IT Procurement Handbook for Smes

David Nickson

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Large organisations can suffer badly when IT procurement goes wrong, but for Small to Medium Enterprises (SMEs), it can be fatal. This handbook is specifically designed to help SMEs understand and manage that risk throughout the entire procurement process. Whether it is identifying the changing IT requirements of the business, evaluating potential suppliers or managing them once appointed, this handbook guides readers past the pitfalls, which so many other SMEs have fallen victim to, and which can often be very costly. The book is designed to be practical and provides a very hands-on approach to procurement with the use of checklists and sample templates

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