



JANEEVA JOURNAL

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Thanks for reading the *Janeeva Journal*, an informal newsletter about Janeeva and the ORM industry. Distribution is limited to employees, investors, VCs, and business partners.

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Janeeva is in the Spotlight...

At the Outsourcing World Summit



Janeeva, a corporate member of [IAOP](#), announced the formation of the [Outsourcing Tools Chapter](#) which Jim Diggs, VP of Strategy and Business Development for Janeeva, will chair.

Michael Corbett, IAOP Founder said, *"We're pleased to have Janeeva as a corporate member of IAOP, and excited about the formation of the Outsourcing Tools chapter that Janeeva will chair. The Tools Chapter will offer IAOP members an open environment to share and examine the requirements and options for implementing and using outsourcing software tools. Janeeva is in a unique position to chair this chapter, and we are proud to*

offer the opportunity of participation to our membership."

Janeeva customer user Brad Rubin, Director of Operations for TransUnion, presented a session titled, **"Managing Outsourcing Success in a Multi-Vendor Environment"** in which he highlighted Janeeva. He said, *"The benefits we have achieved with the Janeeva solution are exceptional. We have removed the manual report generation from our operations, saving more than three staff hours per day."*



At TransUnion

Janeeva customer, Brad Rubin of TransUnion recently published an article on Sourcingmag.com titled, [Three Keys to Managing Multi-vendor Environments for Success](#) that highlights Janeeva and the reasons he sought our solution. Brad remarks in the article, *"Overall, the Janeeva solution has been a tremendous asset for us as we continue to manage our global service delivery platform."*

In the Ann Arbor News

The Ann Arbor News featured Janeeva in an article titled, ["Janeeva: helping from the outside in"](#) in the January 4 business section. Matt Chittle was quoted as saying, *"The rise of outsourcing has companies developing new organizational structures, governance teams and consultants to figure out what and when to outsource. It creates a new management challenge."*

IBM Features Janeeva

Jim Diggs was invited to present at an [IBM sponsored SaaS Connection Event](#), March 12, in New York City. Executives from four SaaS companies were featured by IBM for their leadership in delivering new solutions to the market.

Janeeva has been selected as a finalist for an [IBM Beacon Award](#) for Software as Services (SaaS) Innovation, and will be publicly recognized at IBM's PartnerWorld, and on the IBM website.

Janeeva Product News

Portfolio offers a comprehensive view at a glance

Janeeva has enhanced their Outsourcing Relationship Management (ORM) software with new functionality that enables companies to easily monitor and analyze the “Portfolio” of their outsourcing projects and vendors.

Much as a savvy investor monitors a portfolio of stocks and bonds, savvy executives must monitor their investments in outsourcing. They need to optimize results by shifting investments to high performing vendors and maintaining healthy diversification.

Janeeva’s new Portfolio function gives executives and managers a single page view of all outsourced operations by tower, vendor, and project. Executives can easily compare vendor performance and monitor the overall effect of shifting business from low performers to high performers.

Cindy Kearney, former Vice President *R&D Procurement* Johnson & Johnson Pharmaceutical Research & Development and CRO Worldwide **Johnson & Johnson** said, “*Portfolio offers the advantage of a comprehensive view of all outsourcing activity at a single glance.*”

Vinay Gupta explains, “*Tools like Janeeva’s new Portfolio enables our customers to take Outsourcing Relationship Management to the next level.*”

New Data Integrity Function offers peace of mind

Data Acquisition is critical to the success of ORM. With Janeeva’s new Data Integrity Function, customers are assured that data from their providers is not only delivered automatically but is also complete and accurate. The new Data Integrity function, unique in the industry, assures the completeness and integrity of data. Janeeva has developed a unique methodology to monitor and assess data based on “degrees of validity” and builds a knowledge base to ensure data integrity. Outsourcers need data from many sources and need to trust this data to effectively manage their outsourced relationships. The Data Integrity function gives them the peace of mind that all required data has been delivered and flags any bad or missing data.

Ajay Sharma of Davison Institute said, “*Access to quality and relevant data can help both the providers and clients work collaboratively towards improving the outsourced service as well as strengthening the relationship.*”

If you haven’t seen a demo of Janeeva Assurance™ recently, send an email to info@janeeva.com to get your private tour scheduled. We’re proud of our product, and enjoy talking about it and showing off its capabilities.

Janeeva is Searching for a VP of Marketing

The ad says, “*Janeeva values people who are smart, enthusiastic, and passionate about their work and the company’s mission, who are not afraid to speak their minds, and who have a good sense of humor.*”

We are looking for a seasoned professional with experience managing all aspects of marketing functions. Experience with outsourcing is highly relevant. A proven track record with lead generation and product marketing is a necessity.

The ideal candidate will be a strong leader within the company, and a presence on the senior staff. The ideal candidate will have experience working in an independent, “hands-on” fashion and be comfortable with limited support.”

We’ve already had some great candidates in for this exciting position, but if you know someone that Janeeva should consider, please be in touch to let us know.

