



SELLING HIGH VALUE SOFTWARE

*Ways to win the deal at the
highest attainable value*

John Coburn



Selling High Value Software

Scott Gabehart

A red circular graphic with a gradient, appearing as a partial circle or a stylized arrow pointing to the right, located to the right of the author's name.

Selling High Value Software:

Selling High Value Software John Coburn, 2005-10-01 Based on twenty plus years of selling enterprise software solutions Selling High Value Software is about winning deals at the highest attainable value It covers first hand tips and techniques that you can use to boost value recognition and sustain it through the most demanding sales cycle These are ideas and suggestions that will help you through the sales negotiations due diligence processes and commercial situations that are typical of high value software contracts Aimed at small and medium sized software companies who develop original intellectual content the book is a street fighter s guide to value creation and is beautifully paced throughout it s high octane 200 pages [Selling the Intangible Company](#) Thomas Metz, 2008-11-17 In *Selling the Intangible Company* Thomas Metz

helps entrepreneurs and venture capitalists to better understand the process of selling a company whose value is strategic He addresses all the key issues surrounding the sale of a company in which the value is in its technology its software and its know how but has not yet shown up on its balance sheet Filled with in depth insights and expert advice this book provides essential information for business professionals and technology CEOs who need to understand the nuances of selling a company with intangible value

How To Start Up A Software Business Within A Cloud Computing Environment:

An Evaluation Of Aspects From A Business Development Perspective Thomas Buchegger, 2014-02-01 The author is beyond excited about the potential that comes from new ventures One of the key characteristics of successful entrepreneurs is courage but courage only is most often far too little and can end up in a fiasco soon The author is convinced that there is a set of rules that is valid for most companies Knowledge and usage of this set of rules could make an entrepreneurs life much easier The key question within this book is What aspects of business development are of tremendous importance for Software as a Service start up companies In order to find some answers to this question the author defined a pattern by outlining his findings within a fictional company called CashOnePro [InfoWorld](#) , 1985-11-04 InfoWorld is targeted to Senior IT

professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects *Winning the Hardware-Software Game* Ruth D. Fisher, 2009-03-04 Many books discuss high tech decision making but this is the only book I know of that provides a systematic approach based on objective analysis Matthew Scarpino author of *Programming the Cell Processor* This book offers a unique approach to analyzing business strategy that changes the focus and attitude to a lively and fun exercise of treating business strategy as a game Dave Hendricksen Architect Thomson Reuters **USE GAME THEORY TO SOLVE THE 1 PROBLEM THAT CAUSES NEW TECHNOLOGIES TO FAIL IN THE MARKETPLACE LACK OF COORDINATION** Too many advanced technologies fail the test of adoption at immense cost to their creators and investors Why Many new technologies are launched into complex ecosystems where hardware software and or connectivity components must work together for instance next generation gaming and video platforms that can only succeed if they offer attractive compatible content Often users aren t ready to give up existing systems and content or

connectivity providers aren't ready to move away from existing markets. In either case the real issue is a lack of coordination. Fortunately coordination problems have specific proven solutions and *Winning the Hardware Software Game* shows you exactly how to find them. Drawing on advanced ideas from game theory, economics, sociology, and business strategy, author Ruth D. Fisher presents a systematic framework for identifying, assessing, and resolving coordination problems among all the participants in a product ecosystem. Writing in plain, nontechnical, nonmathematical English, Dr. Fisher helps you discover specific steps that will prepare your customers and partners for successful adoption. Using these techniques, you can shape strategy, systematically reduce risk, and dramatically increase profitability. Topics covered in this book include: Discovering the forces that drive or delay adoption by users and content providers; Understanding networks, network effects, switching costs, technology compatibility, and other crucial issues; Speeding the pace of adoption and getting to the tipping point sooner; Clarifying and restructuring the incentives that motivate users and software providers; Engineering new systems to maximize the likelihood of adoption; Creating expectations of adoption and decreasing the relative value of older systems; Learning from Apple Newton versus Palm Pilot, HD DVD versus Blu Ray, and other significant technology battles; Leveraging lock-in, path dependence, standardization, and first-mover advantage. With so much at stake, *Winning the Hardware Software Game* is a required resource for everyone concerned with new technology adoption: executives, strategists, R&D leaders, marketers, product managers, industry analysts, and investors alike. *Software Quality - ECSQ 2002* Jyrki Kontio, Reidar

