

## ▲ Warning Sign No. 7

▲ Buyers that form a purchase team from a single department

▲ Businesses that form a purchase team composed of a single (non-IT) department report more regret.

### ▲ Software buying team

▲ A formal team with people from various departments

55%

▲ A formal team of solely internal IT professionals

62%

A formal team from a single non-IT department

78%

▲ An informal IT team formed for each evaluation

64%

An informal non-IT team formed for each evaluation

53%

Use external contractor for business software purchases

40%

