



I N T E L L I G E N T
E C O S Y S T E M S
F O R
B U S I N E S S & I T

TXYSAI - contact@y-sai.com



BARYON BRIDGE LABS

FIXING
OUTSOURCING
ISSUES
FOR
BUSINESS & IT





PURPOSE

- Peak Performance: Empower teams to deliver excellence while overcoming tight demands and schedules
- Excellent Global Service: Empower management to out-maneuver multicultural constraints in a global, distributed workforce

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OUR CUSTOMERS

CONTRACTING & CONTRACTED ENTITIES

- Prior to outsourcing or being outsourced
- **Mid-Stream** when the outsourcing experience is less than ideal



SECTORS

Government

Private Sector

Non-Profit

SDLC, IT OPS, PMO,
Call Centers, More...



APPROACH

LIVE, ONLINE,
CUSTOMIZED
PROGRAMS,

infusing
cybersecurity &
valuation methods,

TAUGHT BY
EXPERIENCED
PROFESSIONALS

TXY
SAI

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Modular units tailored to contracting companies prior to engaging in outsourcing, and post-engagement

Modular units tailored to outsourced teams prior to signing a contract, and once they have accepted the work

PORTFOLIO

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ISSUES WE ADDRESS...



- Revenue loss
- Quality deterioration - brand reputation
- Schedule delays
- Scope mismanagement
- Overrun cost
- Violation of policies and procedures, or contractual agreements
- Misalignment of expectations
- Non-delivery of service
- Unclear direction that would allow fulfillment of expectations
- Incomplete information to reconcile issues
- Delays in validation and verification
- Incomplete requirements definition
- Poor cybersecurity practices

ECOSYSTEM PHILOSOPHY

- Our proven results are based on merging all silos and treating mitigation and remediation consultation and workshops within an ecosystem framework.
- Our success is visible through the speed and accuracy of the results

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BEFORE

1. post-contract processes and decision rights not understood
2. poor mutual understanding of the contract
3. loss of key talent and/or poor knowledge transfer
4. end-user resistance to adopting new methods
5. culture clash between the client and service provider
6. changes don't last
7. lack of compliance

AFTER



1. clarity & precision of expectations, understandings and outcomes
2. requirements and agreements deconstructed and evaluated
3. on-the-go consistent and continual knowledge transfer
4. organization and change management tailored practices
5. overdrive on communication and methodology for transparency
6. roadmaps for adoption of changes
7. embedded compliance at all stages

BEFORE

1. little or no support from client leaders receiving services
2. client retained team not in place or too small
3. client retained team lacks required skills
4. inability to meet pent-up demand for services
5. language barrier
6. time-zone ineffectiveness
7. poor quality
8. lack of proper cybersecurity practices

AFTER



1. Support structure developed, practiced, and enforced
2. mapping of capabilities to task and measured outcomes
3. skills and experience correlated with expectations and results
4. measured anticipated growth and demand for services
5. methodologies practiced for elimination of language barrier
6. time-zone maximized for effectiveness
7. quality management practices included
8. cybersecurity practices embedded

CURRICULUM

Our Programs are
Customizable to ensure
Content and Duration
Match Our Client's
Needs

MODULES



- Communication Management
- Commitment & Responsibility
- Removal of Cultural Barriers
- Quality Management
- Transparency & Accountability
- Decision Rights Mapping
- Knowledge Transfer
- Expectations Management
- Business Etiquette
- Business Alignment
- Contract Deconstruction
- Risk Management
- Compliance
- Requirements Management
- Change Management
- Configuration Management
- Delivery Management
- Executive Presentation Skills
- Customer-facing skills

PROGRAMS

- FREE CONSULTATION & PRELIMINARY ASSESSMENT - infusing an ecosystem and cybersecurity perspective to increase the value of the engagement (plus):
- ESSENTIALS - 12 hours, U.S. \$3,900 (covers up to 30 participants with various roles). At least 2 C-level executives of large organizations, and other professional experts assisting client
- UTILITY - 24 hours, U.S. \$9,120 (covers up to 30 participants with various roles). At least 2 C-level executives of large organizations, and other professional experts assisting client

PROGRAMS

- EQUIPPED - 40 hours, U.S. 14,800 (covers up to 30 participants with various roles). At least 3 C-level executives of large organizations, and other professional experts assisting client
- RESILIENCY - 120 hours, U.S. \$43,200 (covers up to 30 participants with various roles). At least 3 C-level executives of large organizations, and professional experts engaged to work with the client
- CUSTOMIZED PROGRAM (flexibility on duration and content)

METHODOLOGY

- Scenarios for increasing the caliber of delivery and mitigation of risk
- Simulations for overcoming key challenges
- Live Interaction focused on immediate remediation needs
- Best Practices for Global Success
- Rehearsals with Executives & Managers
- Long-term action plan for continued growth

DELIVERABLES

- Preliminary Analysis of Need
- Tailored Workshop for Client's Specific Challenges
- Scenarios, Exercises & Simulations for Peak Performance
- Tailored Wrap-Up Consultation to Ensure Success
- High Level Roadmap for Sustainable Growth



OUR INSTRUCTORS

SENIOR EXECUTIVES
PROFESSIONAL EXPERTS

Our instructors are executives and subject
matter experts in multiple industries and sectors
(mid-size to large organizations)

CEOs, CIOs, CTOs, COOs, CISOs, VPs, PMs,
PgMs, SMEs