Conradi, 2003-08-01 Software professionals and companies live in a new world today. Increasingly complex systems need to be built faster and cheaper. While many of the established approaches in software quality are still valid, the software quality community is going through a paradigm shift that requires a reassessment of our current methods and tool portfolio, as well as creating new and more effective solutions. We have selected two themes for this conference to highlight this paradigm shift. Our first theme, production of attractive and reliable software at Internet speed, sums up the dilemma many software organisations face. In order to be competitive, software should contain advanced features and run reliably, yet it should be developed quickly and cost effectively for the right market window. Finding the right balance between these objectives is a critical question that will determine business success in the years to come. Our second theme, production of software with a dynamic partnership, now highlights the current trend of using partnerships and subcontractors as integral players in the software development process. Partnerships sometimes need to be created quickly to respond to a market opportunity, yet the costs and speed of cooperation must be competitive. Different companies have different processes, quality tools, and cultures, yet they should cooperate seamlessly for the best result. **Exploring the Internet** Carl Malamud, 2017-04-29 Exploring the Internet is a technical travelogue chronicling 3 trips around the world during the early days of the Internet. The author visits the people creating the emerging global network and uses the trip to help liberate key technical standards that govern the use of the underlying telephone network. A consistent strategy of terrorism. The General Assembly of Georgia and the State of

Georgia Malamud is one crazy Gaijin Professor Jun Murai Keio University Hardcover Edition 25th Anniversary Reissue

Market-Led Strategic Change Nigel Piercy, 2008-10-30 The fourth edition of the best seller *Market Led Strategic Change* confronts the real issues companies face in going to market effectively and profitably including corporate social responsibility marketing under siege dominant customers and much else besides In his witty and direct style Nigel Piercy takes into account state of the art thinking including nine new case studies providing invaluable lessons from global firms Tata EMI and the music business Cloud computing IBM BAA Rover cars Tesco in the USA Mittal and global steel One Laptop Per Child The book confronts the critical issues now faced in strategic marketing escalating customer demands driving the imperative for superior value totally integrated marketing to deliver customer value the diffusion of Internet related issues throughout marketing managing processes like planning and budgeting to achieve effective implementation At once pragmatic cutting edge and thought provoking *Market Led Strategic Change* is essential reading for all managers students and lecturers seeking a definitive guide to the demands and challenges of strategic marketing in the 21st century Tutor Resource pack available at www.textbooks.elsevier.com *Strategic Monoliths and Microservices* Vaughn Vernon, Tomasz

Jaskula, 2021-10-27 Make Software Architecture Choices That Maximize Value and Innovation Vernon and Jaskula provide insights tools proven best practices and architecture styles both from the business and engineering viewpoint This book deserves to become a must read for practicing software engineers executives as well as senior managers Michael Stal Certified Senior Software Architect Siemens Technology *Strategic Monoliths and Microservices* helps business decision makers and technical team members clearly understand their strategic problems through collaboration and identify optimal architectural approaches whether the approach is distributed microservices well modularized monoliths or coarser grained services partway between the two Leading software architecture experts Vaughn Vernon and Tomasz Jaskula show how to make balanced architectural decisions based on need and purpose rather than hype so you can promote value and innovation deliver more evolvable systems and avoid costly mistakes Using realistic examples they show how to construct well designed monoliths that are maintainable and extensible and how to gradually redesign and reimplement even the most tangled legacy systems into truly effective microservices Link software architecture planning to business innovation and digital transformation Overcome communication problems to promote experimentation and discovery based innovation Master practices that support your value generating goals and help you invest more strategically Compare architectural styles that can lead to versatile adaptable applications and services Recognize when monoliths are your best option and how best to architect design and implement them Learn when to move monoliths to microservices and how to do it whether they are modularized or a Big Ball of Mud Register your book for convenient access to downloads updates and or corrections as they become available See inside book for details *The Upstart Guide to Buying, Valuing, and Selling Your Business* Scott Gabehart, 1997 A comprehensive guide covering the top three critical issues every business owner faces this book ensures

that all parties understand each other's needs thus clarifying a complex process and opening the door to successful negotiations The volume includes an extensive stand alone glossary of relevant terms and concepts as well as comprehensive lists of business opportunity sources contact lists and reference materials The disk contains all the forms from the book

