

OFF-THE-SHELF IT SOLUTIONS



A practitioner's guide to selection and procurement

“Martin is the guru of robust decision-making. The process he describes in this book combines intuition with rigorous, transparent logic. Good choices are easy to explain, sell and defend whilst spurious bias is left with nowhere to hide.”

[Professor Mike Berners-Lee](#), Founder, Small World Consulting Ltd

The book

This practical book presents a proven decision-making process to help IT and business managers select the off-the-shelf software product that best fits the needs of their organisation. Suitable for all sectors, it offers a structured approach to managing stakeholders, requirements and candidate IT suppliers. [Sample](#)

Paperback 9781780172583 264pp £29.99 [In BCS bookshop](#)



Martin Tate CITP FBCS MIET

An independent consultant, trainer, author and poacher-turned-gamekeeper, Martin formerly worked for an IT provider and was trained to sell software. He has run or rescued 57 selection projects and has appraised almost 1,100 solutions. BCS made him a Chartered Fellow for eminence in IT selections during 2007 and published his book in 2015. @MartinTateFBCS

Next free talk

This section is updated as soon we book the next talk.
In the meantime, take advantage of these previous handouts.

Cloud COTS selection: A proven method for BAs - IIBA UK, 05/05/16
IT Requirements when Buying, not Making: Effective Specifications to Select Off-the-Shelf Software - BCS RESG, 22/03/16
How to Find the Best Solution - BCS NLB, 27/05/15

Latest articles

1. IREB's Requirements Engineering Magazine - specify to buy
2. Introduction to method to evaluate, select & procure off-the-shelf

Public training workshop

Evaluating, Selecting and Procuring Off-the-Shelf IT Solutions

In-house one or two day course.

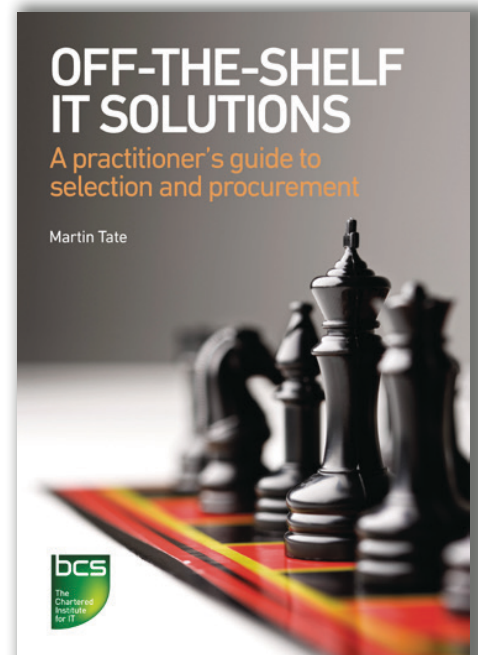
A chance to learn, by blending presentation, exercises & discussion, a proven, systematic and rigorous approach to evaluating, selecting and procuring your next on-premise package or cloud solution.

Our case studies provide examples, adapted from real projects.

Delegates scored a recent event 10.0 for Intention to Recommend.

Bookings: selectofftheshelfitsolutions.eventbrite.co.uk

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