

Negotiating
Good
Outsourcing
Arrangements

A close-up photograph of a fountain pen with a silver and black finish, resting on a document. The pen is positioned as if it has just finished writing a signature in blue ink. The background is a blurred document with some text and a signature.

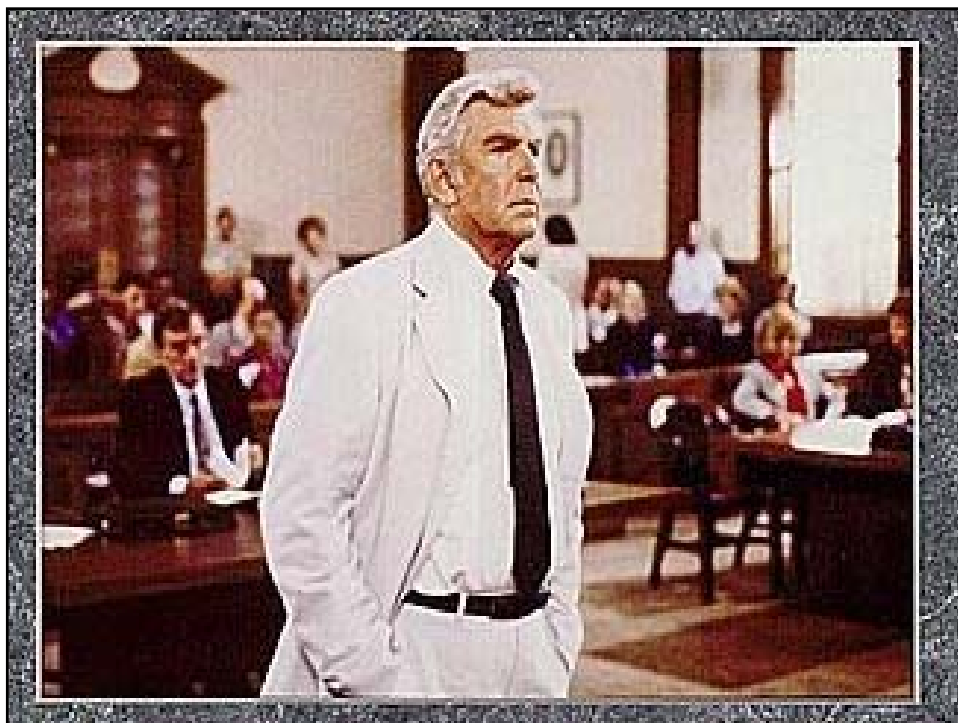
Eric Walden
Texas Tech University
eric@ericwalden.net

*Jabez
Stone*

A cartoon illustration of a man with a yellow face, wearing a brown suit jacket, a light blue shirt, and a brown tie. He is also wearing a brown cowboy hat with a cross-hatch pattern. He is smiling broadly and holding two red tomatoes, one in each hand. The background is plain white.

