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A monthly community call for VARs and SIs



Customer Insights into Navigating the Software Buying Journey

Friday, January 24 ® 12PM EDT





Rick McCutcheon, MVP Founder PartnerTalks



Cecile Dinh, MVP Sr. Microsoft Dynamics Sys Admin Airlines Reporting Corporation



Tom Doran Partner VCIO Global



Dan Madden
Dir. Information Technology
Ascensus

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Software Buying Secrets Graham MASTERTON, 1992 Buying, Supporting, Maintaining Software and **Equipment** Gay Gordon-Byrne, 2014-06-25 Describing how to avoid common vendor traps Buying Supporting Maintaining Software and Equipment An IT Manager's Guide to Controlling the Product Lifecycle will help readers better control the negotiation of their IT products and services and ultimately better manage the lifecycle of those purchases The book supplies an inside look at the methods and goals of vendors and their contracts which are almost always in conflict with end user goals The text is set up to follow the way most people experience technology products and contracting decisions It begins by explaining the significance of the decisions made at the time of product selection It details what you need to focus on when negotiating service and support agreements and describes how to use purchase orders to negotiate more favorable agreements Covers product acquisition support and maintenance Examines hardware and software warranty and support models Considers finance and accounting issues for maintenance and support Spells out technology product details Explains postwarranty support and maintenance Provides the understanding to better negotiate with vendor sales teams Illustrating the types of problems typically experienced during product use the book describes how to better control the useful life of your equipment It supplies tips on how to avoid excessive charges from predatory vendors and concludes by delving into issues of product end of life Explaining how to manage support and maintenance issues for the long term this book provides the understanding you need to make sure you are more knowledgeable about the products and services your organization needs than the vendor teams with whom you are negotiating Tony Northrup's Photography Buying Guide Tony Northrup, 2014-11-26 If you re a beginner photographer this book can save you hundreds of dollars If you re a seasoned pro it can save you thousands With access to over 16 HOURS of online video this book helps you choose the best equipment for your budget and style of photography In this book award winning author and photographer Tony Northrup explains explains what all your camera flash lens and tripod features do as well as which are worth paying for and which you can simply skip Tony provides information specific to your style of photography whether you re a casual photographer or you re serious about portraits landscapes sports wildlife weddings or even macro For the casual reader Tony provides quick recommendations to allow you to get the best gear for your budget without spending days researching If you love camera gear you ll be able to dive into 200 pages of detailed information covering Nikon Canon Sony Micro Four Thirds Olympus Samsung Leica Mamiya Hasselblad Fuji Pentax Tamron Sigma Yongnuo PocketWizard Phottix Pixel King and many other manufacturers Camera technology changes fast and this book keeps up Tony updates this book several times per year and buying the book gives you a lifetime subscription to the updated content You ll always have an up to date reference on camera gear right at your fingertips Here are just some of the topics covered in the book What should my first camera be Which lens should I buy Should I buy Canon Nikon or Sony Is a mirrorless camera or a DSLR better for me Do I need a full frame camera Is it safe to

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This book delves into Software Buying Secrets. Software Buying Secrets is a crucial topic that must be grasped by everyone, from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Software Buying Secrets, encompassing both the fundamentals and more intricate discussions.

- 1. The book is structured into several chapters, namely:
 - Chapter 1: Introduction to Software Buying Secrets
 - Chapter 2: Essential Elements of Software Buying Secrets
 - Chapter 3: Software Buying Secrets in Everyday Life
 - Chapter 4: Software Buying Secrets in Specific Contexts
 - ∘ Chapter 5: Conclusion
- 2. In chapter 1, the author will provide an overview of Software Buying Secrets. The first chapter will explore what Software Buying Secrets is, why Software Buying Secrets is vital, and how to effectively learn about Software Buying Secrets.
- 3. In chapter 2, this book will delve into the foundational concepts of Software Buying Secrets. This chapter will elucidate the essential principles that need to be understood to grasp Software Buying Secrets in its entirety.
- 4. In chapter 3, this book will examine the practical applications of Software Buying Secrets in daily life. The third chapter will showcase real-world examples of how Software Buying Secrets can be effectively utilized in everyday scenarios.
- 5. In chapter 4, the author will scrutinize the relevance of Software Buying Secrets in specific contexts. The fourth chapter will explore how Software Buying Secrets is applied in specialized fields, such as education, business, and technology.
- 6. In chapter 5, the author will draw a conclusion about Software Buying Secrets. This chapter will summarize the key points that have been discussed throughout the book.
 - The book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of Software Buying Secrets.

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