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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.