*Jabez
Stone*





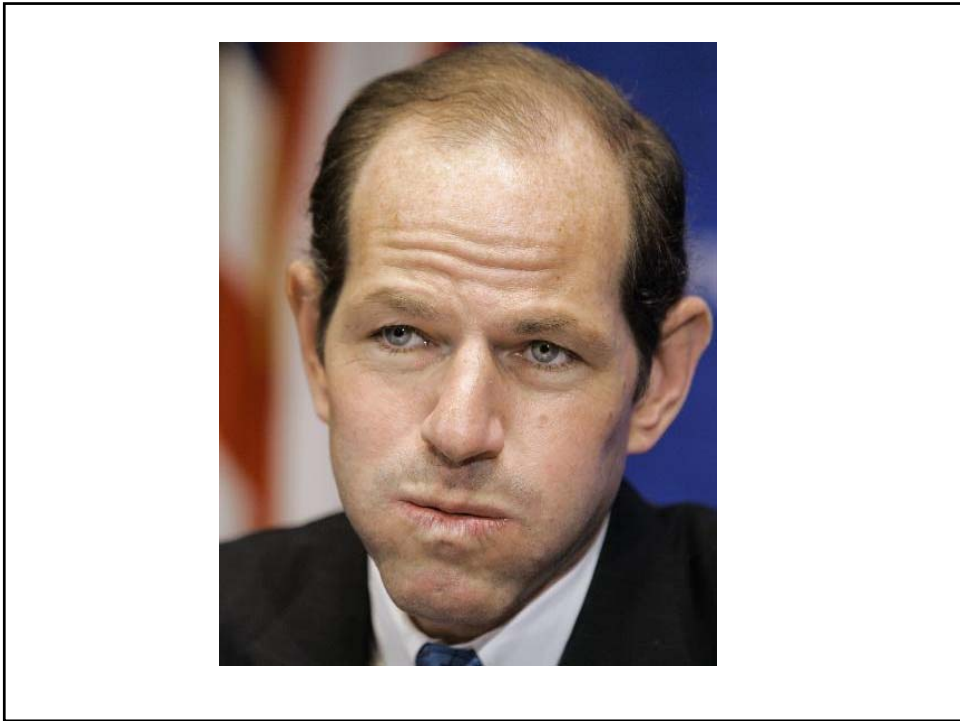


First Part of Contract



Last Part of Contract





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Texas' Data Center Consolidation Project Under Scrutiny

A commissioned report finds a range of problems with a seven-year, \$863 million IT outsourcing deal between the state of Texas and IBM.

By [J. Nicholas Hoover](#)
InformationWeek
November 16, 2009 05:55 PM

Shell IT outsourcing to AT&T, T-SYS and EDS becoming the mother of all skeletons in the cupboard

Nov 4th, 2009 by John Donovan.

An \$863 million outsourcing deal between the state of Texas and IBM has again come under fire again, this time in an independent report commissioned by the Texas Information Commission.

The Iraq War's Outsourcing Snafu

The coalition of the billing has real limits.

March 31, 2005 | MAX BOOT, Max Boot is a senior fellow at the Council on Foreign Relations

Ever since Ronald Reagan proclaimed in his 1981 inaugural address that "government

EDS Lawsuit Takes Outsourcing Angst to New Heights

Posted by [Ann Al](#) Oct 17, 2007 3:28:25 PM

Outsourcing giant EDS has experienced its share of troubles lately, including [plunging stock price](#) and a restructuring that has it trying to [coax 12,000 Ar](#)

GSIS to sue IBM

Published: 26 May 2009
By CBR staff writer

For defective database management software
Government Service Insurance System [REDACTED]





