**C929 Task**

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Instructions for this assignment:

1. Text appearing in RED contains instructions you are to follow to complete this assignment. Before submitting this task for review, you should delete all text appearing in RED.
2. Text appearing in BLACK contains headings and organizational text. Do not delete or reformat any text appearing in BLACK.
3. You must include citations that follow APA rules to attribute all quoted, paraphrased, or summarized discussion, formulas, and other content. The citations must refer to the source documents (e.g., Company 10-Q from SEC Edgar database) you use for attribution that appear in the *References* section of the task. References must (1) be in APA format, (2) appear in alphabetical order, and (3) every reference appearing in the *References* section must be cited at least once in the paper.

1. Outsourcing Needs Summary

In the United States a company under the name of Endothon Inc., is a manufacturer of seating and accessories for aircraft. At this time there is a need to enhance the current enterprise resource planning system (ERP). While relying on the current system from Epicor, the platform is outdated and can no longer serve its purpose to meet the business needs. The platform in question has supported operations for nearly two decades but cannot meet the international business demands. In order for the business to sustains its competitiveness and remain aligned with its major clients, the implementation of a new SAP based enterprise resource planning system is intended to be initiated within ten months of the contract initiation. The retrofit and outsourcing need arises from both cost and constraints and expertise requirements. Leadership from Endothon had determined that offshore outsourcing would be the most viable option to achieve the $10 million dollar budget target. Additionally, the company’s internal IT team lacks the necessary experience in implementing modern ERP systems, particular SAP. As a result, the selected vendor will be responsible for the initial configuration, implementation, and support of the system, with a two-year transition plan to build Endothon’s internal capability. The expected scope of services includes system design, customization, deployment, and support for financial accounting and controlling, human resources management along with sales and distribution. These modules are essential to managing global financial transactions, personnel data, and the integration of production across eight manufacturing plants. Understanding the requirements the system must also have the ability to support encrypted data transmission, international procurement, and compliance with transfer pricing standards. (Endothon Inc., n.d.-a).

Endothon’s Request for Proposal (RFP) further outlines the company’s expectations of the outsourcing vendor. Vendors are required to conduct a comprehensive assessment of current operations, identify gaps, and recommend best practices for ERP adoption. The vendor must demonstrate at least ten years of ERP implementation experience, provide references from comparable international projects, and maintain sufficient financial stability to deliver on the contract. Additional requirements include risk assessment, compliance with international security protocols, and adherence to AES-256 encryption, SOC1, and SOC2 standards (Endothon Inc., n.d.b). ultimately Endothon seeks a vendor that can provide cost-effective communication across U.S. and European operations. The company also expects the vendor to facilitate knowledge transfer to its IT staff, ensuring long-term self-sufficiency after the two-year support period. This outsourcing strategy reflects Endothon’s effort to balance technological advancement with fiscal responsibility and international growth objectives.

In five to six paragraphs:

* Summarize all of Endothon’s outsourcing needs
* Clearly explain Endothon’s expectations for its outsourcing vendor
* Use as sources the Case Study and RFP
* Be sure to include citations as appropriate.

1. Project Stakeholders

In several paragraphs:

* Identify the project sponsor, other stakeholders, and steering committee members
* Your list should be created using the Endothon corporate profile in the Case Study
* Be sure to include names, titles, and organizational affiliations of the stakeholders
* You should use bulleted lists for the other stakeholders & steering committee members.

1. Bullzai Proposal Summary and Analysis

In a total of four to six paragraphs:

* Summarize Bullzai’s proposal in two paragraphs
* Following the summary, provide a detailed discussion of strengths and weaknesses in the Proposal using the RFP and Bullzai Proposal as your sources (be sure to include citations)
* The strengths and weaknesses should be in two separate subsections with the subheadings of *Bullzai Proposal Strengths* and *Bullzai Proposal Weaknesses*
* The strengths and weaknesses should be presented as bulleted lists with one or two sentences per bullet
* In a third subsection, using a subheading of *Bullzai Proposal Gaps*, discuss at least two gaps in Bullzai’s response to the requirements using the RFP and Bullzai Proposal as your sources
* The gaps should be presented using a bulleted list with one or two sentences per bullet
* Be specific in your strengths, weaknesses, and gaps by citing wording in the proposal and RFP.

