

# **MICHAEL F. CORBETT & ASSOCIATES, LTD.**

"THE WORLD'S LEADING AUTHORITY ON OUTSOURCING."™

NEW YORK · BOSTON

Michael F. Corbett  
*President*

"Dedicated to advancing  
outsourcing as a powerful  
management discipline."

Talking points for Michael F. Corbett for the Commercial Activities Panel hearing scheduled for June 11, 2001 in Washington, D.C.

## **Mr. Corbett will speak to the following:**

- **Outsourcing is one of many tools used by executives** to meet the needs of their customers, employees and shareholders and to achieve growth and profitability.
- **Outsourcing is almost always in response to external forces for change** such as competition, industry restructuring (mergers/acquisitions/divestitures), deregulation, and financial pressures.
- **Outsourcing contributes to improved performance in many ways** in particular reduced costs, capital conservation, increased focus on core, improved quality, accelerated speed to market, rapid innovation.
- **With outsourcing spending approaching seven percent of revenue for the typical large commercial enterprise examples abound** such as GM, Microsoft, BJC Health System, Chrysler, American Express and BP Amoco.
- **Outsourcing works because it's based on the fundamental principles of a free market economy** including specialization and trade, efficiencies of scale and scope, and the power of a competitive marketplace.

Mr. Corbett's CV is attached.

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## **New York**

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