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KEY=BUSINESS - DONNA POLLARD

Cloud Data Centers and Cost Modeling A Complete Guide To Planning, Designing and Building a Cloud Data Center

Morgan Kaufmann Cloud Data Centers and Cost Modeling establishes a framework for strategic decision-makers to facilitate the development of cloud data centers. Just as building a house requires a clear understanding of the blueprints, architecture, and costs of the project; building a cloud-based data center requires similar knowledge. The authors take a theoretical and practical approach, starting with the key questions to help uncover needs and clarify project scope. They then demonstrate probability tools to test and support decisions, and provide processes that resolve key issues. After laying a foundation of cloud concepts and definitions, the book addresses data center creation, infrastructure development, cost modeling, and simulations in decision-making, each part building on the previous. In this way the authors bridge technology, management, and infrastructure as a service, in one complete guide to data centers that facilitates educated decision making. Explains how to balance cloud computing functionality with data center efficiency Covers key requirements for power management, cooling, server planning, virtualization, and storage management Describes advanced methods for modeling cloud computing cost including Real Option Theory and Monte Carlo Simulations Blends theoretical and practical discussions with insights for developers, consultants, and analysts considering data center development **MCTS**

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Digital Transformation Survive and Thrive in an Era of Mass Extinction RosettaBooks The legendary Silicon Valley entrepreneur examines how both business and government organizations can harness the power of disruptive technologies. Tom Siebel, the billionaire technologist and founder of Siebel Systems, discusses how four technologies—elastic cloud computing, big data, artificial intelligence, and the internet of things—are fundamentally changing how business and government will operate in the 21st century. While this profound and fast-moving transformation can appear daunting to some, Siebel shows how organizations can not only survive, but thrive in the new digital landscape. In this authoritative yet accessible book, Siebel guides readers through the technologies driving digital transformation, and demonstrates how they can strategically exploit their powerful capabilities. He shows how leading enterprises such as Enel, 3M, Royal Dutch Shell, the U.S. Department of Defense, and others are applying AI and IoT with stunning results.

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tactical one. The positioning of sales within the organisation, the sales function and sales management are all discussed. The Handbook is not a general sales management text about managing a sales force, but will fill a gap in the existing literature through consolidating the current academic research in the sales area. The Handbook is structured around four key topics. The first section explores the strategic positioning of the sales function within the modern organisation. The second considers sales management and recent developments. The third section examines the sales relationship with the customer and highlights how sales is responding to the modern environment. Finally, the fourth section reviews the internal composition of sales within the organisation. The Handbook will provide a comprehensive introduction to the latest research in sales management, and is suitable for academics, professionals, and those taking professional qualifications in sales and marketing.

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National Science Foundation pays hundreds of startup teams each year to follow the process outlined in the book, and it's taught at Stanford, Berkeley, Columbia and more than 100 other leading universities worldwide. Why? The Startup Owner's Manual guides you, step-by-step, as you put the Customer Development process to work. This method was created by renowned Silicon Valley startup expert Steve Blank, co-creator with Eric Ries of the "Lean Startup" movement and tested and refined by him for more than a decade. This 608-page how-to guide includes over 100 charts, graphs, and diagrams, plus 77 valuable checklists that guide you as you drive your company toward profitability. It will help you:

- Avoid the 9 deadly sins that destroy startups' chances for success
- Use the Customer Development method to bring your business idea to life
- Incorporate the Business Model Canvas as the organizing principle for startup hypotheses
- Identify your customers and determine how to "get, keep and grow" customers profitably
- Compute how you'll drive your startup to repeatable, scalable profits.

The Startup Owner's Manual was originally published by K&S Ranch Publishing Inc. and is now available from Wiley. The cover, design, and content are the same as the prior release and should not be considered a new or updated product.

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