

Secrets to Selling Microsoft Dynamics

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Customer Insights into Navigating the Software Buying Journey

Friday, January 24
@ 12PM EDT



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Software Buying Secrets

Graham MASTERTON

A red circular graphic with a gradient, appearing as a stylized arrow or a partial circle, located to the right of the author's name.

Software Buying Secrets:

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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 buy generic lenses

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