Intellectual Property in Consumer Electronics, Software and Technology Startups Gerald B. Halt, Jr., John C. Donch, Jr., Amber R. Stiles, Robert Fesnak, 2013-09-14 This book provides a comprehensive guide to procuring utilizing and monetizing intellectual property rights tailored for readers in the high tech consumer electronics and software industries as well as technology startups Numerous real examples case studies and scenarios are incorporated throughout the book to illustrate the topics discussed Readers will learn what to consider throughout the various creative phases of a product's lifespan from initial research and development initiatives through post production Readers will gain an understanding of the intellectual property protections afforded to U S corporations methods to pro actively reduce potential problems and guidelines for future considerations to reduce legal spending prevent IP theft and allow for greater profitability from corporate innovation and inventiveness

How To Find, Recruit & Manage Independent Sales Agents-Part of the Action Plan For Sales Success Series Robert J. Weese, 2015-02-02 Are you struggling to grow your sales Trying to decide whether the time is right to hire a direct sales force Would you like to approach new markets and territories using a proven business model that will reduce your go to market costs If you are looking to expand your sales into new markets or territories it usually means you have to find a dedicated sales person to work direct for your company This is an expensive and time intensive method of expanding your business Attempting to recruit and train sales people who are going to be in a territory that is not local can be very difficult to accomplish Costs of recruiting are high remote management and training becomes a problem and monitoring the new sales rep's performance can become a full time job The answer is to find experienced local sales agents who reside in the territory you want to penetrate In some industries sales agents represent the bulk of a companies selling strategy In North America alone there are tens of thousands of sales agents and many are looking for new products to represent If you are looking for a comprehensive guidebook that can help you find train and manage independent sales agents ISA's also called manufacturers representatives then this book is for you How to Find Recruit Manage Independent Sales Agents is a proven turnkey system that will become the foundation of your sales agent program What You Will Learn The power of independent sales agents Three models for sales agent programs How to find sales agents in your industry How to approach and engage sales agents in their language How to design a sales agent compensation program Each chapter contains coaching exercise to help you create your program so it will attract the attention of sales agents The book is loaded with scripts templates and tips that can help you build your own alternate sales channel using sales agents It All Starts Here if you are trying to decide whether to hire more full time direct sales people for your organization or look for new alternatives that will reduce your cost of sale then this book is right for you This fast moving practical book based on

years of experience shows you how to leverage and multiply the sales potential of your products and services selling five and ten times as much as you ever thought possible Brian Tracy Author Ultimate Sales Success Bob has written a comprehensive guide which offers the reader a complete review of how to select manage and motivate independent reps He provides proven exercises forms and templates to equip interested sales managers with the necessary tools to run their own successful sales agent program This book is essential reading for anyone interested in the independent sales rep business model Allan R Lambert CSP Billiken Group LLC Manufacturers need to learn more about how the rep business functions before they approach someone They need to talk to other companies that use rep s or attend one of the MRERF programs Unfortunately only a very small percentage of companies know about reps Karen Jefferson CPMR CSP Executive Director MRERF As more companies are looking for cost savings you are going to see a move towards more sales outsourcing The agent business is poised for growth Agents are going to play a very important role as more international companies are trying to break into the North American market Pierre Carriere President BEXSA Solutions Inc More and more large companies are finding their direct sales force is a huge expense Cost of sales is rising and the ramp up time for a new sales person can take months or more With agents getting paid on results it really makes sense for companies to consider this sales channel Craig Lindsay CPMR CSP President Pacesetter Sales Associates GIS Online Brandon Plewe,1997 GIS Online is a comprehensive guide for businesses government agencies nonprofit organizations educational institutions and individuals who want to build a Web site based on GIS and mapping technology or who simply want to include maps on their sites The book describes the concepts of distributed geographic information DGI the integration of GIS and maps with the Internet and data sharing and provides guidance through the planning development and maintenance of an effective site **Publishing for Libraries** Charles Chadwyck-Healey,2020-01-09 Since the 1960s Charles Chadwyck Healey has been at the forefront of library publishing and the company he founded in 1973 remains a familiar brand name to academic libraries around the world In this wide ranging book Chadwyck Healey charts his personal history of this constantly changing field from the earliest days of reprint publishing through microfilm microfiche and CD ROM publishing to the current digital age He describes the early years of using computers in publishing and the introduction of the CD ROM which was soon supplanted by online Chadwyck Healey was one of the first publishers to use both these new media Focusing upon leading publishing endeavours around the world in the USA UK Europe and post Soviet Russia this book includes vivid and informative first hand accounts of such landmark publishing projects as the US National Security Archive the catalogue of the British Library on CD ROM and Literature Online LION *Winning Market Leadership* Adrian Ryans,Roger More,Donald Barclay,Terry Deutscher,2010-12-30 Strategic market planning in technology intensive businesses is more complex and is less manageable than in most other organizations The technology driven business environment is intensely competitive complex and dynamic and planning needs to be done quickly and often Winning Market Leadership offers a refreshing new approach to strategic

