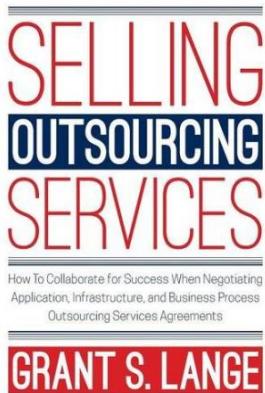


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# SELLING OUTSOURCING SERVICES: HOW TO COLLABORATE FOR SUCCESS WHEN NEGOTIATING APPLICATION, INFRASTRUCTURE, AND BUSINESS PROCESS OUTSOURCING SERVICES AGREEMENTS



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