

(Continued from front flap)

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Performance Excellence, BAE Systems

#### MEET THE AUTHOR

**Steve Mezak**, founder and CEO of Accelerance, Inc, has more than 14 years of experience successfully outsourcing software development offshore, onshore, and nearshore. His clients' time and cost savings have been dramatic. As an internationally recognized speaker and consultant, Steve has guided hundreds of software and IT executives through the strategic advantages of outsourcing their software development.



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BUSINESS | MANAGEMENT | SOFTWARE ENGINEERING

*"Make offshore outsourcing work for you!"*  
**Find Out HOW, Find Out NOW!**

**W**hen everything goes right, you end up with high-quality software in half the time for a fraction of the cost. But over 50% of offshore outsourcing projects do not achieve their cost-saving goals or timelines . . . or just fail completely. The mistakes and missteps are costly and painful, but NOW you don't have to go there. This book shows you step-by-step how to make software development outsourcing work, from concept to completion.

You'll discover how to:

- Choose the right vendor quickly and confidently
- Stay in control of your outsourced software development project
- Achieve on-time, on-scope, and on-budget results
- Fiercely protect your intellectual property
- Decide when to create a subsidiary for even greater savings

*"Sending software development work offshore is now a requirement for U.S. companies to remain competitive, regardless of their industry. The questions for corporate management are: How do we get started, what country do we turn to, whom do we work with, and how do we manage offshore development projects in order to minimize cost and maximize quality?"*

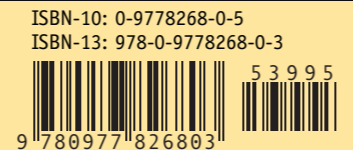
—Barry Rubenstein, Senior Analyst,  
Application Outsourcing and Offshore Services, IDC

*"With this book in hand, you will confidently and profitably take advantage of the worldwide pool of engineering talent waiting to go to work for you. A must-read-now!"*

—M.R. Rangaswami, Publisher, SandHill.com

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a **STEP-BY-STEP GUIDE** to **OUTSOURCING**  
**YOUR SOFTWARE DEVELOPMENT**

STEVE MEZAK

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Ready to Do It Right?

**W**hether the drive to outsource comes from the top-down or bottom-up, it's up to *you* to make it work. So if it's your first time, or you just want to get it right this time, look no further. This book is packed with a fantastic wealth of insight, resources, and actionable know-how waiting to help you succeed, starting now.

Ask yourself:

*Have I done what it takes to prepare for offshoring?*

If you're not sure, see **Chapter 1**.

*Am I ready to select a vendor?*

Before you do, check out **Chapters 2 and 3**, and then review **3 Steps to Selecting a Vendor**.

*Is my software design ready for outsourcing?*

What, precisely, will your software do? Have you done the "architecting" required? What about schedules and a reliable roadmap for release? Get it all together in **Chapter 5**.

*Am I in control of this process?*

Is the development process you're using capable and mature? Got tabs on your team and vendors? Is your code secure? See **Chapter 6**

*Can I measure my results?*

Check out the metrics used by experts in **Chapter 7**.

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