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Press Release

Source: Deal Architect, Inc.

# Deal Architect Inc. Launches Weblog on Enterprise Software and Outsourcing Services

Wednesday April 27, 9:07 am ET

## - A Practitioner View on 'Burning' Technology Topics

TAMPA, Fla., April 27 /PRNewswire/ -- Deal Architect, Inc, a technology sourcing advisory firm that negotiates software, outsourcing and offshore contracts on behalf of clients, today announced a discussion forum on topics its clients have "burning questions" around. Vinnie Mirchandani, the company founder and former Gartner analyst who has helped clients source and negotiate over five billion dollars (US) in technology contracts, will host many of the discussion threads.

The blog can be reached via [www.dealarchitect.typepad.com](http://www.dealarchitect.typepad.com)

"While most of our client interaction is customized and confidential, we are seeing repeated questions around a set of key topics -- some around specific vendor strategy, other more market category oriented," said Mr. Mirchandani. "Blogging provides an interactive way to share common thoughts with our client base and our friends in the technology buyer, vendor and media community."

Some of the initial blog discussions include Oracle's recently announced Fusion applications initiative, the offshore Global Delivery Model, the challenges facing industry analysts like Gartner, the pressure on software maintenance pricing and the likely impact of BPO on packaged software.

"Few IT professionals see as many complex technology deals in their entire career as Vinnie sees in a year. The nuggets he presents in his blog are invaluable in a number of strategy and negotiation exercises," comments Brian Sommer, CEO of TechVentive, a strategic consultancy for high-tech firms

"We facilitate technology commerce, not just analyze technology markets," continued Mr. Mirchandani. "Our topics will focus on areas where we help our clients develop strategy and conduct negotiations. The tone will be practitioner, not analyst oriented, and will be tempered by our hands-on client experiences."

Deal Architect, Inc., headquartered in Tampa, Florida, facilitates technology commerce by executing two types of strategic "deals." Deal Architect acts as a buyers agent for sophisticated, global companies, saving them hundreds of millions of dollars in technology sourcing while ensuring appropriate due diligence, risk mitigation and vendor performance standards. Deal Architect also selectively works with vendors and investors on pricing and licensing analysis, capital issues, acquisitions and alliances. For more information on Deal Architect Inc visit [www.dealarchitect.com](http://www.dealarchitect.com)

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