

Peter Buxmann
Heiner Diefenbach
Thomas Hess

The Software Industry

Economic Principles,
Strategies, Perspectives

The Software Industry Economic Principles Strategies Perspectives

João M. Fernandes, Ricardo J. Machado



The Software Industry Economic Principles Strategies Perspectives:

The Software Industry Peter Buxmann, Heiner Diefenbach, Thomas Hess, 2012-09-14 Whether ERP software office applications open source products or online games In terms of its economic characteristics software differs fundamentally from industrial goods or services Based on the economic principles and rules of the software industry the book reveals strategies and business models to software vendors that comprise cooperation distribution pricing and production and industrialization strategies as well as software as a service and platform concepts Further aspects including the outsourcing behavior of software vendors and users providing business software as open source software selecting software and the value chains in the software industry are also addressed Based on a number of expert meetings it contains numerous case studies and new empirical findings Target audience of the book are professionals and executives from the software consulting and IT branches as well as students and scholars of business administration computer science business and industrial engineering

Software Business. From Physical Products to Software Services and Solutions Georg Herzwurm, Margaria Tiziana, 2013-06-12 This book contains the refereed proceedings of the 4th International Conference on Software Business ICSOB held in Potsdam Germany in June 2013 The theme of the event was From Physical Products to Software Services and Solutions The 15 full papers seven short papers and six doctoral symposium papers accepted for ICSOB were selected from 44 submissions and are organized in sections on software business models and business process modeling IT markets and software industry IT within organizations software product management cloud computing entrepreneurship and startup companies software platforms and software ecosystems and doctoral symposium

Software Business. Towards Continuous Value Delivery Casper Lassenius, Kari Smolander, 2014-06-17 This book contains the refereed proceedings of the 5th International Conference on Software Business ICSOB held in Paphos Cyprus in June 2014 The theme of the event was Shortening the Time to Market From Short Cycle Times to Continuous Value Delivery The 18 full papers two short papers two industrial papers and two doctoral consortium abstracts accepted for ICSOB were selected from 45 submissions and are organized in sections on strategic aspects start ups and software business products and service business software development ecosystems and platforms and enterprises

Requirements in Engineering Projects João M. Fernandes, Ricardo J. Machado, 2015-07-18 This book focuses on various topics related to engineering and management of requirements in particular elicitation negotiation prioritisation and documentation whether with natural languages or with graphical models The book provides methods and techniques that help to characterise in a systematic manner the requirements of the intended engineering system It was written with the goal of being adopted as the main text for courses on requirements engineering or as a strong reference to the topics of requirements in courses with a broader scope It can also be used in vocational courses for professionals interested in the software and information systems domain Readers who have finished this book will be able to establish and plan a requirements engineering process within the development of

complex engineering systems define and identify the types of relevant requirements in engineering projects choose and apply the most appropriate techniques to elicit the requirements of a given system conduct and manage negotiation and prioritisation processes for the requirements of a given engineering system document the requirements of the system under development either in natural language or with graphical and formal models Each chapter includes a set of exercises The Internationalization of German Software-based Companies Arnold Picot,Thomas Hess,Christian Hörndlein,Natalie Kaltenecker,Claudius Jablonka,Michel Schreiner,Alexander Werbik,Alexander Benlian,Rahild Neuburger,Bernhard Gold,2014-12-04 This book takes an in depth look at the software industry as a major factor in future global economic performance It explores how software based companies are a significant factor behind economic growth and serve as important bridge builders between industries Countries with a weak and underdeveloped software industry risk being left behind in the 21st century The book examines the case of Germany as one of the world s major industrial nations which is facing loss of competitiveness due to its underdeveloped software sector It shows how the German software market is characterized by a multiplicity of small and medium sized companies and exhibits a shortage of globally dominating companies This is presented and examined in the light of Germany being a powerhouse for technologies in sectors other than the software industry The book analyzes the current situation and future potential of the German software industry Using empirical analysis and international case studies it presents the status quo and offers recommendations for policy makers It shows effective management strategies for the sustainable international growth of software based companies The recommendations in this book are intended to secure Germany s front seat on the express train bound for the second half of the 21st century Introduction to Software Project Management Adolfo Villafiorita,2016-04-19 Although software development is one of the most complex activities carried out by man sound development processes and proper project management can help ensure your software projects are delivered on time and under budget Providing the know how to manage software projects effectively Introduction to Software Project Management supplies an acces HCI in Business Fiona Fui-Hoon Nah,Chuan-Hoo Tan,2015-07-20 This volume constitutes the refereed proceedings of the Second International Conference on HCI in Business HCIB 2015 held as part of the 17th International Conference on Human Computer Interaction HCII 2015 which took place in Los Angeles CA USA in August 2015 HCII 2015 received a total of 4843 submissions of which 1462 papers and 246 posters were accepted for publication after a careful reviewing process The papers address the latest research and development efforts and highlight the human aspects of design and use of computing systems They thoroughly cover the entire field of human computer interaction addressing major advances in knowledge and effective use of computers in a variety of application areas The 72 papers presented in this volume address the following topics social media for business enterprise systems business and gamification analytics visualization and decision making industry academia innovation and market **Product-Focused Software Process Improvement** Davide Taibi,Marco

