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Product Strategy

FOR HIGH TECHNOLOGY COMPANIES
ACCELERATING YOUR BUSINESS TO WEB SPEED

MICHAEL E. McGRATH

Product Strategy For High Technology Companies

R. Wayne Fields



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Product Strategy for High Technology Companies Michael E. McGrath, 2000-11-02 One of the key determinants of success for today's high technology companies is product strategy and this guide continues to be the only book on product strategy written specifically for the 21st century high tech industry More than 250 examples from technological leaders including IBM Compaq and Apple plus a new focus on growth strategies and on Internet businesses define how high tech companies can use product strategy and product platform strategy for competitiveness profitability and growth in the Internet age

Product Strategy for High-technology Companies Michael E. McGrath, 1995 Product strategy is the most important determinant of success for high technology companies It defines the products on which a company bases its business and shapes the way those products will win or lose against the competition Yet even in high technology companies very few executives understand how to conceive and shape successful product strategy Product Strategy for High Technology Companies shows how to formulate product strategies that lead to successful products This comprehensive guide covers everything high tech companies should consider in developing their strategies including timing technological change globalization product differentiation cost and price and contingency planning as well as marketing and financial considerations Product Strategy for High Technology Companies offers more than strategic guidance Through more than 250 examples you'll discover how product strategy has been used at such companies as Microsoft IBM Compaq Computer Hewlett Packard and many others Through their trials errors and successes and through the book's expert insights you'll have a complete framework for building your own innovative competitive product strategy

Understanding and Applying Product-Platform Strategy Michael McGrath, 2016-07-14 Since 1994 when I first published the concepts of product platform strategy Product Strategy for High Technology Companies McGraw Hill 2001 has become a mainstay of strategy in many industries particularly for high technology companies Some of the most successful companies implemented a product platform strategy and many of those who didn't failed as a result In this new book as well as others in this series I expand and update these concepts adding new lessons learned in the past decade and illustrate them with current examples Since there are several new concepts and so many great examples I've decided to update Product Strategy through a series of new books each focused on a particular product strategy topic This first book Understanding and Applying Product Platform Strategy starts with the core underlying concepts of platform strategy based on workshops I have been giving around the world over the last few years There are several new concepts that I added or expanded on in this book The concept of platform layers expands on original concept of elements in complex platforms As product platforms evolved to be more complex organizing them into layers became logical Platform robustness is introduced to address the issue that not all platforms are created equal and this builds on the concept of vectors of differentiation in my original book Competitive advantage can come from having a more robust product platform strategy than a competitor The issues around a platform as

part of an ecosystem are now more relevant and discussed in more detail This has become increasingly important as more companies have implemented platform strategies that are linked with others Also as more companies have leveraged product platforms into new markets the concepts of derivative platforms have become more important So we will examine derivative platforms in more detail New Product Strategy in Small High Technology Firms Marc H. Meyer,Edward Baer

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of High-technology Products and Innovations Jakki J. Mohr,Sanjit Sengupta,Stanley F. Slater,2010 This title provides a thorough overview of the issues high tech marketers must address and provides a balance between conceptual discussions and examples small and big business products and services and consumer and business to business marketing contexts

The Handbook of Technology Management, Supply Chain Management, Marketing and Advertising, and Global Management Hossein Bidgoli,2010 The discipline of technology management focuses on the scientific engineering and management issues related to the commercial introduction of new technologies Although more than thirty U S universities offer PhD programs in the subject there has never been a single comprehensive resource dedicated to technology management The Handbook of Technology Management fills that gap with coverage of all the core topics and applications in the field Edited by the renowned Doctor Hossein Bidgoli the three volumes here include all the basics for students educators and practitioners **Setting the PACE in Product Development** Michael E. McGrath,2012-06-14 Setting the PACE in

Product Development describes how to effectively manage the key ingredients of successful product development time quality talent and resources This revised edition of Product Development provides essential insight as to how to efficiently organize people resources and processes to dramatically improve financial results strategic positions internal morale and customer satisfaction The PACE techniques integrate vital company wide functions engaging the entire company and focusing its collective energy on strategically and financially important goals **New Product Strategy in Small High Technology Firms** Marc H. Meyer,2015-08-05 Excerpt from New Product Strategy in Small High Technology Firms A Pilot Study A pilot test is reported on a method for relating the degree of newness within a firm s portfolio of products and the

firm's economic success. The embodied technology and market applications newness is measured in the sequences of 79 products developed and released by a sample of 10 small technology based companies each under 50 million in most recent sales. A two dimensional technology newness market newness grid is prepared for the product set of each firm based on the conditions existent at the time of each product's development. Alternative weighting schemes are used to generate a newness index for each firm. The degree of strategic focus is shown to relate directly to corporate growth in that small firms with more restricted degrees of technological and market change in their successive products outperform companies with wide diversity. The evidence suggests however that some product newness is better than no newness and that more technological change can be effectively employed in small company product strategy than market change.

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Managing the High Technology Firm Luis R. Gomez-Mejia, Michael W. Lawless, 1988 **Strategic Leadership in High Technology Management**, 1990 **The PDMA Handbook of New Product Development** Kenneth B. Kahn, 2005 Publisher Description *Proceedings of the ... ASME Design Engineering Technical Conferences*, 2003

Management and Technology Clara Eugenia Garcia, Luis Sanz Menéndez, 1998 Recoge algunos informes de la conferencia en grandes apartados Empresas e innovaci n Transferencia de tecnolog a Dise o y desarrollo de nuevos productos Nuevas tecnolog as de la informaci n **The PDMA Handbook of New Product Development** Milton D Rosenau (Jr.), Product Development & Management Association, 1996-09-27 With thirty three chapters written by leading professionals in the field The PDMA Handbook of New Product Development offers authoritative practical information on every stage of the product development process from idea generation to delivery of the final product For the novice there is essential coverage of important fundamentals market analysis and segmentation choosing and implementing the right development process the creation of multifunctional teams and more Experienced practitioners will find important guidance on topics outside their own area of expertise as well as materials on more advanced and emerging concepts such as process ownership pipeline management metrics and product architecture The book s concise how to approach enables readers to access the basic information they need quickly while providing helpful references to up to date sources of further information By providing a complete picture of the knowledge needed for effective new product development today this all in one guide is an invaluable asset to professionals at every level *The Entrepreneurial Engineer* R. Wayne Fields, 1999 Skilled engineers or managers with creative product ideas but limited knowledge of how to actually start building a company around their ideas can benefit from this invaluable resource In it readers get practical insights tools objectives strategies and actions they can apply to any stage of their project from initial ideas to the all important question of profitability [25 Top Consulting Firms](#), 2002 *New Products Management* Charles Merle Crawford, C. Anthony Di Benedetto, 2003 NEW PRODUCTS MANAGEMENT 7 E by Crawford and Di Benedetto provides future new product managers project managers and team leaders with a comprehensive overview of the new product development process including how to develop an effective development strategy manage cross functional teams across the organization generate and evaluate concepts manage the technical development of a product develop the marketing plan and manage the financial aspects of a project **Marketing**

High Technology William L. Shanklin, John K. Ryans, 1984

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