



# SELLING HIGH VALUE SOFTWARE

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

**John Coburn**



# Selling High Value Software

**Ajay Ahuja**



## **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

*Surreptitious Software* Jasvir Nagra, Christian Collberg, 2009-07-24 This book gives thorough scholarly coverage of an area of growing importance in computer security and is a must have for every researcher student and practicing professional in software protection Mikhail Atallah Distinguished Professor of Computer Science at Purdue University Theory Techniques and Tools for Fighting Software Piracy Tampering and Malicious Reverse Engineering The last decade has seen significant progress in the development of techniques for resisting software piracy and tampering These techniques are indispensable for software developers seeking to protect vital intellectual property *Surreptitious Software* is the first authoritative comprehensive resource for researchers developers and students who want to understand these approaches the level of security they afford and the performance penalty they incur Christian Collberg and Jasvir Nagra bring together techniques drawn from related areas of computer science including cryptography steganography watermarking software metrics reverse engineering and compiler optimization Using extensive sample code they show readers how to implement protection schemes ranging from code obfuscation and software

fingerprinting to tamperproofing and birthmarking and discuss the theoretical and practical limitations of these techniques Coverage includes Mastering techniques that both attackers and defenders use to analyze programs Using code obfuscation to make software harder to analyze and understand Fingerprinting software to identify its author and to trace software pirates Tamperproofing software using guards that detect and respond to illegal modifications of code and data Strengthening content protection through dynamic watermarking and dynamic obfuscation Detecting code theft via software similarity analysis and birthmarking algorithms Using hardware techniques to defend software and media against piracy and tampering Detecting software tampering in distributed system Understanding the theoretical limits of code obfuscation

**How To Make A Fortune On The Internet** Ajay Ahuja,2014-02-20 If you can point and click a mouse type on a keyboard and have a basic grasp of the English language then you can make a fortune on the internet if you know what to do This book will show you exactly what to do You will learn how to Build a website and go live in 1 hour Accept online payments and set up statements to track your income Drive traffic to your site by getting your site listed instantly with the major search engines like Yahoo and Google Earn up to GBP10 per click every time someone clicks on your site Earn up to GBP115 every time someone fills out a form on your site Get other web publishers to sell your stuff Create a database of readers you can profit from every time you update your site Have a chat room forum and video forum on your website for free Automatically send out an email everyday with no input from you Incorporate a search box on your site that makes you money every time someone searches Add ready made articles about your chosen subject to your site completely free simply copy and paste

*How to Write and Sell Simple Information for Fun and Profit* Robert W. Bly,2010-08-31 Packed with income generating ideas about creating a variety of saleable written works this guide includes information for researching and writing effective instructional materials and calling upon a variety of publishing channels including magazines traditional book publishers self publishing and the Internet The mechanics behind becoming a successful writer and information packager are presented in this resource that explores how to write and sell simple information in multiple formats allowing writers to turn specialized knowledge into money making books and products Sweating Bullets Robert Gaskins,2012-04-20 PowerPoint was the first presentation software designed for Macintosh and Windows received the first venture capital investment ever made by Apple then became the first significant acquisition ever made by Microsoft who set up a new Graphics Business Unit in Silicon Valley to develop it further Now twenty five years later PowerPoint is installed on more than one billion computers worldwide In this book Robert Gaskins who invented the idea managed its design and development and then headed the new Microsoft group tells the story of its first years recounting the perils and disasters narrowly evaded as a startup dissecting the complexities of being the first distant development group in Microsoft and explaining decisions and insights that enabled PowerPoint to become a lasting success well beyond its original business uses **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 est lished approaches in software quality are still valid the software quality c munity is going through a paradigm shift that requires a re assessment of our current method and tool portfolio as well as creating new and more e ective solutions We have selected two themes for this conference to highlight this paradigm shift Our rst 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 e ectively 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 n work 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 Di erent companies have di erent 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](http://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 Jasku a 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 Jasku a 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 re 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 Economics of Network Industries Oz Shy,2001-01-08 This book introduces upper level undergraduates graduate students and researchers to the latest developments in network economics one of the fastest growing fields in all industrial organization Network industries include the Internet e mail telephony computer hardware and software music and video players and service operations in the banking legal and airlines industries among many others The work offers an overview of the subject matter as well as investigations about specific industries It conveys the essential features of how strategic interactions between firms are affected by network activity as well as covering social interaction and its influence on consumers choices of products and services Virtually no calculus is used in the text and each chapter ends with a series of exercises and selected references The text may be used for both one and two semester courses

**Generative AI for Software Development** Sergio Pereira,2025-07-23 In just a few short years AI has transformed software development and snazzy new tools continue to arrive with no let up in sight How as a software engineer product builder or CTO do you keep up This practical book is the result of Sergio Pereira s mission to test every AI tool he could find and provide practitioners with much needed guidance through the commotion Generative AI for Software Development focuses on AI tool comparisons practical workflows and real world case studies with each chapter encompassing critical evaluations of the tools their use cases and their limitations While product reviews are always relevant the book goes further and delivers to readers a coherent framework for evaluating the tools and workflows of the future which will continue to complicate the work of software development Learn how code generation and autocompletion assistants are reshaping the developer experience Discover a consistent method for rating code generation tools based on real world coding challenges Explore the GenAI tools transforming UI UX design and frontend development Learn how AI is streamlining code reviews and bug detection Review tools that are simplifying software testing and QA Explore AI for documentation and technical writing Understand how modern LLMs have redefined what chatbots can do     **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 of 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 reps 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 Business Models , *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

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