

# Managed Sourcing

## ABOUT WIDELITY

Widely is a professional services and business consulting company that provides a full spectrum of services to its clients.

## OUR COMMITMENT

Our customers come first, as we are focused on delivering value and quality service to our customers in the design and deployment of technologies that meet the needs and requirements of today's changing business environment. We pride ourselves in designing solutions that not only support today's demands, but that also accommodate future demands as our customers grow their business.

## Supplier Selection, Core and Non-Core Business Functions, Outsourced Support



### Widely enables clients to focus on their core businesses.

Organizations recognize that there are tasks critical to the business, yet realize that some of those tasks are not necessarily well supported by the skill sets of the current staff. Within the Managed Sourcing Services business practice, Widely offers Sourcing Selection support and guidance to organizations looking to maximize their resources and streamline operations to focus on core business strengths. Our practice provides a way for Widely to help clients determine whether there is more value in outsourcing these tasks to a third party rather than maintaining the responsibility in house.

Widely performs a make versus buy/lease analysis for our clients by identifying the client's main lines of business and understanding its mission and objectives in operating their business. Core and non-core business functions are mapped to staff skills. Widely identifies the requirements critical for the successful delivery of these non-core business functions and matches them to candidate Managed Services Providers (MSPs) who are able to provide these services to the client at a lower cost, more efficiently, or both.



As the requirements for successful service delivery are developed, Widely creates a Request for Proposal (RFP) on behalf of the client to help assess the quality of candidate MSPs. Widely reduces the group of candidates, confirms that each candidate is able to deliver the service, and invites the remaining MSPs to participate in the RFP process. Once the responses are received, Widely reviews each response and provides a quality rating by mapping the original service requirements to the capabilities of each MSP respondent. Widely provides a pricing comparison and an overall service quality score to grade each candidate MSP and deliver a recommendation.

NETWORK DESIGN

SERVICE MANAGEMENT AND OPERATIONS

BUSINESS CONSULTING



4031 University Drive, Fairfax, VA 22030  
703-934-2038  
WWW.WIDELITY.COM

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## WIDELITY OVERVIEW

Widely proudly serves clients in the following industries:

### Telecommunications

Wireless

Infrastructure

Operations

HealthCare

Energy

Information Technology

Aerospace

Federal Government

## GSA MOBIS SCHEDULE

GS-10F-0283X

SIN 874-1: Consulting Services

SIN 874-4: Training Services

SIN 874-7: Project Management Services

## SCHEDULE 70

GS-35F-243AA

SIN 132-53: Cellular and Other

Wireless Telecommunications

## SERVICES & SOLUTIONS

Project & Program Management

Design & Engineering Services

Deployment & Integration Services

IT Consulting Services

Logistics Services

Due Diligence

Finance Management

Business Development Services

In-Building Wireless Services

Wireless Services

Managed Services

Sourcing Solutions

Government Services

Cloud Migration

## Widely provides a broad range of Sourcing Selection Services.

- Gather and document requirements for the targeted business functions,
- Conduct a full-cost analysis for existing functions and include estimates for projected growth,
- Conduct a Managed Service Provider search and assessment based on the requirements to identify candidate MSPs that are best suited to successfully deliver the services,
- Develop a Request for Proposal (RFP) and invite a short list of Managed Service Providers to respond who are best matched to the identified needs,
- Review RFP responses and hold final Managed Service Provider presentations with the client's key stakeholders and management team,
- Provide clients with make versus buy financial scenarios,
- Recommend a Managed Service Provider for each targeted business function,
- Work closely with client's procurement team to negotiate final contracts and service agreements with the selected vendors,
- Manage the successful transition to the new solutions, including staff communications, solution deliverables review, client acceptance, and coordination of the final "go live" date.

## ANALYTICAL SERVICES

- IT Service Desk
- Data Recovery
- Email and Collaboration
- Security
- 24/7/365 Monitoring
- Data Management
- Phone Systems
- Systems Analysis
- Logistics
- RFI and RFP Solicitations
- Service Management



Contact us today to streamline your operations and refocus on your core business.

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