Kuhrmann, Tommi Mikkonen, Jil Klünder, Pekka Abrahamsson, 2022-11-13 This book constitutes the refereed proceedings of the 23rd International Conference on Product Focused Software Process Improvement PROFES 2022 which took place in Jyväskylä Finland in November 2022 The 24 full technical papers 9 short papers and 6 poster papers presented in this volume were carefully reviewed and selected from 75 submissions The book also contains 8 doctoral symposium papers and 7 tutorial and workshop papers The contributions were organized in topical sections as follows Keynote Cloud and AI Empirical Studies Process Management Refactoring and Technical Debt Software Business and Digital Innovation Testing and Bug Prediction Posters Tutorials Workshop on Engineering Processes and Practices for Quantum Software PPQS 22 1st Workshop on Computational Intelligence and Software Engineering CISE 2022 Doctoral Symposium *Strategy and Communication for Innovation* Nicole Pfeffermann, Julie Gould, 2017-03-06 This contributed volume presents a state of the art compendium for startups and corporations focusing on corporate ventures The book is based on the volume *Strategy and Communication for Innovation* and includes up to date discussions which help to better understand strategy and communication from a startup perspective Each chapter offers a starting point for the exchange of ideas key lessons and new insights from entrepreneurial perspectives such as e ventures corporate ventures and traditional ventures Readers with an interest in innovation management will benefit from this book **Information Systems Outsourcing** Rudy Hirschheim, Armin Heinzl, Jens Dibbern, 2014-08-12 This book attempts to synthesize research that contributes to a better understanding of how to reach sustainable business value through information systems IS outsourcing Important topics in this realm are how IS outsourcing can contribute to innovation how it can be dynamically governed how to cope with its increasing complexity through multi vendor arrangements how service quality standards can be met how corporate social responsibility can be upheld and how to cope with increasing demands of internationalization and new sourcing models such as crowdsourcing and platform based cooperation These issues are viewed from either the client or vendor perspective or both The book should be of interest to all academics and students in the fields of Information Systems Management and Organization as well as corporate executives and professionals who seek a more profound analysis and understanding of the underlying factors and mechanisms of outsourcing *Business Models in the Software Industry* Markus Schief, 2013-12-05 The relevance of software business models has tremendously increased in recent years Markus Schief explores opportunities to improve the management of these models Based on a conceptual framework of software business model characteristics he conducts large empirical studies to examine the current state of business models in the software industry These data then serve as a foundation for statistical analyses of business models impact on firm and M A performance Finally the author develops a software business model management tool Digitalization in Industry Uli Meyer, Simon Schaupp, David Seibt, 2019-11-14 This book traces how the current wave of industrial digitalization relates to processes of domination and emancipation It aims to counter techno deterministic narratives that would connect a perceived new industrial revolution with clear cut societal

consequences In order to do this the volume intervenes into three ongoing discussions which pertain to emancipation and domination in the workplace promises of emancipation through digital fabrication and the idea of emancipating configuring and infrastructuring the users of industrial products Within this framework it addresses topics including democratic participation management thinking gamification the maker movement reshoring digital platforms and the automation of healthcare