1. Synesthor Proposal Summary and Analysis

In a total of four to six paragraphs:

* Summarize Synthesor’s proposal in two paragraphs
* Following the summary, provide a detailed discussion of strengths and weaknesses in the Proposal using the RFP and Synthesor Proposal as your sources
* The strengths and weaknesses should be in two separate subsections with the subheadings of *Synthesor Proposal Strengths* and *Synthesor Proposal Weaknesses*
* The strengths and weaknesses may be presented as bulleted lists with one or two sentences per bullet
* In a third subsection, using a subheading of *Synthesor Proposal Gaps*, discuss at least two gaps in Synthesor’s response to the requirements using the RFP and Synthesor Proposal as your sources.
* The gaps may be presented as bulleted lists with one or two sentences per bullet
* Be specific in your strengths, weaknesses, and gaps by citing wording in the proposal and RFP.

1. Outsourcing Proposal Selection and Recommendation

In four to six paragraphs:

* Select either Bullzai or Synthesor as the vendor
* Justify your selection by citing specific, detailed information from the vendor’s Proposal that best meet Endothon’s needs as stated in the RFP
* Your justifications must cite specific requirements in the RFP and how those requirements are or are not met in the Proposal
* Be sure to cite specific language in the RFP and Proposal in your justification narrative

1. Proposal Modification Recommendations

In two to four paragraphs:

* Recommend modifications to the selected vendor’s proposal
* Be sure to cite weaknesses and omissions in their Proposal as you discussed in Parts C or D
* Justify the recommended modifications by explaining how they will benefit Endothon
* Be certain to cite details from the selected vendor’s Proposal and the RFP.

1. Recommended Negotiation Strategy

In three to four paragraphs:

* Recommend a problem-solving negotiation strategy to effectively negotiate a contract with the selected vendor (based on the weaknesses and omissions discussed in Part F)
* The problem-solving negotiation strategy must be one that is recognized in the literature and not a general one that you create (Suggestion: Google terms, such as *Contract Negotiation Strategies*)
* Be sure to explain how your recommended strategy for negotiating a contract will achieve the desired goal of successfully modifying the terms of the selected vendor’s response to best meet Endothon’s needs as specified in the RFP.

1. Training Recommendations to Mitigate Potential Cultural Issues

In two to four paragraphs:

* Describe a training program to mitigate potential misunderstandings in cultural communication between Endothon employees and employees from the selected vendor
* The training program must be appropriate and effective given that Endothon is based in the United States and the selected vendor is located in a foreign country
* Your narrative must include specific details about the training program and citations to authoritative literature in the field.

1. Analysis of Potential Technical and Security Challenges

In two to four paragraphs:

* Identify and explain technical and security challenges in the country of the chosen vendor
* Include challenges in IT security, physical security, and the protection of intellectual property
* Your narrative must include specific details about the security challenges, including citations from authoritative sources on IT security, physical security, and the protection of intellectual property.

1. EAR Regulations and Compliance

In three to six paragraphs:

* Discuss in detail how specific EAR regulations apply to communications between Endothon and the selected vendor
* Your narrative should address pertinent EAR regulations
* You must review Encryption and Export Administration Regulations (EAR), Category 5, Parts 1 and 2, and identify aspects related to Endothon’s communication strategy
* Your narrative must be specific to Endothon and your selected vendor and the EAR regulations
* Your narrative should not be a general review of EAR regulations
* At a higher level, discuss how the selected vendor will interact with Endothon’s legal department, the legal departments of external companies, and government regulators with regard to EAR regulations.

**References**

Webpage Author or Organization (year or n.d.). Page or article title. Retrieved from http://  *[Note that all lines after the first will have the distinctive APA ‘hanging indent’]*

Author Last Name, First and Middle Initials (Year). Article title. *Journal title*, pages. City Name: Publisher Name, if book. *[Note that all reference will be alphabetized]*

Also, see provided APA reference and citations example document.