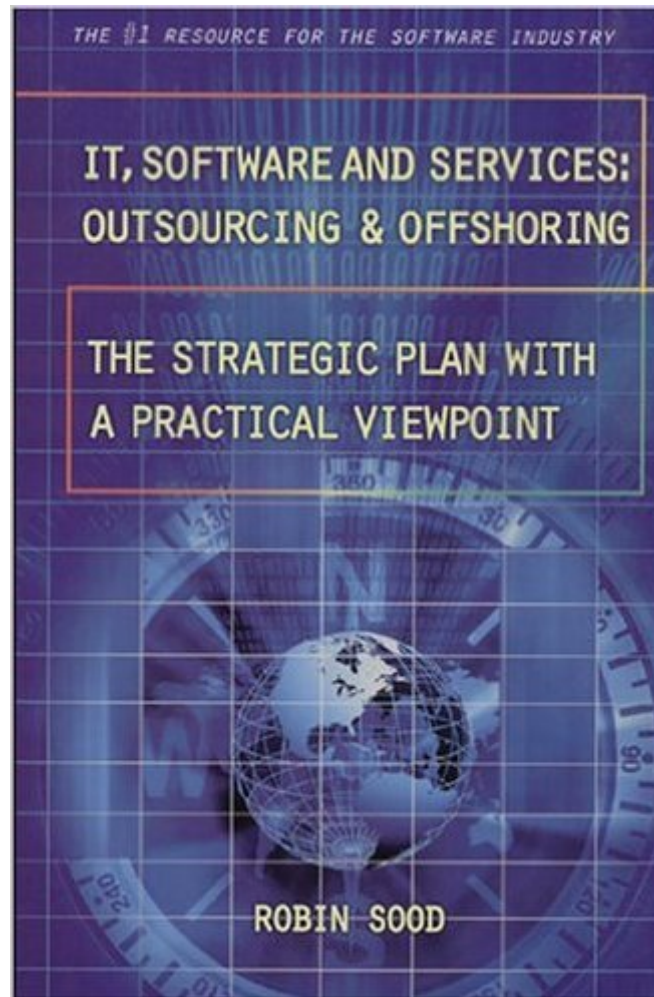


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# IT, Software And Services: Outsourcing And Offshoring



## Synopsis

IT, Software and Services: Outsourcing and Offshoring provides an essential overview of the burgeoning phenomenon of outsourcing. Although some pundits have been critical of the outsourcing trend, author Robin Sood argues that it is simply a fact of the contemporary global marketplace--one that can only be ignored at your own peril. Sood covers the reasons for outsourcing and provides strategies for doing it right. Many companies do not do it right, and the result is a lot of wasted time and money. The information contained in this book can literally save your company millions of dollars. By reading this book, you will be able to develop your own strategic plan, by learning:

- \* The main advantages of outsourcing
- \* What work can be outsourced effectively
- \* Why outsourcing sometimes fails--and how you can avoid such failure
- \* Which are the most desirable offshore locations and why
- \* What criteria to use for selecting the vendor that is right for you

IT, Software and Services: Outsourcing and Offshoring is essential reading for business leaders in the 21st century who want to "keep up with the Joneses." If you are contemplating outsourcing, already involved in it, or merely want to remain competitive in today's fast-moving and ever-changing marketplace, you cannot afford not to read this book.

## Book Information

Paperback: 178 pages

Publisher: AiAiYo Books, LLC (April 1, 2005)

Language: English

ISBN-10: 0976067439

ISBN-13: 978-0976067436

Product Dimensions: 8.2 x 5.3 x 0.6 inches

Shipping Weight: 10.4 ounces (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 stars Â Â See all reviews Â (7 customer reviews)

Best Sellers Rank: #1,621,028 in Books (See Top 100 in Books) #134 in Â Books > Business & Money > Human Resources > Outsourcing

## Customer Reviews

My congratulations to the author! Well done ! I strongly recommend this book to all concerned by this topic. Robin Sood has taken the approach that if you are in the software world - you would have already been exposed to outsourcing in one way or another and that this trend is inevitable and irreversible. The book is very balanced and to the point with examples that are fit for purpose. I had no intention of reading a long book and was thrilled to find that this book kept to the topic without

lengthy examples with all the blah, blah....The narrative of the book very vividly describes some of the situations that I live thru on a daily basis. Reading this I realize that others also have similar experiences.

IT Software And Services: Outsourcing And Offshoring offers a complete, definitive, strategic plan for anyone wanting to provide or benefit from the outsourcing and/or offshoring of computer services for corporations. After providing the reader with an informed and informative overview of the rapidly expanding phenomenon of outsourcing computerized activities, contract management and outsourcing expert Robin Sood discusses and explains all of the elements necessary to take advantage of outsourcing, what work can be outsourced most effectively, why outsourcing sometimes fails (and how to avoid such failures), which are the most desirable offshore locations, and what criteria to use for selecting the vendor that is right for your particular corporate needs with respect to outsourcing computerized functions and processes. IT Software And Services is a complete course of instruction under a single cover and strongly recommended reading for any corporate CEO or manager who aspires to utilizing outsourcing to strengthen their company's bottom line.

I had to order this book from the US having heard rave reviews from colleagues in the UK IT industry and management circles. It has proven itself well worth the wait. I read it cover to cover in 3 days. Incisive, to the point, and demonstrating a global and very practical critique of the phenomenon of outsourcing, this book is not merely an interesting investment for the curious - it is a "MUST READ" book for anyone in the business of outsourcing or facing competition from those already using outsourced business functions. Robin Sood clearly has inside information on the IT industry, but his explanations are of far wider relevance to all industries as the BPO revolution moves higher and higher up the skills chain. His book is an easily palatable mix of business sense derived from many years in industry with a core of applied and selected management theory. It will not be long before India and perhaps a number of smaller players are providing not merely 'back office' functions at bargain prices, but also performing the higher skilled and paid professional functions that presently remain largely indigenous and local. This book provides all the justification that could be needed, in a simple and engagingly discursive style, that outsourcing makes sense today and will continue to make commercial sense tomorrow. Well done Robin Sood!

It is apparent that Robin Sood has tremendous hand-on expertise in outsourcing. He is able to

impart this clearly in practical, understandable terms. I found the book very readable, immensely practical and downright useful in day to day to work. An excellent effort. Definitely recommended for anyone (and who isn't) who is interested in, considering or involved in outsourcing.

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