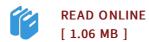# IT Procurement Handbook For SMEs

By David Nickson

BCS, The Chartered Institute for IT/Viva Books, 2009. Softcover. Book Condition: New. First edition. 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 will guide you past the dangers. Identifying business requirements and risks The lifecyle of maintaining, refreshing, replacing and decommissioning IT systems Hardware and software licensing Evaluating suppliers and proposals What to look for in a contract Managing the tender process and negotiating with suppliers Where to find help Contents: List of Figures and Tables ? Author ? Foreword ? Acknowledgements ? Abbreviations ? Introduction: Who is this book for? ? Why has it been written? ? How it has been written? ? What it does not include ? How to use this book ? The Procurement Lifecycle: Introduction ? Lifecycle ? Lifecycle case studies ? Summary ? Managing a Procurement: Introduction ? Who do you need? ? Why have a plan? ? What to include in...

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