



QuinStreet ●●● 10400 Linn Station Road, Suite 100 ●●● Louisville, KY 40223

Sample Business Intelligence Contract

Innovation is worth little unless it generates lasting success, and gaining measurable results from new ideas requires more than creative risk-taking. Successful innovation demands a tactical approach. “Getting Innovation Right: How Leaders Leverage Inflection Points to Drive Success,” written by Seth Kahan, reveals how your company can secure real traction and growth in the marketplace.

With Kahan's outcome-based approach, based on his experience leading innovation initiatives at a diverse range of organizations, you will identify the inflection points that generate market opportunities for your company and leverage the best techniques for securing a foothold in a lucrative new space.

This Sample Business Intelligence Contract is featured in the book's appendix. The contract breaks out the agreement into several well-defined parts, including a Situational Summary, Objective and Measure of Success. It also spells out joint accountabilities so that each party is privy to what is expected of them.

Excerpted with permission from the publisher Wiley, from “Getting Innovation Right: How Leaders Leverage Inflection Points to Drive Success” by Seth Kahan. Copyright © 2013.

The attached zip file includes:

- Intro Page.pdf
- Terms and Conditions.pdf
- Sample Business Intelligence Contract.pdf