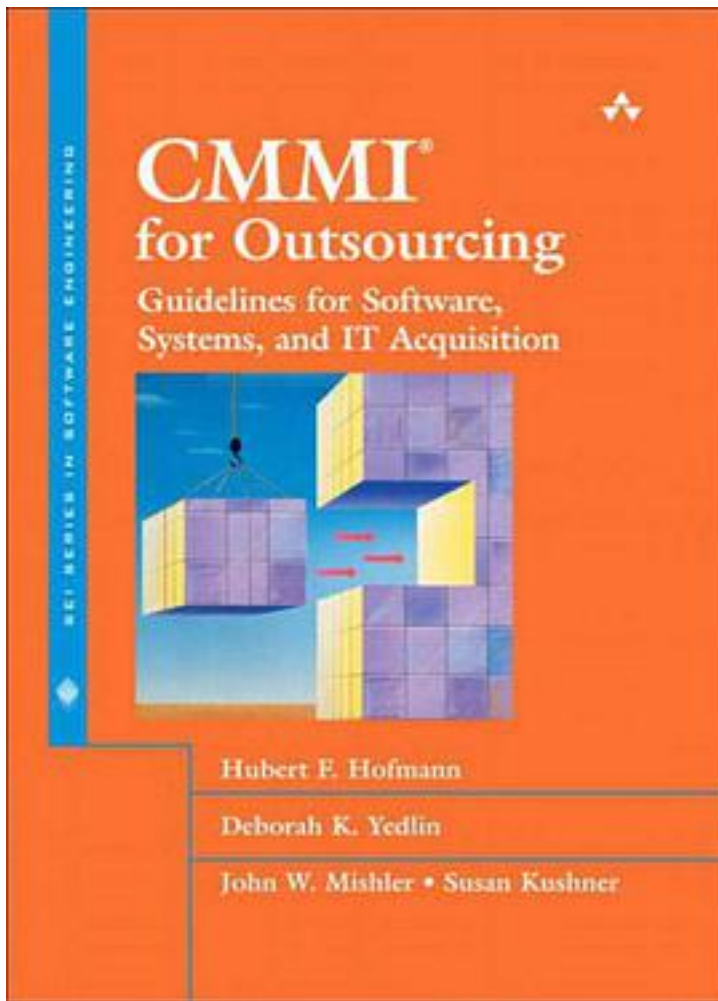


CMMI for Outsourcing



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著者:Hofmann, Hubert F./ Yedlin, Deborah K./ Mishler, John W./ Kushner, Susan

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"By following the guidance contained in [the CMMI-ACQ and this book], you'll be able to build an organic acquisition capability that will position your organization to

successfully set the scope of engagements with suppliers, keep suppliers and in-house users focused on a common picture of success, and deliver capabilities that will position your organization as a leader in your market or mission for years to come."

--From the Foreword by Brian Gallagher Director, Acquisition Program, Software Engineering Institute

Increasingly, both commercial and government organizations are acquiring key software, systems, and IT functions instead of building them. Yet all too often, the technology solutions they purchase cannot be sustained successfully. Now there is a comprehensive solution: the CMMI for Acquisition (CMMI-ACQ) model, which connects the widely adopted CMMI 1.2 framework with established industry best practices for acquisition and outsourcing. This book is a practical introduction to the initial CMMI-ACQ and its use in all phases of technology acquisition. Developed under the leadership of the Software Engineering Institute (SEI) and General Motors (GM), the CMMI-ACQ combines CMMI's successful process discipline with techniques proven to work in GM's own extensive outsourcing program. Reflecting the unique insights of key players in the development and early implementation of the CMMI-ACQ, the book covers the entire acquisition project lifecycle, presenting real-world stories as they might occur in your own organizations, insider experiences, tips, tricks, and pitfalls to avoid. The topics discussed here include: determining when outsourcing is and is not appropriate; developing acquisition strategies and aligning organizational structure with them; capturing accurate requirements; specifying realistic design constraints; writing effective RFPs; selecting, managing, and collaborating with suppliers; negotiating contracts; managing risk; and "measuring for success." CMMI for Outsourcing(R) will be valuable to any organization that wants to achieve better results from technology acquisition. It will be especially helpful to organizations already involved with CMMI-related process improvement and to companies that partner with them.

Foreword Preface Chapter 1: Introduction to the CMMI-ACQ Chapter 2: Getting Started Chapter 3: Engineering Solutions Chapter 4: Delivering Solutions Chapter 5: Accelerating Acquisition Improvement Appendix: Overview of CMMI-ACQ Bibliography About the Authors Index

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