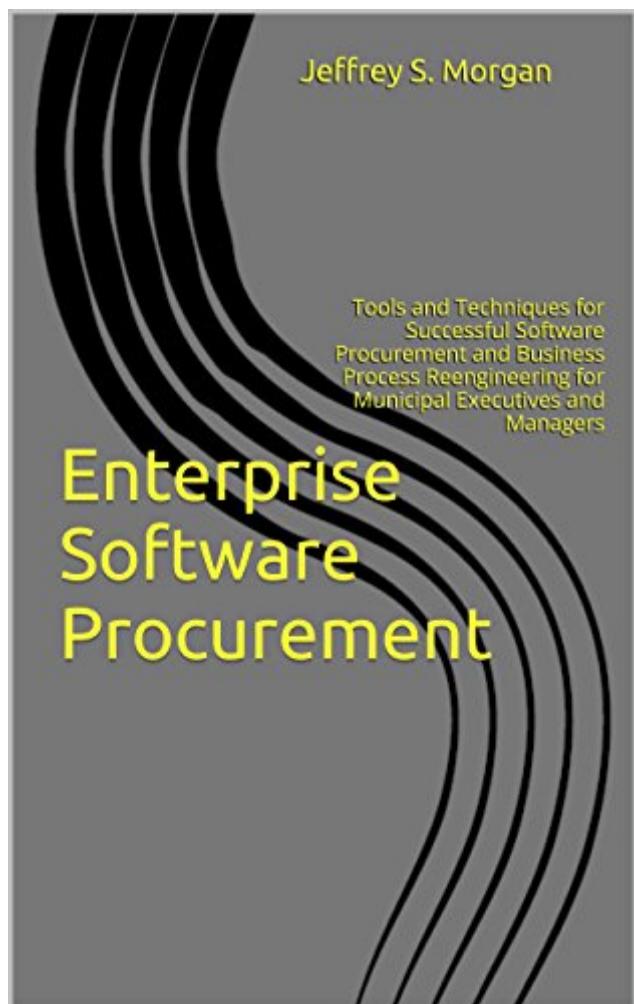


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# Enterprise Software Procurement: Tools And Techniques For Successful Software Procurement And Business Process Reengineering For Municipal Executives And Managers



## **Synopsis**

This publication is about the business of software procurement and is written for executives and managers rather than for IT people. While I focus on public sector projects, the same processes described here work perfectly well for private sector and non-profit procurement projects. The purpose is to provide a reliable methodology for software procurement that will vastly increase the probability that your large software procurement project will be smooth and successful. This is an overview of the subject that contains sufficient detail about all the steps to achieve your business goals. Enterprise software procurement is a difficult and risky undertaking that should be approached with care and due diligence. It is a marathon that is too often treated as a sprint. Moreover, procuring a major software system should never be solely about acquiring a product. Rather, the process should focus on analyzing and reengineering all your business processes and procedures to improve the quality of your operations, work product and customer service. Procuring and implementing new software is only a subset of those endeavors.

## **Book Information**

File Size: 242 KB

Print Length: 101 pages

Simultaneous Device Usage: Unlimited

Publisher: e-volve Informaton Technology Services, LLC (March 31, 2016)

Publication Date: March 31, 2016

Sold by:Â Digital Services LLC

Language: English

ASIN: B01DPMW9MQ

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Not Enabled

Best Sellers Rank: #945,162 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #5 inÂ Books > Computers & Technology > Programming > Software Design, Testing & Engineering > Reengineering #780 inÂ Kindle Store > Kindle eBooks > Computers & Technology > Software > Business #1223 inÂ Books > Business & Money > Processes & Infrastructure > Government & Business

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