Record Nr. UNINA9910825029503321 Autore Bannister Frank Titolo Purchasing and financial management of information technology / / Frank Bannister Pubbl/distr/stampa Oxford;; Burlington, MA,: Elsevier/Butterworth-Heinemann, 2004 **ISBN** 1-136-37064-1 1-281-01420-6 9786611014209 1-4294-8435-7 0-08-049791-8 Edizione [1st ed.] Descrizione fisica 1 online resource (385 p.) Computer weekly professional series Collana Disciplina 004.068/1 Soggetti Information technology - Management Information technology - Costs Information resources management Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Includes index. Cover: Purchasing and Financial Management of Information Nota di contenuto Technology: Copyright Page: Contents: Computer Weekly Professional Series; Preface; Chapter 1. IT acquisition policy; 1.1 Introduction; 1.2 The objectives of purchasing; 1.3 What makes IT purchasing different?; 1.4 IT strategy and purchasing; 1.5 IT value; 1.6 Foundations of IT purchasing policy; 1.7 Purchasing procedures; Chapter 2. Dealing with suppliers; 2.1 Introduction; 2.2 Good supplier relationships; 2.3 Poor supplier relationships; 2.4 Joint development; 2.5 Good suppliers; 2.6 Supplier management strategies 2.7 Handling salesmen2.8 Negotiating; 2.9 Using formal tenders; 2.10 Total outsourcing; 2.11 Sources of supplier information; Chapter 3. IT costs and cost management; 3.1 Are we getting value from IT?; 3.2 The dynamics of IT cost growth; 3.3 Identifying IT costs; 3.4 Managing hidden costs; 3.5 Training costs; 3.6 Managing maintenance and support costs; 3.7 Testing, installation and implementation; 3.8

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## Sommario/riassunto

Purchasing and Financial Management of Information Technology aims to significantly reduce the amount of money wasted on IT by providing readers with a comprehensive guide to all aspects of planning, managing and controlling IT purchasing and finance. Starting from a recognition that IT purchasing and the financial management often needs to be treated differently from other types of expenditure, the author draws on over 25 years of experience in the field to provide readers with useful mixture of good procedures and common sense rules that have been tried, tested and found to