market planning in these very demanding technology intensive markets It provides a systematic and highly integrated process for evaluating market opportunities and for developing strategies to lead in chosen markets Its proven highly practical approach to strategic market planning has allowed leading companies worldwide to plan faster focus on cash flow and profitability create living plans that reflect changing market conditions and competitive dynamics involve cross functional teams effectively and drive to yes no decisions The book resulted from project based executive programs developed by the authors for corporate clients such as IBM Nortel Networks National Semiconductor and General Electric This strategic market planning process has been refined and tested with over a thousand managers and executives in North America Europe and Asia Winning Market Leadership Is targeted at managers in technology intensive businesses such as computers telecommunications software biotechnology semiconductors instruments pharmaceuticals and advanced materials Focuses on the key issues and tough choices faced by executives in very demanding technology intensive markets Outlines a clear 10 step process for building winning market plans including identifying opportunities understanding the competition managing critical relationships understanding the profit dynamic and more Features examples from high tech companies such as Intel Compaq Hewlett Packard Glaxo Wellcome and General Electric Includes Key Questions for Executives and Managers at the end of each chapter that help eliminate blind spots in the planning process Winning Market Leadership is relevant to all executives and managers who play a significant role in developing cross functional strategic market plans for their business general managers marketing managers strategic planners managers in business development engineering and R and project team leaders

Auctions, Market Mechanisms and Their Applications Sanmay Das, Michael

Ostrovsky, David Pennock, Boleslaw K. Szymanski, 2009-07-31 These proceedings present the technical contributions to the First Conference on Auctions Market Mechanisms and Their Applications AMMA held May 8 9 2009 in Boston Massachusetts USA The conference was devoted to issues that arise in all stages of deploying a market mechanism to solve a problem including theoretical and empirical examinations In addition to more traditional academic papers the conference placed emphasis on experiences from the real world including case studies and new applications The main goal of AMMA was to explore the synergy required for good mechanism design This includes an understanding of the economic and game theoretic issues the ability to design protocols and algorithms for realizing desired outcomes and the knowledge of specific institutional details that are important in practical applications We were lucky enough to attract papers and talks from economists and computer scientists theorists and empiricists academics and practitioners The program as reflected in these proceedings ranged from fundamental theory on auctions and markets to empirical design and analysis of matching mechanisms peer to peer systems and prediction markets

