



# Winning the Outsourcing Game Making the Best Deals and Making Them Work (Best Practices)

JANET BUTLER, JANET BUTLER

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Winning the Outsourcing Game covers everything an IT professional needs to know to make the decision whether or not to outsource and to make outsourcing work once the decision is made. It includes detailed checklists for everything from drafting the RFP and contract to procedures for onsite contractors to project management and monitoring. It provides the background and the framework for IT managers to develop a sound outsourcing strategy, choose the IT functions to outsource, and effectively manage the risk of third-party contractors.



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