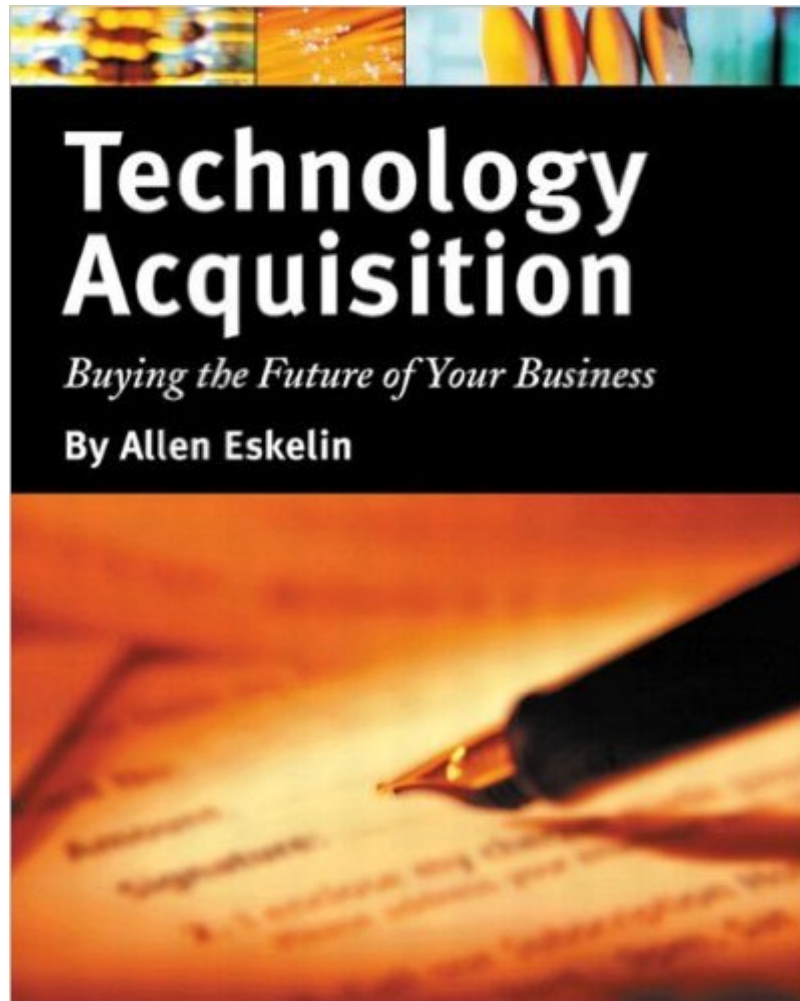


The book was found

# Technology Acquisition: Buying The Future Of Your Business



## Synopsis

With proven, step-by-step solutions, this unique and practical book shows information technology (IT) project managers how to acquire the right technology from the right vendor at the right price for their business. There are numerous project management books on how to build technology, but the increase in project failure, limited resources, and accelerated change in systems and platforms has forced IT managers to move from building to buying technology, thereby shifting substantial risks to third parties. Allen Eskelin, drawing on his own experience managing acquisition projects, thoroughly explains each task required to buy technology successfully from outside vendors. Technology Acquisition covers all facets of technology acquisition management, including the "people dynamics" that can make or break a project. The book offers useful templates, example documents, checklists, and schedules that guide you through the entire procedure, as well as case studies to illustrate the processes described. These processes include: Initiation--creating and chartering a project to address your business needs Planning--organizing teams; defining and prioritizing requirements; identifying vendors Research--gathering information on vendors and their technologies Evaluation--interpreting the results of research; selecting a vendor Negotiation--defining a negotiating strategy; planning the negotiation; negotiating successfully Implementation--developing, testing, and deploying vendor solutions Operations--managing an ongoing process to extend the life of the product <http://www.technologyacquisition.com> provides a forum for sharing experiences in project management. It also updates and supplements information on topics covered by the book.

## Book Information

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## Customer Reviews

The book shows many views of technology acquisiton, but I think it could be more detailed in hints and tips for the real life.

I bought this and really hoped it would get here on time and wouldn't be beaten to heck when I got it. The book got here exactly on time and almost looks like it could be sold as new. Thanks!

Technology Acquisition: Buying the Future of Your Business is a great book for establishing procurement best practices or confirming existing practices. This book is not a high-level overview but provides you with detailed step-by-step procedures, case studies, and a wealth of examples. As a consultant, each company that I work with is different and this book has helped me to establish a complete procurement cycle with the client. Many companies, it seems, do not have a cradle to grave procurement practice and therefore do not understand what a project manager should be responsible for. This book gives you a starting place. Also, it is evident that the author is speaking from experience - he has done what is in the book and the examples demonstrate a real working knowledge of the topic. I highly recommend this to any person starting a new project.

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