Marketing Scheme on Peer-to-Peer (P2P) Communication
Software Anticipating 4G Steffen Dubiel, 2004-11-04 Inhaltsangabe Abstract This diploma thesis paper is after contemplating the current state of ITC telcos shift towards commoditisation and challenges in facing the upcoming overall mobile wireless

development beyond 3G B3G 4G aimed at prosperously resolving a marketing proposition on a quite ingenious Siemens mobile P2P communication solution named Siemens Anywhere PocketServer by virtue of the marketer's generic means the Product marketing mix dedicated to fundamental questions of product price promotion place P4 Strategic marketing and ITC business as well as down to earth operational themes will get propelled The chief emphasis is put on surging virtualisation related to product service property and as usually less exposed the shift towards intangible values foremost customer relationship and momentum of the hi tech brand perception The intend is to supply a big yet detailed P2P 3G B3G and wireless picture to the marketer even accountant as well as applied marketing pricing issues to the SW developer or mobile techn expert After a brief overview ch 1 chapter 2 is about introducing the main points re peer to peer P2P it's rather social impacts technological mindset and ongoing research as well as contemporary benefits The intention is to free both the subject and evaluation from hype or byzantine aspects to present P2P's potential as well as existent contributions to corporations aware of bus value from IT paralleling the fashion well known IT players dominate e.g. Web services Chapter 3 prepares a general understanding of present day and forthcoming ITC leitmotifs more precisely for why ITC esp 3G innovations have been disappointing Analysing soft product and service service innovations is upon hard value at the dawn of this decade's decentralisation mobilisation and virtualisation following results and side effects of globalisation the tractate's author is going to constantly question whether proven and established marketing practice can answer the train of virtual i.e. through and through digital products value chains organisations or business and or value creation communities Nevertheless ch 3's focal point is the wireless or mobile wireless resp upgrowth convergence re mobile IP P2P B3G 4G At beginning of the new millennium telcos are forced to get out of the industrial age's proprietary hardware and services Less because of customer's The Business of Software Michael A. Cusumano, 2004-03-15 The world's leading expert on the global software industry and coauthor of the bestseller Microsoft Secrets reveals the inner workings of software giants like IBM Microsoft and Netscape and shows what it takes to create develop and manage a successful company in good times and bad in the most fiercely competitive business in the world In the 600 billion software industry it is the business not the technology that determines success or failure This fact one that thousands of once glamorous start ups have unhappily discovered for themselves is the well documented conclusion of this enormously readable and revealing new book by Michael Cusumano based on nearly twenty years of research and consulting with software producers around the world Cusumano builds on dozens of personal experiences and case studies to show how issues of strategy and organization are irrevocably linked with those of managing the technology and demonstrates that a thorough understanding of these issues is vital to success At the heart of the book Cusumano poses seven questions that underpin a three pronged management framework He argues that companies must adopt one of three basic business models become a products company at one end of the strategic spectrum a services company at the other end or a hybrid solutions company in between The author describes the characteristics of the

different models evaluates their strengths and weaknesses and shows how each is more or less appropriate for different stages in the evolution of a business as well as in good versus bad economic times Readers will also find invaluable Cusumano s treatment of software development issues ranging from architecture and teams to project management and testing as well as two chapters devoted to what it takes to create a successful software start up Highlights include eight fundamental guidelines for evaluating potential software winners and Cusumano s probing analysis based on firsthand knowledge of ten start ups that have met with varying degrees of success The Business of Software is timely essential reading for managers programmers entrepreneurs and others who follow the global software industry

Technology and the Intelligence Community Margaret E. Kosal, 2018-03-19 This volume examines the role of technology in gathering assimilating and utilizing intelligence information through the ages Pushing the boundaries of existing works the articles contained here take a broad view of the use and implementation of technology and intelligence procedures during the cold war era and the space race the September 2011 attacks and more recent cyber operations It looks at the development of different technologies procedural implications thereof and the underlying legal and ethical implications The findings are then used to explore the future trends in technology including cyber operations big data open source intelligence smart cities and augmented reality Starting from the core aspects of technical capabilities the articles dig deeper exploring the hard and soft infrastructure of intelligence gathering procedures and focusing on the human and bureaucratic procedures involved therein Technology and innovation have played an important role in determining the course of development of the intelligence community Intelligence gathering for national security however is not limited only to the thread of technical capabilities but is a complex fabric of organizational structures systemic undercurrents and the role of personnel in key positions of decision making The book s findings and conclusions encompass not just temporal variation but also cut across a diverse set of issue areas This compilation is uniquely placed in the interdisciplinary space combining the lessons from key cases in the past to current developments and implementation of technology options

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Selling High Value Software Introduction

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