Selling Outsourcing Services: How to Collaborate for Success When Negotiating Application, Infrastructure, and Business Process Outsourcing Services Agreements

By Grant S Lange

Dog Ear Publishing, United States, 2015. Paperback. Book Condition: New. 229 x 150 mm. Language: English . Brand New Book ***** Print on Demand *****.The Global Business Process Outsourcing and IT Services Market exceeded $950 billion in 2013. Every indicator points to continued growth across all geographies and market segments for the foreseeable future. In order to drive innovation and realize the full benefit and value proposition of the services being outsourced, a shift in the method by which outsourcing services are procured is a necessity. Simply put, the current sales cycle and procurement approach is inefficient across time, quality, and cost parameters. Selling Outsourcing Services asks difficult questions, challenges the status quo, and provides an alternative mechanism to achieve timely contract execution by shifting the focus from the consequences of failure to collaboration, partnership, and success. An IT services executive with experience negotiating complex outsourcing services agreements across all industries, Grant Lange leads you through the process of putting your best foot forward and negotiating an outsourcing agreement that will yield timely, quality, and cost-effective delivery. About the Author Grant S. Lange is a sales and delivery executive with global experience negotiating large and complex application, infrastructure, and business...

Reviews

Definitely one of the best book We have at any time go through. It is actually filled with wisdom and knowledge I am quickly could get a delight of studying a published book.
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A whole new electronic book with an all new perspective. It is one of the most incredible book we have read. Your way of life span will likely be convert when you comprehensive reading this article book.
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