The Outsourcing Cost Reality Check
Understand what outsourcing is really costing your print shop

1. What You're Already Paying

Approx. outsourced jobs per month: _____

Avg. cost per outsourced job: $_____

Monthly shipping & rush fees (estimate): $_____

Approx. monthly outsourcing spend: $_____

2. Time & Workflow Impact

- ■ Jobs delayed due to outsource turnaround
- ■ Extended proof cycles
- ■ Staff time coordinating vendors
- ■ Rush jobs turned away
- ■ Rush jobs priced defensively

3. Customer & Sales Impact

How often do you say, "Let me check with our vendor"?

■ Rarely ■ Sometimes ■ Often

Confidence in delivery promises on outsourced work:

■ Very ■ Somewhat ■ Not very

Lost or nearly lost work due to turnaround/control?

■ Yes ■ No ■ Unsure

4. Competitive Reality Check

Competitors offer similar finishes?   ■ Yes   ■ No

Competitors offer similar turnaround?   ■ Yes   ■ No

Pricing dictated by outsource costs?   ■ Yes   ■ No

One way that in-house production would change how we sell is:

_____

5. What Might Change If This Were In-House?

Jobs we'd likely bring in-house first: _____

Turnaround we could realistically offer: _____

Customer conversations that would change: _____

This worksheet is meant to provide clarity — not push a decision.
Many shops use it simply to understand where outsourcing helps and where it may be holding them back.

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