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Don R. Crawley,Paul R. Senness

Semantic Web Services T.S. Baskaran, Introduction to the Semantic Web and Semantic Web Services builds a firm foundation in the concept of the semantic Web. This book provides a series of case studies which give examples of real benefits to be derived from the adoption of semantic web based ontologies in real world situations.

Build, Run, and Sell Your Apple Consulting Practice Charles Edge,2018-08-09 Starting an app development company is one of the most rewarding things you'll ever do. Or it sends you into bankruptcy and despair. If only there was a guide out there, to help you along the way. This book is your guide to starting, running, expanding, buying, and selling a development consulting firm. But not just any consulting firm, one with a focus on Apple. Apple has been gaining adoption in businesses ranging from traditional 5 person start ups to some of the largest companies in the world. Author Charles Edge has been there since the days that the Mac was a dying breed in business, then saw the advent of the iPhone and iPad, and has consulted for environments ranging from the home user to the largest Apple deployments in the world. Now there are well over 10,000 shops out there consulting on Apple in business and more appearing every day. Build, Run, and Sell Your Apple Consulting Practice takes you through the journey, from just an idea to start a company all the way through mergers and finally into selling your successful and growing Apple development business. What You'll Learn Create and deploy grassroots as well as more traditional marketing plans Engage in the community of developers and companies that will hire you and vice versa Effecively buy and sell your time and talents to grow your business while remaining agile Who This Book Is For Business owners looking to grow and diversify their companies as well as developers, engineers, and designers working on Apple apps who would like to branch out into starting their own consulting business.

Package, Price, Profit Nigel Moore,2019-08-21 Working out what to include and exclude in an MSP offering as well as how to bundle, package and price your plans is one of the toughest things most MSP's face when building and growing their business. In this short but impactful read, Nigel demystifies the process, answers the tough questions and provides examples to help you build an MSP offering that not only appeals to your clients - but allows you to scale.

The Compassionate Geek Don R. Crawley,Paul R. Senness,2011-05-05 Note: There is a newer version of this book available. Please look up ISBN

978-0983660736. A real-world, plain-language how-to guide for delivering amazing customer service to end-users. Now in its second edition, The Compassionate Geek was written by tech people for tech people. There are no frills, just best practices and ideas that actually work! Filled with practical tips, best practices, and real-world techniques, The Compassionate Geek is a quick read with equally fast results. Here's what you'll find: Best practices for communicating with email, including examples The four intrinsic qualities of great service providers Best practices for communicating using chat and texting Ten tips for being a good listener Two practical ways to keep your emotions in check A flow chart for handling user calls What to do when the user is wrong How to work with the different generations in the workplace All of the information is presented in a straightforward style that you can understand and use right away. There's nothing foo-foo, just down-to-earth tips and best practices learned from years of working with IT pros and end-users.

The Complete Business Process Handbook Mark Von Rosing,Henrik von Scheel,August-Wilhelm Scheer,2014-12-06 The Complete Business Process Handbook is the most comprehensive body of knowledge on business processes with revealing new research. Written as a practical guide for Executives, Practitioners, Managers and Students by the authorities that have shaped the way we think and work with process today. It stands out as a masterpiece, being part of the BPM bachelor and master degree curriculum at universities around the world, with revealing academic research and insight from the leaders in the market. This book provides everything you need to know about the processes and frameworks, methods, and approaches to implement BPM. Through real-world examples, best practices, LEADing practices and advice from experts, readers will understand how BPM works and how to best use it to their advantage. Cases from industry leaders and innovators show how early adopters of LEADing Practices improved their businesses by using BPM technology and methodology. As the first of three volumes, this book represents the most comprehensive body of knowledge published on business process. Following closely behind, the second volume uniquely bridges theory with how BPM is applied today with the most extensive information on extended BPM. The third volume will explore award winning real-life examples of leading business process practices and how it can be replaced to your advantage. Learn what Business Process is and how to get started Comprehensive historical process evolution In-depth look at the Process Anatomy, Semantics and Ontology Find out how to link Strategy to Operation with value driven BPM Uncover how to establish a way of Thinking, Working, Modelling and Implementation Explore comprehensive Frameworks, Methods and Approaches How to build BPM competencies and

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The Absolutely Unbreakable Rules of Service Delivery: How to Manage Your Business to Maximize Customer Service, Profit, and Employee Culture Karl W. Palachuk,2020-07-31

Mastering Technical Sales John Care,Aron Bohlig,2008 This indispensable sales tool shows you the ropes of lead qualification, the RFP process, and needs analysis and discovery, and explains how your technical know-how can add invaluable leverage to sales efforts at every step. You learn how to plan and present the perfect pitch, demonstrate products effectively, build customer relationship skills, handle objections and competitors, negotiate prices and contracts, close the sale, and so much more.

