Contracting Strategies Can Help Navigate Changing Environments

Many technology programs really aren't about technology at all – the technology simply functions as a conduit for business change, write **Edward J. Hansen** and **Eric J. Pennesi** of Morgan Lewis.

"Regardless of the flavor of the technology being used, it can be very helpful to look to the contracting strategy that is required to meet the business objective," they write in the **Tech & Sourcing @ Morgan Lewis** blog.

They start with three examples and use in-house hosted robotics to illustrate the changing technology.

Topics covered include client participation considerations, business requirements considerations, and value delivery considerations.

Read the article.

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