

InSourcingTM

HOW IT WORKS

The InSourcing Business Model is designed as a guideline for delivering and receiving services online. It's of equal advantage for both the client and the service provider and created for the overall success of both businesses.

It's a total Win-Win for remote business support.

VIRTUAL MISS FRIDAY

1 INSOURCER

You collaborate with 1 person who is responsible for your work.



5 BUDGET

All work is managed to a fixed package budget.



2 SUPPORTERS

That InSourcer may work alone, but most likely with a team.



6 FLEXIBLE

It's a flexible option with multiple interchangeable skillsets.



3 PACKAGES

The InSourcer has one or more fixed price packages.



7 PLEDGE

Comes with guidelines for the InSourcer and client



4 ROLES

The roles in the packages contain the services you need.



8 RESULT

Great work, great relationships and great business!



InSourcingTM

HOW IT WORKS

The InSourcing Business Model is designed as a guideline for delivering and receiving services online. It's of equal advantage for both the client and the service provider and created for the overall success of both businesses.

It's a total Win-Win for remote business support.

VIRTUAL **MISS FRIDAY**

1 INSOURCER

When you hire a InSourcing business you'll have 1 person (a InSourcer) who will be responsible for fulfilling all of your requirements. This keeps communications open, easy to manage and clear.

BUDGET

All work is managed to a fixed package budget, so the InSourcer and the client can always maintain control over finances, and ensure that the work carried out is planned and executed to the highest standard possible.

SUPPORTERS

That InSourcer may work alone, but most likely with a team. Clients don't have to source team members, assign tasks, provide training or monitor timesheets. Everything to achieve the result is managed by the InSourcer.

FLEXIBLE

Because the package is based on roles, it becomes a really flexible option for you to have multiple interchangeable skillsets available to you when you need them, at no additional cost, so the service can change with you, as your business changes.

PACKAGES

The InSourcer has one or more fixed price packages and will recommend one of these packages after a consultation with the client. These packages will contain a variety of roles the InSourcer can offer the client as part of the package.

PLEDGE

InSourcing comes with a pledge, a set of guidelines for the InSourcer and client to both agree to follow for a mutually beneficial, harmonious and productive working relationship, eliminating most of the issues that arise working remotely.

ROLES

The roles in the packages contain the skills needed to fulfill services, tasks or projects, having a workforce available to service your needs, but without the hassle of hiring a team, managing or delegating.

RESULT

InSourcing is about providing a quality, versatile fixed price service to the client where the focus is on simplicity, flexibility and the result, which includes great work, great relationships and great business!

InSourcingTM

THE PRICING MODEL HOW IT WORKS

The InSourcing Business Model is designed around keeping everything as simple as possible, without any hidden fees. Your InSourcer will provide roles for your business & those roles will be managed to a fixed budget.

VIRTUAL **MISS FRIDAY**

ROLES

InSourcing packages are made up of 'roles' so you can potentially have a workforce available to service your needs, but without the hassle of hiring a team, managing or delegating to that team.

FLEXIBLE

InSourcing is a flexible model, which involves having a series of skillsets available to you whenever you need them. Some months you may need a certain role more than another, and other months a new role - it's all ready to go.

FIXED PRICE

InSourcing is about engaging in a fixed price package, and your InSourcer will have a package in mind from their menu that matches with you, your requirements and your business that they can tailor into the perfect fit.

BUDGET

The package fee is essentially the InSourcer's budget for working with you. It's your InSourcer's job to ensure that he or she manages the work being provided and they come in on that budget.

UPGRADES

Your InSourcer will be able to gauge whether your package is still a good fit, as your business grows, or as your requirements change your InSourcer may approach you to switch to an alternative package.

QUOTES

Any additional one-off projects that would push the services provided outside of the normal budget temporarily, will likely be quoted separately in order to accommodate the scale of the additional workload.

DELIVERY

Your InSourcer is responsible for managing every aspect of your workload, and potentially coordinating that with their team, so they may work with you to timeframes rather than specific hours or times.

RESULT

Any services provided by humans, with varying abilities can vary in the amount of time taken. The focus in InSourcing is about the quality of the result, rather than the time taken. Your InSourcer will manage the time effectively.

InSourcingTM

THE PRICING MODEL

FREQUENTLY ASKED QUESTIONS

InSourcing is unique, so let's go through some of the top questions clients have about this pricing model.

VIRTUAL **MISS FRIDAY**

HOW MANY HOURS DO I GET?

You don't get a set amount of hours, you get a set result.

Think of InSourcing packages like a pricing menu. For example, you go to a hairdresser and they have fixed prices for their haircuts. Usually the price for a trim is less than the price of a restyle, which is because the work that goes into the service is different, but some trims are quicker than others, and some restyles take longer than others, but the price is still the same. The salon manages the time and the appointments based on having a lot of experience with roughly how long things will take, and apply excellent time management to ensure the appointments are all met.

InSourcing works to a similar concept, where the client gets the desired result, to an agreed timeframe, and price - regardless of how long the task takes.

WHAT SERVICES DO I GET?

Packages are created based on experience with the roles provided within those packages and the services that can be performed.

The InSourcer will consult with you to understand your needs, they will then recommend a package and in many cases create a service plan for your business where everything fits in to achieve a desired result or goal, so you can be confident you'll have everything you want for an agreed price. You leave your InSourcer to take care of the details.

HOW'S THE BUDGET MANAGED?

Through experience, excellent time management & leadership.

Depending on the type of InSourcing business you're working with, there might be 1 or even several people fulfilling the roles available to you. Your InSourcer will lead, delegate and manage themselves and in many cases a team and the fulfilment of the tasks based on their strengths. They will be skilled in identifying the best individuals, managing changes, forecasting, communicating, pivoting, troubleshooting and instructing.

WHY NOT CHARGE PER HOUR?

To save time, reduce errors, get optimal results and respect your budget.

For example... We can respond to an email, but I guarantee you that every email won't take an identical amount of time to answer. Instead of focussing on squeezing work into hours of time, in this case the focus should be on providing the best response to the emails. By having the focus on the result it saves time clock-watching (and reduces errors), which yields a higher quality service and no matter what happens in the end, it will all still cost the same to you, the client. No hidden surprises on your invoice, and everyone's happy :-)