Windows Small Business Server 2008 Unleashed Eriq Oliver Neale,et al,2008-12-03 Windows Small Business Server 2008 provides all the tools small companies need to improve collaboration, enhance productivity, and manage and secure all their information. In this book, a team of leading SBS experts brings together the in-depth knowledge and real-world insights you need to make the most of this state-of-the-art product. Microsoft Most Valuable Professionals Eriq Neale and his colleagues cover every facet of planning, deploying, and managing SBS 2008. The authors begin by showing how to install and configure SBS 2008 for maximum efficiency, performance, and ease of administration. You'll learn how to securely utilize SBS 2008's comprehensive Internet, file, and print services; simplify and automate both server and workstation management; and take full advantage of both SharePoint collaboration and Exchange communication tools. This book is packed with expert tips, tricks, and troubleshooting techniques drawn from the authors' unsurpassed experience helping companies succeed with SBS. Whether you're a full-time IT professional or a power user who's managing SBS in your spare time, it will be your most valuable resource. Detailed information on how to... Plan, install, configure, and customize SBS 2008 in any environment Set up and manage SBS 2008-based networks, Web access, and collaboration—including SharePoint Services 3.0 Leverage Remote Web Workplace and other advanced remote access solutions Manage email and other communications with SBS 2008's built-in Microsoft Exchange Server

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Project Management in Small Business - How to Deliver Successful, Profitable Projects on Time with Your Small Business Clients Dana J. Goulston,Karl W. Palachuk,2014-07-01 Small Business project management is simply not as complicated as project management in the enterprise. But small business projects have the same challenges as enterprise projects: They need to achieve their goals effectively, on time, and within budget. They also face the same primary challenge - staying inside the scope of the project! This great little book provides a simple process project planning and management process that is easy to learn and easy to teach to your employees, fellow technicians, and sub-contractors. You'll learn to track any project, explain all the stages to clients and employees, and verify that everything is completed on time and under budget. The authors show you a great technique for making sure that scope creep is a thing of the past! Make every project a successful and profitable project! This book jumps right into a down-and-dirty, get-it-done process for creating and implementing projects that work. The primary audience is the technical consultant. But this process, with very little fine-tuning, should work for just about any SMB project. We show you how to Meet all the project goals Maintain excellent communication with the client Manage expectations Stay profitableand Avoid scope creep!

The IT Marketing Crash Course Raj P. Khera,2013-03-15 The IT Marketing Crash Course will help you grow your technology business. The book is designed for companies that are new to marketing and want to learn how to get clients fast. If you provide managed services, web/mobile application development, software development, cybersecurity or network services, this book will show you how to generate more qualified leads and close more sales. What people are saying: Raj is a superstar marketer whose strategies I've followed and written about for years. Now he shares his techniques for

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Helpdesk Habits Mark Copeman,2019-01-08 Mark Copeman is a serial entrepreneur and was co-founder of Customer Thermometer, the customer satisfaction tool. He has spent two decades developing customer relationships, building a helpdesk and working with 100's of customer service organisations across the world. During this time, he has discovered the single most important ingredient to delivering exceptional customer service - habit creation and embedding. Mark's formula for success will not only transform how you work, but will also make you a happier and more successful customer service professional. Through his unique framework, he shows you how to create and embed 50 new habits, transforming how you deliver customer service, whether by phone, email or chat. Learn the importance of harnessing habits Develop the right attitude towards your role Understand the importance of human customer service Learn how to communicate effectively See how tiny adjustments in phrasing can win the day Become skilled

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The Managed Services Playbook Ed Nalbandian,2014-09-12 Ed has taken thirty years of battle-hardened experience running managed services businesses as a systems integrator, communications provider, equipment manufacturer, offshore provider and an independent start-up and put it in a highly readable, yet incredibly detailed and indispensable book. Bob Boles CEO, Hostway Corporation The Managed Services Playbook is the blueprint for building and running a successful managed services business. The explosion in managed services at Avaya was fueled by many of the strategies and plans Ed has outlined in this book. Mike Runda President, Avaya Client Services Successfully running a managed services business is a difficult task with many nuances which make it very different from other IT services. Ed has unlocked these secrets which have eluded so many businesses. The advice in The Managed Services Playbook is priceless. Chris Formant President, Verizon Enterprise Solutions Ed's proven ability to build high growth, high profit managed services businesses has made him one of the top managed services executive in the industry. The Managed Services Playbook details the keys to success for all those involved in managed and cloud businesses and can be mapped to proven, measurable results. George Humphrey Senior Director, Research and Advisory - Managed Services, Technology Services Industry Association (TSIA) As IT vendors of all shapes and sizes rush to move their businesses to the cloud and managed services, The Managed Services Playbook should be required reading for anyone involved in those businesses. Dave D'Aprano Group Executive - IT Outsourcing, Dimension Data

