



# Technology Acquisition: Buying the Future of Your Business

*Allen Eskelin*

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## **Technology Acquisition: Buying the Future of Your Business** Allen Eskelin

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.

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