Introduction of more sustainability in economy Manfred Schwartz, 2024-09-03 After clarifying in Chapter 1 how economics works in industry today Chapter 2 explains what sustainability in manufacturing means And then Chapter 3 deals with the key question How does more sustainability come into industry manufacturing Further potential for improvement is highlighted in Chapter 4 in order to present a new economic approach to sustainability in industry in Chapter 5

Governance Arrangements for IT Project Portfolio Management Thorsten Frey, 2014-05-06 Due to the growing importance of IT based innovations contemporary firms face an excessive number of proposals for IT projects As typically only a fraction of these projects can be implemented with the given capacity IT project portfolio management as a relatively new discipline has received growing attention in research and practice in recent years Thorsten Frey demonstrates how companies are struggling to find the right balance between local autonomy and central overview about all projects in the organization In this context impacts of different contextual factors on the design of governance arrangements for IT project portfolio management are demonstrated Moreover consequences of the use of different organizational designs are analyzed The author presents insights from a qualitative empirical study as well as a simulative approach

Die Softwareindustrie Peter Buxmann, Heiner Diefenbach, Thomas Hess, 2015-05-25 Auf Basis der ökonomischen Prinzipien und Spielregeln der Softwareindustrie behandelt dieses Buch Strategien und Geschäftsmodelle für Softwareanbieter Dabei handelt es sich um Kooperations Vertriebs Preis sowie Produktions bzw Industrialisierungsstrategien Ob ERP Software Office Anwendungen Open Source Produkte oder Online Spiele Software unterscheidet sich im Hinblick auf ihre ökonomischen Eigenschaften grundsätzlich von Industriegütern oder Dienstleistungen Das Buch enthält zahlreiche Fallstudien und neue empirische Erkenntnisse und wendet sich an Fach und Führungskräfte aus der Software Beratungs und IT Branche ist aber auch für Studierende und Wissenschaftler aus Betriebswirtschaftslehre Informatik Wirtschaftsinformatik und Wirtschaftsingenieurwesen geeignet Die dritte Auflage wurde vollständig bearbeitet und erweitert um Themengebiete wie Cloud Computing und Geschäftsmodelle in der Softwareindustrie Darüber hinaus enthält dieses Buch neue Teilschnitte und zur Abhängigkeit in IT Outsourcing Beziehungen zum Fachkräftemangel in der Software und IT Industrie sowie zur Bewertung des MA Erfolges in der Softwareindustrie

Standardization Research in Information Technology: New Perspectives Jakobs, Kai, 2007-12-31 Standardization has the potential to shape expand and create markets Information technology has undergone a rapid transformation in the application of standards in practice and recent developments have augmented the need for the divulgence of supplementary research Standardization Research in Information Technology New

Perspectives amasses cutting edge research on the application of standards in the market covering topics such as corporate standardization linguistic qualities of international standards the role of individuals in standardization and the development use application and influence of information technology in standardization techniques *Betriebswirtschaftliche Aspekte von Industrie 4.0* Mischa Seiter, Lars Grünert, Sebastian Berlin, 2017-08-22 Das Sonderheft der ZfbF stellt die Ergebnisse des Arbeitskreises Integrationsmanagement neuer Produkte der Schmalenbach Gesellschaft dar und zeigt facettenreich auf wie umfassend die betriebswirtschaftliche Forschung bei der Lösung der aufkommenden unternehmerischen Fragestellungen durch Industrie 4.0 mitwirken kann Industrie 4.0 beschließt seit einigen Jahren die deutschen Unternehmen als eines von zehn Zukunftsprojekten der Bundesregierung Die Untersuchung der betriebswirtschaftlichen Auswirkungen dieser Entwicklungen bildete bis auf wenige Ausnahmen einen Randaspekt der Forschung Allerdings verursachten Industrie 4.0 Initiativen in den letzten Jahren bereits weitreichende betriebswirtschaftliche Konsequenzen die zum Teil ganze Branchen veränderten Wortmann Bilgeri Weinberger und Fleisch beleuchten die Entwicklung von Ertragsmodellen im Internet of Things Die Autoren Grünert und Sejdic leiten zunächst einen Bezugsrahmen für Industrie 4.0 getriebene Geschäftsmodellinnovation ab Kersten Schröder und Indorf analysieren die Auswirkungen der Digitalisierung auf das Supply Chain Risikomanagement Butschan Nestle Munck und Gleich befassen sich mit dem Kompetenzaufbau zur Umsetzung von Industrie 4.0 in der Produktion Schließlich arbeiten Obermaier und Grottko die Herausforderungen von Industrie 4.0 Technologien für das Controlling heraus und zeigen das Potential dieser Technologien für das Controlling auf

