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InfoWorld ,2002-01-07 InfoWorld is targeted to Senior IT professionals. Content is segmented into Channels and Topic Centers. InfoWorld also celebrates people, companies, and projects.

42 Rules for Superior Field Service Rosemary Coates, Jim Reilv, 2013-05-10 With few exceptions, the service business is viewed as a necessary evil. Servicing products, after they are sold and in customers' hands, is frequently overlooked and can be a source of customer dissatisfaction and profit loss. This thinking results in missed opportunities to convert customers into advocates and to generate significant business revenue. If you are in the field service business, you should be designing solutions that benefit the customer and are profitable for your company. This includes developing a field service strategy, organizing the service business, optimizing field inventories, implementing Customer Relationship Management (CRM) and tailoring sales incentives. Complicating field service operations in today's environment is the global nature of the installed base and where in the world your products and spares are manufactured. Sourcing global parts, managing the parts supply chain and the investment required are the things that keep managers up at night. This book provides 42 essential rules to benchmark and develop a global service business. You will learn: How to develop a profitable field service strategy and organization How to survey customers and drive improvement in field service operations The impact of poor field service on the bottom line What to do in an emergency What to consider when developing field repair inventories What systems and tools to consider ...and much more Rosemary Coates and Jim Reily have a combined 50+ years of global manufacturing and field service experience from companies

such as Hewlett Packard and Cisco as well as the US Military. In addition they have worked on consulting engagements with a proven track record of amazing field service results. They offer insights and recommendations based on real-world experience

Managing High-Tech Services Using a CRM Strategy Donald F.

Blumberg, 2002-12-23 As high-tech service industries grow more competitive, the need to develop customer focused business strategies becomes imperative. Managing High-Tech Services Using a CRM Strategy explores how to manage and direct any service organization utilizing a high tech strategy supported by the Customer Relationship Management (CRM) infrastructure, enablin

The Future of Enterprise Applications AMR Research, 2006 Traffic World and Traffic Bulletin, 2006-05

Creating Values with Operations and Analytics Hau Lee, Ricardo Ernst, Arnd Huchzermeier, Shiliang Cui, 2022-10-21 This book showcases how the latest and most advanced types of analytical modeling and empirical analysis can help to create value in the global supply chain. Focusing on practical relevance, it shares valuable management insights and addresses key issues in operations management (OM), demonstrating how past research has led to various practices and impacts, while also exploring the aspirations of the latest research. It presents current research on various topics such as global supply chain design, service supply chains, product design, responsible supply chains, performance and incentives in operations, data analytics in health services, new business models in the digital age, and new digital technology advances such as blockchain. In addition, it presents practical case studies on the aforementioned topics. Beyond the value of its contents, the book is intended as a tribute to Professor Morris Cohen, who has been a major contributor to

advancing the research frontier in operations management and a driving force in shaping the field. Given its scope, the book will appeal to a wide readership, from researchers and PhD students to practitioners and consultants.

### APICS, the Performance Advantage ,2001

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Hoover's Handbook of Emerging Companies Hoover's, 2007-04

Essentials of Management Information Systems Kenneth C. Laudon, Jane Price Laudon, 2005 This text contains a wealth of pedagogical features to facilitate student comprehension, which aid in reviewing and reinforcing key concepts, as well as promoting problem-solving skills.

After the Sale Joseph D. Patton, William H. Bleuel, 2000 An updated version of the authors' which explains the organizational goals of those involved in field servicing such durable products as cars, medical instruments, electrical power, telecommunications, farm equipment, and industrial plants. Written by a management consultant and a specialist in quantitative aspects of business at Pepperdine U., topics include service forecasting, personnel and motivation, maintenance technology, inventory management, service training, physical distribution, information systems, marketing, quality

control, and accounting. Annotation c. Book News, Inc., Portland, OR (booknews.com)

