IT Success!: Towards a New Model for Information Technology

By Michael Gentle

John Wiley and Sons Ltd. Paperback. Book Condition: new. BRAND NEW, IT Success!: Towards a New Model for Information Technology, Michael Gentle, "Fifty years after the birth of corporate computing, IT today is still characterized by 50-70# project failure rates. Which is pretty scary when you come to think of it: either a goblin has cast a spell on a whole profession - or that profession is doing something fundamentally wrong". IT Success! challenges the widespread assumption that an IT department is like a building contractor whose project managers, architects and engineers (all construction industry terms.) are supposed to deliver systems on schedule, within budget and to spec. Michael Gentle explains why this is not possible, and turns conventional wisdom on its head by showing that: you cannot define an IT project in terms of contractual budgets and schedules anything can change during the life of a project what is eventually delivered can never be what is actually needed He proposes a new model for IT in which the traditional client/vendor relationship, with its contractual commitments, is replaced by a shared risk/reward partnership geared towards workable results over time. Using real-world examples and a case study, the author walks you...

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