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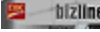

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News from PR Newswire

**Laborgistics(R) Replaces Traditional Outsourcing Model**



PR Newswire - Wednesday April 28, 2004

## Professors from two countries author book

El PASO, Texas, Apr 28, 2004 /PRNewswire via COMTEX/ -- Laborgistics (R), a concept pioneered by International Outsourcing Services, is defining the evolution of outsourcing services. Two professors, French and American, are collaborating on a textbook that outlines the essential elements of this new process and how outsourcing is becoming an archaic practice.

Laborgistics, a term coined by International Outsourcing Services ([www.iosnet.com](http://www.iosnet.com)), promises to bring a new dimension of management solutions to the complexities of international manufacturing, warehousing, distribution and data services.

This new process brings together people and technology, creating contemporary business and manufacturing solutions, replacing the basic model of outsourcing.

Outsourcing means working cheaper; Laborgistics means working smarter. Both mean cutting costs, but Laborgistics focuses on enhancing revenue, opening new market opportunities, and streamlining systems.

"Instead of cutting jobs, more employees will be needed in R&D, administration and management to create this integrated system between a company and its outsourcing provider. That translates to

more, higher-skilled and diverse jobs using Laborgistics," said CEO of IOS Chris Balsiger.

Historically, the motivation behind an outsourcing decision and partnership was a quick-fix and hire-it-done mentality. Today, this seems like a simplistic, defensive retreat. Like all relationships, a solid foundation is the basis for emerging Laborgistics. This concept involves transition, movement and change, and focuses on finding, creating and expanding opportunity and enhancing revenue. Particularly with the application of technology to this process, efficiencies produce cost reductions. With a global scope of operations, economies of scale result. This means lower cost and more efficient production.

Outsourcing has been a hit or miss strategy, and was about individual vendors doing something more cost effectively. Laborgistics creates enduring, strategic partnerships with seamless operations nationally and worldwide. As global hypercompetition heightens, the traditional outsourcing model is waning so that more extensive supply chains are required to remain competitive. Rapid response to market conditions is the cornerstone of Laborgistics.

Dr. Dominique Roux, Professor of Telecommunications Economics for the College of the French Telecommunications Regulatory Authority, has researched IOS and global outsourcing and written a new business textbook, "Laborgistics(R): A New Strategy for Management," with Dr. Jack Wentworth, former Dean of the Indiana University School of Business, as author of the introduction.

Book availability is spring 2004, visit [laborgistics.com](http://laborgistics.com) with text in French and English.

About the company:

International Outsourcing Services with operating headquarters in El Paso, Texas, corporate headquarters in Bloomington, Ind., EU operations headquarters in Paris, France, and worldwide operations in Mexico, France, and Slovakia, provides a diverse, cross section of outsourcing services using the seamless process of Laborgistics(R). IOS has two divisions: Data Services and Contract Manufacturing. Services include sourcing of raw materials and components, assembly, manufacturing, packaging and distribution, including cross-border transportation and warehousing, and providing outsourcing services in IT such as data capture, and check and remittance processing. IOS serves some of the world's largest retailers, manufacturers, government agencies, educational institutions, banks, and financial firms.

## SOURCE International Outsourcing Services

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