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Technology Acquisition: Buying the Future of Your Business ...
Technology acquisition: A project undertaken to acquire technology from a third party and implement it within the performing organization. With these definitions in order, let's move on to discussing a project life cycle for a technology acquisition project. There are many project life cycles available for the technology development project.

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Eskelin remains bullish on IRL shopping with new acquisition ...

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Buy Technology Acquisition: Buying the Future of Your Business from Kogan.com. 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.

Technology Acquisition: Buying the Future of Your Business ...

After weeks of speculation , AMD confirmed Tuesday that it will acquire programmable chip maker Xilinx in an all-stock deal valued at \$35 billion. Edition: Asia. Australia.

AMD will acquire Xilinx for \$35 billion | ZDNet

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Buying products and services is an everyday activity for most people, but it's been changing fast — and the change has been driven by four forces that three of my Forrester colleagues and I highlighted in *Vast, Fast, And Relentless: The Future Of How People Buy*. The four of us are now also each writing a blog post about one of those four forces, and the one I'm focusing on is how product ...

The Future Of Buying Is Using

Technology acquisition involves assessing the match between technological capabilities and market opportunities, as well as the capability of the firm to absorb and make good use of the technologies that other firms are developing. This section provides a checklist of questions to evaluate the partner-technology-absorptive

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capacity combination.

A guided approach to technology acquisition and protection ...

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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

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Eskelin 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

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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.

The comprehensive, practical guide to buying, selling, and merging technology companies The Technology M&A Guidebook provides executives and entrepreneurs interested in acquiring or selling a technology company with everything they need to know about the

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entire M&A process, from identifying target companies or buyers to financial analysis, due diligence, tax issues, valuation, and legal considerations. This book explores specific issues that are unique to technology M&A: assessing the impact of technology sector high-change rates; market-driven product development; company culture issues; engineers as managers and managers as engineers; consumer and technical product differences; technology marketing issues; intellectual property considerations; Internet interaction; and more. It also provides detailed analyses of factors involved in acquiring companies from different sectors, including: * Semiconductor equipment and chip manufacturers * PC/workstation and related hardware companies * Software businesses * Data networking and telecommunications firms * Internet-related companies Don't enter the M&A process unprepared. Let The Technology M&A

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Guidebook help you beat the odds and make your sale or acquisition a complete success.

This new book is the first full account, inside or outside government, of China's efforts to acquire foreign technology. Based on primary sources and meticulously researched, the book lays bare China's efforts to prosper technologically through others' achievements. For decades, China has operated an elaborate system to spot foreign technologies, acquire them by all conceivable means, and convert them into weapons and competitive goods—without compensating the owners. The director of the US National Security Agency recently called it "the greatest transfer of wealth in history." Written by two of America's leading government analysts and an expert on Chinese cyber networks, this book

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describes these transfer processes comprehensively and in detail, providing the breadth and depth missing in other works. Drawing upon previously unexploited Chinese language sources, the authors begin by placing the new research within historical context, before examining the People's Republic of China's policy support for economic espionage, clandestine technology transfers, theft through cyberspace and its impact on the future of the US. This book will be of much interest to students of Chinese politics, Asian security studies, US defence, US foreign policy and IR in general.

"This book is a one of a kind, definitive reference source for technical students and researchers, government policymakers, and business leaders. It provides an overview of past and present initiatives to improve and commercialize fuel cell technologies. It

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provides context and analysis to help potential investors assess current fuel cell commercialization activities and future prospects. Most importantly, it gives top executive policymakers and company presidents with detailed policy recommendations as to what should be done to successfully commercialize fuel cell technologies."--pub. desc.

An insider reveals the core strategies behind Cisco's phenomenal success Most savvy business observers agree that the major component in Cisco's phenomenal growth has been their unwavering commitment to expanding their product line through aggressive acquisitions. Since 1995, the "New Goliath," as Cisco is known throughout the business and finance communities, has acquired more than sixty companies. In this groundbreaking book, a

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Silicon Valley veteran, Ed Paulson, uses his strong connections to Cisco's management to reveal the M&A gospel according to Cisco. Paulson explores how Cisco has used acquisitions to stay ahead of its competitors, analyzes their strategies and proven methods for incorporating new companies seamlessly, positively, and profitably. Paulson reveals the centerpiece of Cisco's acquisition strategy—one that is company-focused, culturally compatible, and retains staff. He examines how Cisco executives determine if a target company is compatible with Cisco's corporate culture and strategic outlook and describes the extraordinary lengths to which these executives will go to gain the loyalty of acquired people. This book details the Cisco methodology and illustrates how it can be applied to companies across industries. Ed Paulson (Chicago, IL) is President of Technology and Communications, Inc., a business and

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technology consulting firm and a visiting professor at DePaul University's School for New Training. He is a Silicon Valley veteran with more than two decades of experience and the author of numerous business and technology books, most recently, The Technology M&A Guidebook (Wiley: 0-471-36010-4).

In Beyond Chaos, the keenest contributions to the Management Forum have been incorporated into a single volume to reveal best practices in managing software projects and organizations. The forty-five essays contained in this book are written by many of the leading names in software development, software engineering, and technical management. Each piece has been selected and edited to provide highly focused ideas and suggestions that can be translated into immediate practice. Pragmatic and provocative, they address

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key management concerns involving people, planning and productivity, coping under pressure, quality, development processes, and leadership and teamwork.

This comprehensive collection of 38 cases selected from Ivey Publishing helps students understand the complex issues that marketing professionals deal with on a regular basis. The cases were chosen to help students apply conceptual, strategic thinking to issues in marketing management, as well as provide them with more practical operational ideas and methods. Cases were chosen from around the world, from small and large corporations, and include household names such as Twitter, Best Buy, Ruth's Chris, and Kraft Foods. The majority of the cases are very recent (from 2009 or later). Each chapter begins with an introductory review of the topic

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area prior to the set of cases, and questions are included after each case to help students to think critically about the material. Cases in Marketing Management is edited by Kenneth E. Clow and Donald Baack, and follows the structure and goals of their textbook Marketing Management: A Customer-Oriented Approach. It can also be used as a stand-alone text, or as a supplement to any other marketing management textbook, for instructors who want to more clearly connect theory and practice to actual cases.

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