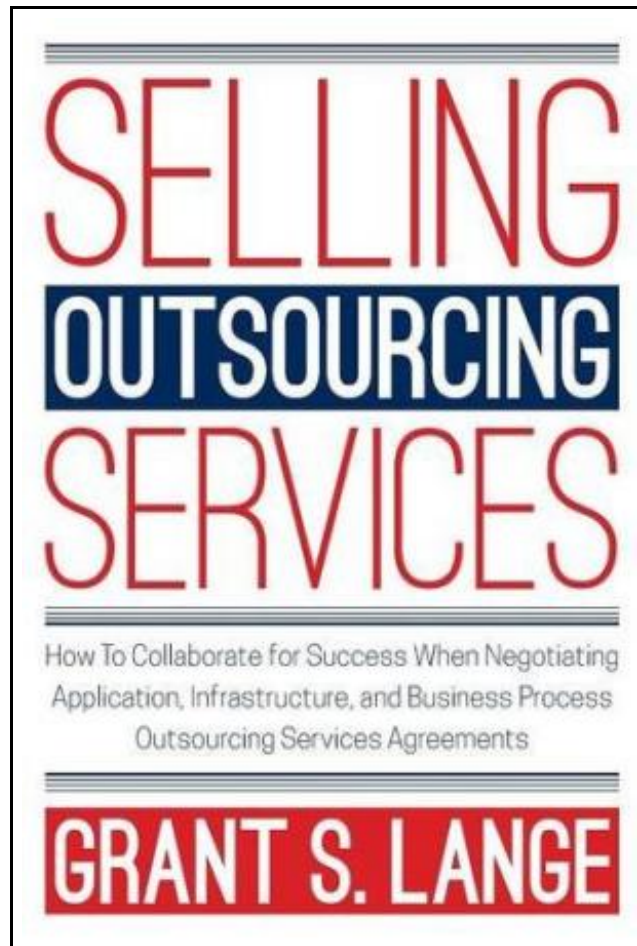


Selling Outsourcing Services: How to Collaborate for Success When Negotiating Application, Infrastructure, and Business Process Outsourcing Services Agreements



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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 process outsourcing agreements within the public and private sectors. During his career, he has negotiated outsourcing agreements that have generated in excess of \$2 billion in new sales. He is a partner at a leading IT services company and has served in a variety of leadership roles at some of the world's largest IT services, advisory, and software firms.



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