\$100,000,000,000.00

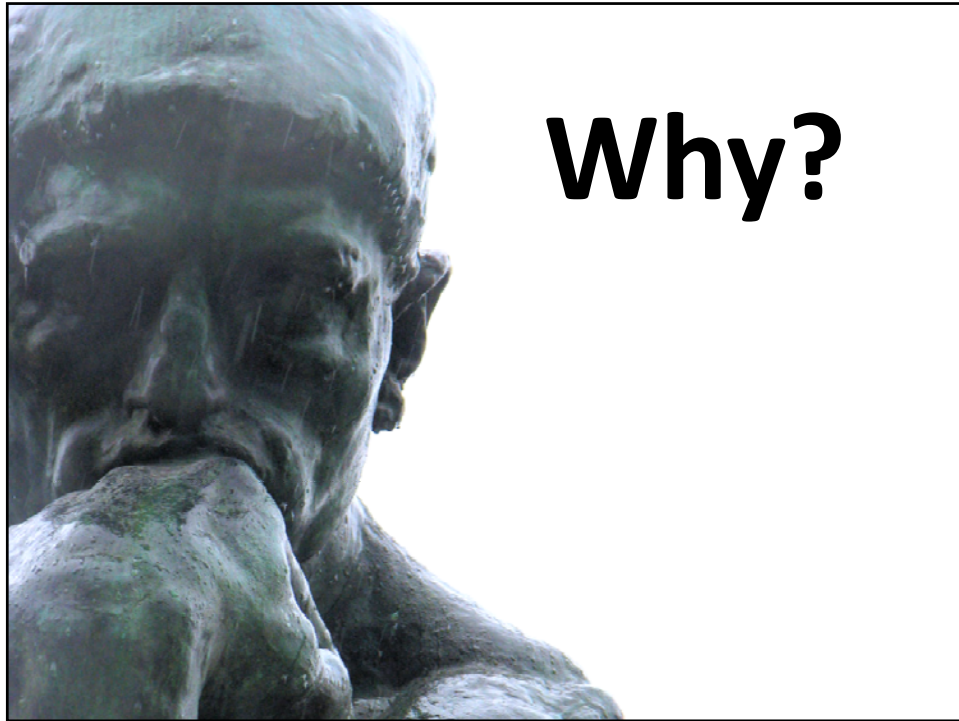


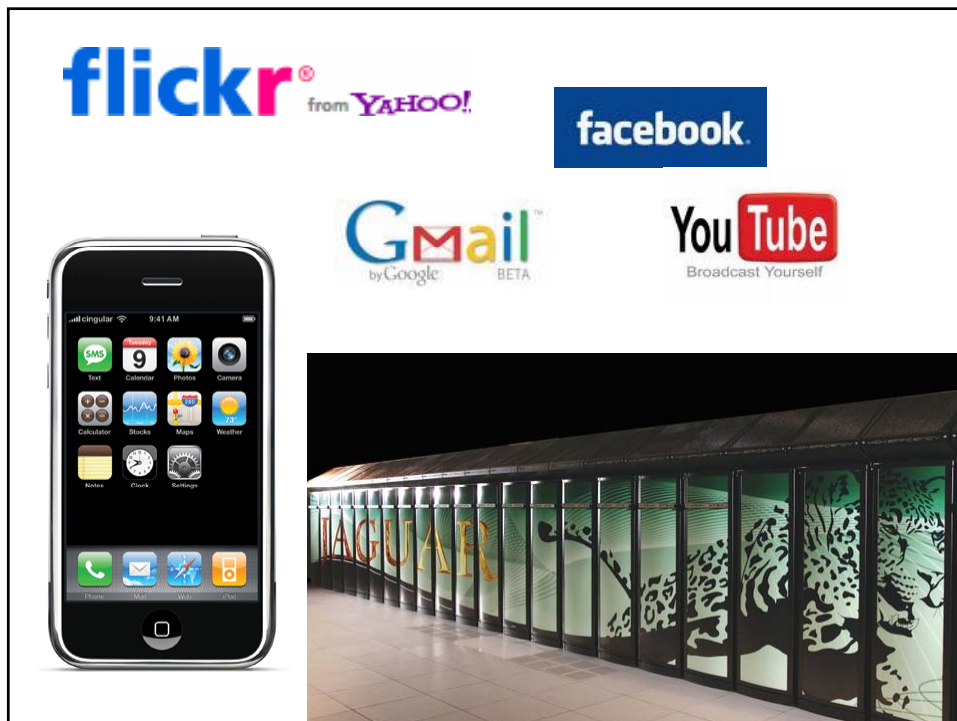
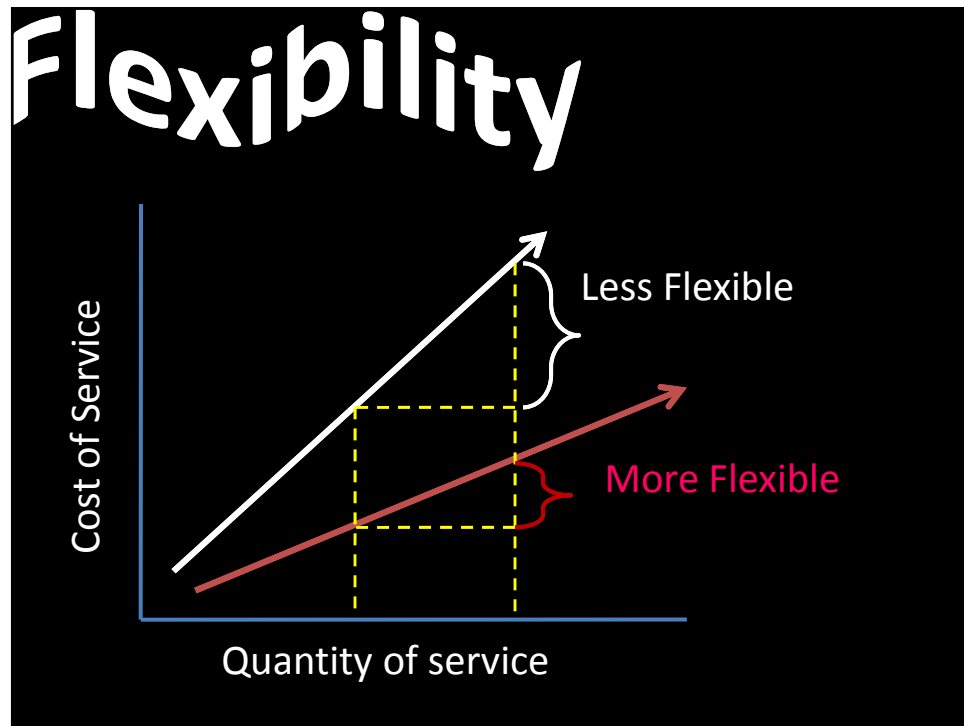
X 80%