Service Strategy in Action Christian Kowalkowski, Wolfgang Ulaga, 2017-03-29 In today's competitive global markets, simply making a great product is not enough. To achieve profitable growth and stand out among competitors, you must start to strategically compete through service and innovative solutions for business customers. Professors Christian Kowalkowski and Wolfgang Ulaga quide you how to shift your business from a goods-centric to a service-savvy model. The authors' proprietary twelve-step roadmap to profitable service growth will help you break out of a narrow product-centric logic and discover how to • determine if your company is fit-for-service, • make the most of your existing services, \* innovate and create value-added services and customer solutions beyond your products, @ embed a true service-centric culture in your organization, ♦ drive change and align your service strategy with corporate goals, \* transform your product-centric sales force into a service-savvy sales organization, \* design an organizational structure that promotes service growth, and • align your interests with distributors and partners. Kowalkowski and Ulaga's twelve-step roadmap is based on rigorous research and long-standing experience working with businesses. They have worked with hundreds of managers in industrial and professional services companies, conducted research projects, led executive workshops, and published numerous articles in scientific and managerial journals, including Harvard Business Review, among others. Here, they share not only their own insights but the lessons learned from successful case studies and years of extensive research.

Finance Unleashed Magnus Lind, Kelly Barner, 2017-10-26 Fast moving, to the

point, and rooted in first-hand executive experiences, this book is for people of vision and action, and for creating the conditions required for growth, innovation, and increased competitive advantage. Finance Unleashed is based on a series of interactive interviews with a diverse group of global influencers and executives, all of which will challenge readers to think laterally and find inspiration in the new role of finance. Cases and interviewees represent organizations such as UPS and DHL, and the London School of Economics, and approaches such as Lean Six Sigma, innovation, customer-centricity, the financial supply chain, and behavioral procurement. The authors' goal is to serve as a catalyst for leaders who are positioned to make meaningful changes today. The book includes a practical model to help executive teams redesign and refocus finance to drive business leadership with an emphasis on the CFO. The model has three primary components: 1) Customer-Centricity - Listen and Map; 2) Process - Structure and Technology; and 3) Innovation - Create and Measure. These are presented as phases that each executive team will need to consider based on the goals and maturity level of their organization. For the CFO and ambitious finance executives, Finance Unleashed presents a path forward towards success and career advancement. For the CEO and the board, it presents an expanded vision for what financial organizations are capable of.

Cost Reduction and Control Best Practices Institute of Management and Administration (IOMA),2012-07-03 Cost Reduction and Control Best Practices provides financial manages with no-nonsense, balanced, and practical strategies that are being targeted and used nationwide for controlling costs by thousands of companies in areas such as human resources, compensation, benefits, purchasing, outsourcing, use of consultants, taxes, and exports.

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Facing the Forces of Change Guy Blissett, 2010

Official Gazette of the United States Patent and Trademark Office ,2006 InfoWorld ,2005-03-28 InfoWorld is targeted to Senior IT professionals. Content is segmented into Channels and Topic Centers. InfoWorld also celebrates people, companies, and projects.

Reliability Engineering and Risk Analysis Mohammad Modarres, Mark P. Kaminskiy, Vasiliy Krivtsov, 2009-09-22 Tools to Proactively Predict Failure The prediction of failures involves uncertainty, and problems associated with failures are inherently probabilistic. Their solution requires optimal tools to analyze strength of evidence and understand failure events and processes to gauge confidence in a design's reliability. Reliability Engineering and Risk Analysis: A Practical Guide, Second Edition has already introduced a generation of engineers to the practical methods and techniques used in reliability and risk studies applicable to numerous disciplines. Written for both practicing professionals and engineering students, this comprehensive overview of reliability and risk analysis techniques has been fully updated, expanded, and revised to meet current needs. It concentrates on reliability analysis of complex systems and their components and also presents basic risk analysis techniques. Since reliability analysis is a multi-disciplinary

subject, the scope of this book applies to most engineering disciplines, and its content is primarily based on the materials used in undergraduate and graduate-level courses at the University of Maryland. This book has greatly benefited from its authors' industrial experience. It balances a mixture of basic theory and applications and presents a large number of examples to illustrate various technical subjects. A proven educational tool, this bestselling classic will serve anyone working on real-life failure analysis and prediction problems.

D&B Million Dollar Directory ,2011

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