

# WHY HIRE A COP

## Invest in the Best

Companies that hire, train and encourage employees to become COPs demonstrate their outsourcing leadership and commitment to excellent to all their stakeholders – employees, investors, partners, suppliers and the community. Having COPs on your team ensures better, more consistent results and higher success, saving money and time. Your partners, employees and others involved in outsourcing projects will have greater satisfaction.

COPs help customer organizations make better informed decisions about hiring qualified providers, give outsourcing service providers a competitive advantage to win business, and add credibility and trust to advisor relationships.

### Company Benefits

**Validate your company's outsourcing expertise and win new business**

### What COPs Say

*"To remain competitive in any business today requires robust and agile tools and processes. The COP certification is your guidebook for agility and remaining competitive."*

**Cynthia Kearney**

COP

V.P. ReSearch Pharmaceuticals

**Be known in the industry for your commitment to excellence**

*"My company like many US-based firms has followed the trend setters in outsourcing. Being a COP has allowed me the expanded scope of knowledge learned, experienced, and gathered from my peers to help guide my company in outsourcing maturity."*

**JoAnn Martin**

COP

Pitney Bowes

**Employ a more productive and highly trained workforce with unmatched skill set expertise**

*"The COP designation provides organization with assurances that the recipients possess the necessary skill-set and experience to offer true value to their outsourcing programs."*

**Alice Khosravy**

COP

Consultant, A&E Consulting

**Gain higher job satisfaction and employee pride**

*"Through the COP process, IAOP is building a global network of professionals that can share practices, reduce risks, and increase the certainty of outsourcing success. I am honored to be part of this network."*

**Wijnand Kammerling**

Senior Consultant

Quint Wellington Redwood

**Ensure project success with improved outcomes, saving time and money**

*"The COP certification process allows the necessary structure and standards for the outsourcing profession that are necessary in today's economic conditions that will reduce the client's risks in undertaking an outsourcing initiative. Being a Certified Outsourcing Professional allows me as an advisor, the credibility to the market place to assist clients in their sourcing journey to ensure a successful strategy development, transition and to receive the anticipated positive financial impact to their bottom line."*

**Donald Mones**

COP, Director

MetLife