X 1%

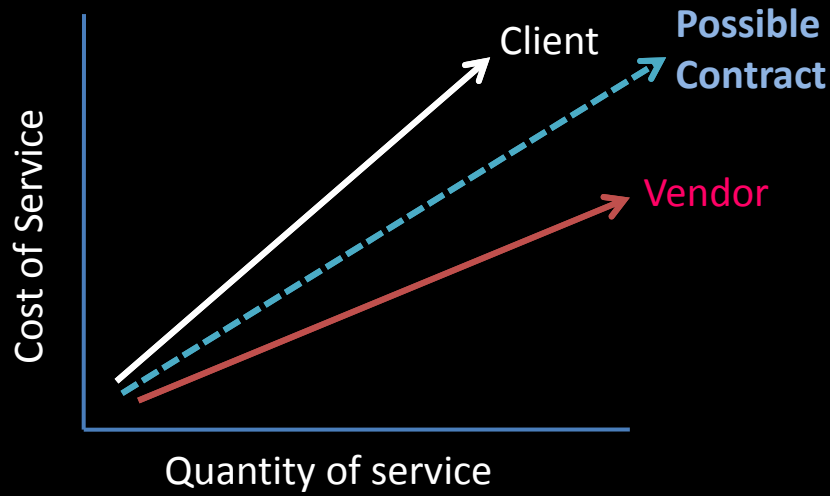
X 30%

= \$240,000,000.00

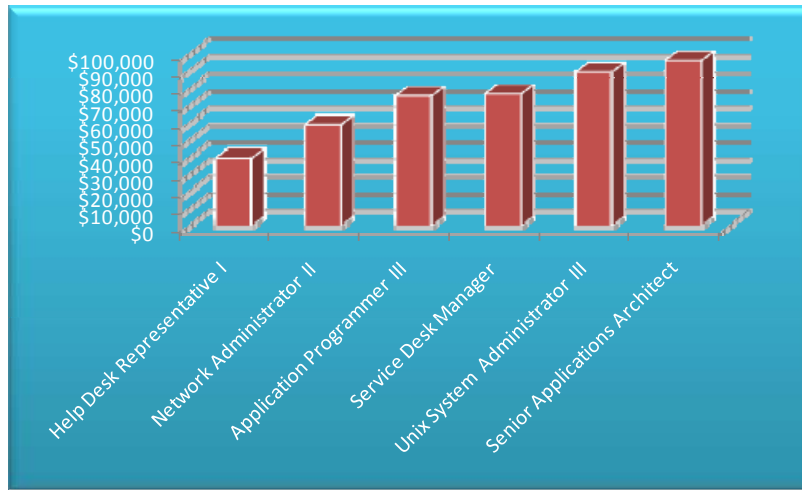




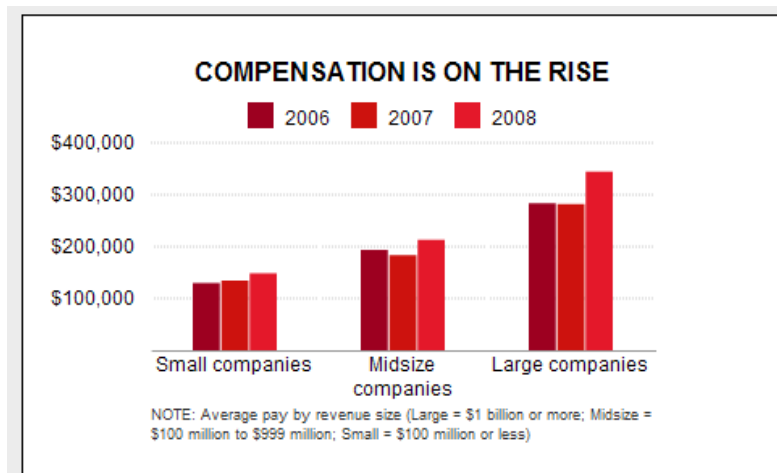
Flexibility is Possible



Move up in your company



Move to a bigger company



Source: CIO Research

Move to a different industry

Tenure and Compensation by Industry

Industry	Average Tenure	Average Salary
Finance / banking / accounting	4 yrs, 9 mos	\$273,900
Manufacturing (non-comp.)	4 yrs, 9 mos	\$263,800
Wholesale / retail	4 yrs, 8 mos	\$262,300
Health care	4 yrs	\$260,000
Education / nonprofit	5 yrs, 9 mos	\$151,300
Government	4 yrs, 2 mos	\$139,500

Source: CIO Research



Flexibility is Possible

