Success Factors and Measures for Public Sector IS/IT Co-Sourcing Contracts

Erhan Edguer, Graham Pervan

Abstract

The main objective of this research was to explore the effectiveness of contract negotiations between buyers and suppliers in small government organizations, which collectively outsource their IS/IT activities to a single outsourcing vendor, usually referred to as 'co-organizations could have a successful co-sourcing arrangement by determining and putting into practice certain critical success factors. This research was the first study of government co-sourcing arrangements in Australia that aimed to identify the success of a cont regard, it can contribute to the existing body of knowledge in co-sourcing activities that have been growing rapidly in government departments as well as in the private sector.

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