The Myth of Multitasking Dave Crenshaw,2021-01-19 Multitasking Doesn't Work —Learn What Does! "...multitasking is, in fact, a lie that actually wastes time, energy, and money. Most of all, it robs us of life and our relationships with others." —Chuck Norris, world-renowned actor and martial artist Through anecdotal and real-world examples, The Myth of Multitasking proves that multitasking hurts your focus and productivity. Instead, learn how to be more effective by doing one thing at a time. Productivity and effective time management end with multitasking. The false idea that multitasking is productive has become even more prevalent and damaging to our productivity and well-being since the first edition of The Myth of Multitasking was published in 2008. In this revised and updated second edition, author and productivity expert Dave Crenshaw provides a solution for the chaos of distraction that multitasking creates —and a way to combat the temptation to constantly switch between tasks. Learn how to actually get things done.

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The Definitive ANTLR 4 Reference Terence Parr,2013-01-15 Programmers run into parsing problems all the time. Whether it's a data format like JSON, a network protocol like SMTP, a server configuration file for Apache, a PostScript/PDF file, or a simple spreadsheet macro language--ANTLR v4 and this book will demystify the process. ANTLR v4 has been rewritten from scratch to make it easier than ever to build parsers and the language applications built on top. This completely rewritten new edition of the bestselling Definitive ANTLR Reference shows you how to take advantage of these new features. Build your own languages with ANTLR v4, using ANTLR's new advanced parsing technology. In this book, you'll learn how ANTLR automatically builds a data structure representing the input (parse tree) and generates code that can walk the tree (visitor). You can use that combination to implement data readers, language interpreters, and translators. You'll start by learning how to identify grammar patterns in language reference manuals and then slowly start building increasingly complex grammars. Next, you'll build applications based upon those grammars by walking the automatically generated parse trees. Then you'll tackle some nasty language problems by parsing files containing more than one language (such as XML, Java, and Javadoc). You'll also see how to take absolute control over parsing by embedding Java actions into the grammar. You'll learn directly from well-known parsing expert Terence Parr, the ANTLR creator and project lead. You'll master ANTLR grammar construction and learn how to build language tools using the built-in parse tree visitor mechanism. The book teaches using real-world examples and shows you how to use ANTLR to build such things as a data file reader, a JSON to XML translator, an R parser, and a Java class->interface extractor. This book is your ticket to becoming a parsing guru! What You Need: ANTLR 4.0 and above. Java development tools. Ant build system optional(needed for building ANTLR from source)

Managing Complexity G. Rzevski,P. Skobelev,2014-03-25 Managing Complexity is the first book that clearly defines the concept of Complexity,

explains how Complexity can be measured and tuned, and describes the seven key features of Complex Systems: ConnectivityAutonomyEmergencyNonequilibriumNon-linearitySelf-organisationCo-evolution The thesis of the book is that complexity of the environment in which we work and live offers new opportunities and that the best strategy for surviving and prospering under conditions of complexity is to develop adaptability to perpetually changing conditions. An effective method for designing adaptability into business processes using multi-agent technology is presented and illustrated by several extensive examples, including adaptive, real-time scheduling of taxis, see-going tankers, road transport, supply chains, railway trains, production processes and swarms of small space satellites. Additional case studies include adaptive servicing of the International Space Station; adaptive processing of design changes of large structures such as wings of the largest airliner in the world; dynamic data mining, knowledge discovery and distributed semantic processing. Finally, the book provides a foretaste of the next generation of complex issues, notably, The Internet of Things, Smart Cities, Digital Enterprises and Smart Logistics.

Grace Will Lead Me Home Robin Givens,2007-06-05 In a revealing memoir, the actress and former wife of boxer Mike Tyson describes the legacy of domestic violence that has haunted her family for generations, efforts to rebuild her career, motherhood, faith, and coming to terms with her personal choices.

The Release 12 Primer – Shining a Light on the Release 12 World Barbara Matthews,John Stouffer,Karen Brownfield,2008-07-18 If you've been thinking about installing or upgrading to Release 12 but need to understand more about why you should do so, this is the book for you. For functional users, The Release 12 Primer highlights the modules that have changed the most. Read about Oracle's Global Business Release, Master Data Management, MOAC and the Swan Interface. Then see how it all comes together for the Financials and Procurement product families, Supply Chain Management, CRM, and Projects. And if you've always wanted to understand more about the underlying technology, but found all the terminology too complex to sort through, this book covers the technical architecture, security issues, and even Fusion, targeting both functional and technical readers. The Release 12 Primer provides the real story on the latest version of the Oracle E-Business Suite and its technical underpinnings. If you only buy one book on Oracle E-Business Release 12, buy this one. - Floyd M. Teter, Systems Engineer, JPL

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