Technology Acquisition: Buying the Future of Your Business by Allen Eskelin

How To Make Acquisition A Development Process

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.
My Personal Review:
All companies, from the largest to the smallest, perform technology acquisitions. There are definite steps in the sequence, from the determination of need to the final step in the integration. For example, even the basic choice of a compiler for development has stages of determining the needs, performing research, acquiring the compiler and integrating it into the enterprise. The key to success is to consider the purchase of new technology to be a process, subject to rules that control the decision-making structure. Each step is clearly defined with instructions on how to do it well. While the advice is often an apparent statement of the obvious, that is not a drawback. In business, the best advice one can often hear is a simple, accurate remark repeated over and over. All too often, technology decisions are made on emotional attachment rather than environmental or economic fit. By following the advice laid out in this book, the influence of emotions and politics can be reduced.
Making the right decisions concerning what technology to use is a decision that all businesses are required to make. If you follow the rules in this book, it will not be made any easier, in fact it may be made harder. However, they will increase your chances of making the correct one, and that is far more important than making the easy one.

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