Softwareplattformen für Unternehmenssoftwareökosysteme Lars Oliver Mautsch, 2015-06-05 Beeinflusst durch Megatrends wie bspw die Globalisierung und Individualisierung sind Softwarefirmen im Umfeld von Unternehmenssoftware immer seltener in der Lage die von den Kunden gewünschten Leistungen komplett eigenständig in effizienter Art und Weise zu erbringen Vielmehr sind sie zunehmend von den komplementären Leistungen Dritter wie bspw Partnern und Kunden abhängig Durch die Kooperation mit diesen Akteuren entstehen Wertschöpfungsnetzwerke sogenannte Unternehmenssoftwareökosysteme Erfolgreiche Beispiele im IT Umfeld stellen die Softwareökosysteme von Microsoft salesforce oder SAP dar Dank der Partnerschaften mit Anbietern von komplementärer Software und oder komplementären Dienstleistungen integriert durch zentrale Softwareplattformen werden diese Plattformanbieter in die Lage versetzt im Innenverhältnis Produkte und Prozesse zu standardisieren aber gleichzeitig mittels Partnern individuelle Leistungen anzubieten und Kunden durch funktionale sowie technische Lock in Effekte an sich zu binden Allerdings existieren bislang kaum Abhandlungen darüber wie solche Unternehmenssoftwareökosysteme gezielt gesteuert werden können oder wie deren Softwareplattformen gestaltet sein müssen um die Ziele dieser Softwareökosysteme zu erreichen Das vorliegende Buch verfolgt die Zielsetzung diese Forschungslücke zu schließen indem zunächst relevante Determinanten der erfolgreichen Gestaltung von Unternehmenssoftwareökosystemen identifiziert und darauf aufbauend systematisch Gestaltungsempfehlungen für Softwareplattformen entwickelt

werden Während die Gestaltungsempfehlungen insb Praktiker in Software und IT Dienstleistungsunternehmen bei der Gestaltung bzw Auswahl von Software kosystemen und plattformen als Basis f r die eigene Gesch ftst tigkeit unterst tzen werden Wissenschaftlern zus tzlich Ankn pfungspunkte f r die weitere Forschung im Kontext aufgezeigt Developing Business Application Systems Oliver Skroch,2011-12-02 Oliver Skroch argues that the reuse of components and services counts among the few fundamental and most promising approaches to the development of high quality and cost effective application software He presents research results related to strategic tactic and operational ranges of consideration in component and service oriented software development **Software Engineering Perspectives in Intelligent Systems**

Radek Silhavy,Petr Silhavy,Zdenka Prokopova,2020-12-15 This book constitutes the refereed proceedings of the 4th Computational Methods in Systems and Software 2020 CoMeSySo 2020 proceedings Software engineering computer science and artificial intelligence are crucial topics for the research within an intelligent systems problem domain The CoMeSySo 2020 conference is breaking the barriers being held online CoMeSySo 2020 intends to provide an international forum for the discussion of the latest high quality research results

Reviewing **The Software Industry Economic Principles Strategies Perspectives**: Unlocking the Spellbinding Force of Linguistics

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