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Nota di contenuto	Copyright; Contents; List of Figures and Tables; Author; Foreword; Acknowledgements; Abbreviations; Introduction; 1 The Procurement Lifecycle; 2 Managing a Procurement; 3 Needs and Business Cases; 4 Risk and Procurement; 5 Bid Documentation; 6 Bid Evaluation; 7 Quality Assurance; 8 IT-specific Issues; 9 Suppliers; 10 Negotiation; 11 Legal Issues; References and Further Reading; Useful Websites; Organisations List; Index; Back Cover
Sommario/riassunto	A guide for small to medium enterprises looking to purchase IT products and services. It covers topics involved in the procurement cycle, from identifying and managing the changing IT requirements of the business, through the evaluation and bidding process, to managing suppliers and the delivery of their IT products and services.