate-card" FTE pricing and to evaluate more strategic pricing methodologies, namely outcome-based and transactional-based approaches. HfS analyst experts are available on-call to provide informed strategic guidance to our clients through ongoing pricing research that incorporates labor-based, transactional, volume-based and outcome-based pricing strategies.

LEARN MORE: Contact HfS today, e-mail: insights@hfsresearch.com or call +1 (800) 449 4206 ext 9