

Technology Acquisition: Buying the Future of Your Business

By Allen Eskelin

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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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Editorial Review

From the Inside Flap
Excerpted from The Introduction The Ground Rules

The goal of this book is to describe a way of managing a technology acquisition project that will facilitate the decision-making process so that you select the right vendor, with the right technology, for your business. The book will also discuss how to implement and operate the technology once you have selected the vendor.

Early in my career, I managed several software development projects. Then one day, I was asked to manage a project to acquire technology. I searched everywhere looking for information on how to manage this type of project. I perused bookstores, libraries, magazines, and the Internet looking for anything I could find on the subject. I found many books on the topics of project management, negotiation, outsourcing, software development, government technology acquisition, and business acquisition. But there was nothing that specifically addressed these topics in the context of acquiring technology for a typical business. I was forced to read several books on the topics listed above in order to extract the information that would help me manage this type of project successfully. I eventually ended up creating my own project life cycle. After applying this project life cycle to several successful technology acquisition projects, I decided to share my findings with other project managers who are faced with the same challenge I faced. I am writing the book I wish I had before managing my first technology acquisition.

I have tried to keep the information presented in this book at a level where it will be most useful to an experienced project manager who is new to managing a technology acquisition project. However, if you have ten years' experience in managing technology acquisitions, you shouldn't jump to the conclusion that there is nothing here for you.

This is not a book about managing government technology acquisitions or $100M+ technology acquisitions. An experienced project manager who has never managed a technology acquisition will not likely get a chance to manage an acquisition of more than $10M on their first project of this type. Additionally, a process this extensive would be difficult to justify on an acquisition of less than $500K. This book is targeted at the experienced project manager who will be, or is, managing his first technology acquisition of $500K to $10M. That said, there is also value for anyone who is involved with a technology acquisition.

This could include executive management, IT management, project stakeholders, project sponsors, project teams, vendors, implementation teams, support teams, or any others who are impacted in some way by a technology acquisition project.

As you read this book, you might find that this process is simple. I have elected to outline a step-by-step process that will be simple enough to use in your first technology acquisition project. As you gain experience, you may elect to modify this process or expand it to better fit your situation.

My role is to get you through the first project successfully while providing you with practical advice and techniques and an understanding of how to deal with the most important ingredient of any project, the people.

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From the Back Cover

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About the Author

Allen Eskelin is an author and speaker on topics related to IT leadership. He is currently an IT manager at Starbucks Coffee Company in Seattle, Washington. He previously managed IT projects for Gateway 2000 in North Sioux City, South Dakota. For more information about him, visit www.technologyacquisition.com.

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Users Review

From reader reviews:

Ken Martin:

Precisely why? Because this Technology Acquisition: Buying the Future of Your Business is an unordinary book that the inside of the guide waiting for you to snap it but latter it will jolt you with the secret the idea inside. Reading this book adjacent to it was fantastic author who else write the book in such awesome way makes the content on the inside easier to understand, entertaining approach but still convey the meaning totally. So , it is good for you because of not hesitating having this anymore or you going to regret it. This book will give you a lot of gains than the other book possess such as help improving your talent and your critical thinking approach. So , still want to hold up having that book? If I had been you I will go to the book store hurriedly.

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