1.	Record Nr.	UNINA9911049072203321
	Autore	Kohler Gerhard
	Titolo	Adaptive IT Service Tendering : The Path to Agile and Effective IT Outsourcing / / by Gerhard Köhler, Werner Roth, Achim Schmidtmann
	Pubbl/distr/stampa	Wiesbaden : , : Springer Fachmedien Wiesbaden : , : Imprint : Springer Gabler, , 2025
	ISBN	3-658-49726-2
	Edizione	[1st ed. 2025.]
	Descrizione fisica	1 online resource (291 pages)
	Collana	Management for Professionals, , 2192-810X
	Disciplina	658.05
	Soggetti	Business information services
		Service industries
		Strategic planning
		Leadership
		IT in Business
		Services
		Business Strategy and Leadership
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Nota di contenuto	Various causes for adaptive tenders -- Basics and methods -- Stakeholder personas -- Tendering and awarding today -- Where we want to go: Adaptive and integrative -- Some practical illustrations of how this method works -- Summary – Conclusion – Outlook -- Glossary.
	Sommario/riassunto	While tenders for IT managed services have evolved, key areas that drive significant business value for customers have seen limited improvement. When collaboration between IT service providers and customers stagnates, the next innovation cycle may not begin for another three years. In today's fast-paced business environment, few industries can afford such delays. Adaptive IT tenders aim to shorten this cycle, with a stronger focus on innovation and collaboration. These approaches are not just suited to agile companies, but also to more traditional organisations. This book provides all stakeholders involved in the tendering and management of IT services with a practical set of methods for adaptive tendering. Whether you are part of the executive

board, management, a specialist department, IT, sales, purchasing, legal, consulting, or operations, the book offers in-depth guidance on adaptive strategies, comparing them to traditional approaches. Additionally, a glossary is included to ensure clarity and help close any knowledge gaps.