



## 801 Outsourced & Offshore: The Next Level of IP-Related Services

**Billie Munro Audia**

*Associate General Counsel and Director, Global Licensing*  
SERENA Software, Inc.

**Steven J. Garcia**

*Global Business Transformation Outsourcing*  
IBM

**Andrew W. Quinn**

*Director, Law Department*  
Sony Electronics Inc.

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	Cost Savings	Core Competency	Technology Migration	Quality Improvement	Customer Satisfaction
<b>Operations</b>					
Cost of transport	*				
Lead Times for orders	*	*		*	*
Transit Times	*			*	*
Flexibility / speed to change	*	*	*	*	*
Supply chain/inventory management	*	*	*		*
Volume pricing / aggregation	*	*	*		
Duties, taxes and licenses fees	*	*			
Management of Vendor	*			*	*
Manufacturing Capacity	*	*			*
Quality Control	*	*	*	*	*
Balance sheet items (equipment)	*	*			
Warranty, Service, Support	*			*	*
Customer Care	*	*	*	*	*
<b>Risk / Liability</b>					
Compliance	*	*	*	*	*
Privacy	*	*	*		*
Insurance/Risk Management	*	*	*	*	
Product Liability	*			*	*
Recall	*			*	*
Intellectual Property Ownership / Control	*	*	*	*	
Security	*	*	*		*
IP risks (indemnity) and enforcement	*	*	*	*	
Technology Transfer	*	*	*	*	
Location for design and development	*	*	*	*	*
Product Differentiation vs. Commoditization	*	*	*	*	*
Service Levels / Penalties	*	*	*	*	
Piracy, Erosion	*	*	*		
<b>Cultural</b>					
Made in USA	*			*	*
Language Barriers	*	*	*	*	*
Perceptions of Quality	*	*	*	*	*
Time Differences	*	*	*		*
Openness to confrontation / dispute	*	*	*	*	
Culture of Bargaining	*	*	*	*	
Regard / Disregard for Contract Provisions	*	*	*	*	