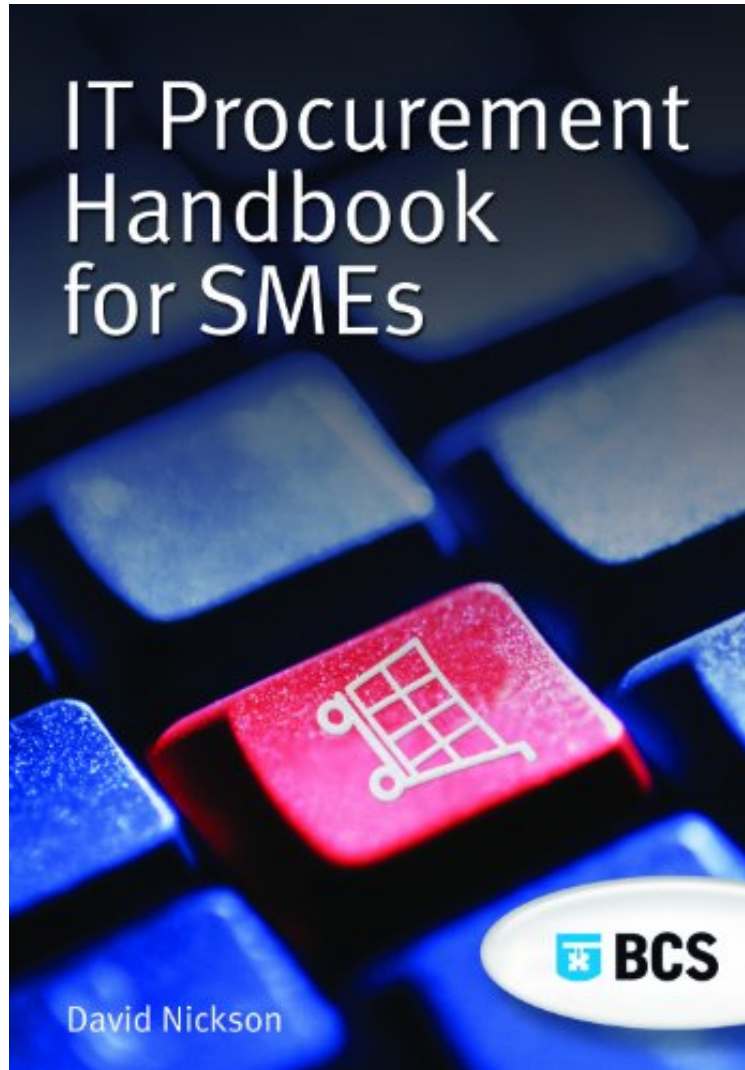


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IT Procurement Handbook for SMEs

David Nickson

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Large organisations can suffer badly when IT procurement goes wrong, but for small to medium-sized enterprises (SMEs), it can be fatal. David Nickson guides the reader through the entire procurement process. Whether identifying the changing IT requirements of a business, evaluating potential suppliers or managing them once appointed, this

handbook enables the reader to avoid the pitfalls which have brought down so many SMEs.