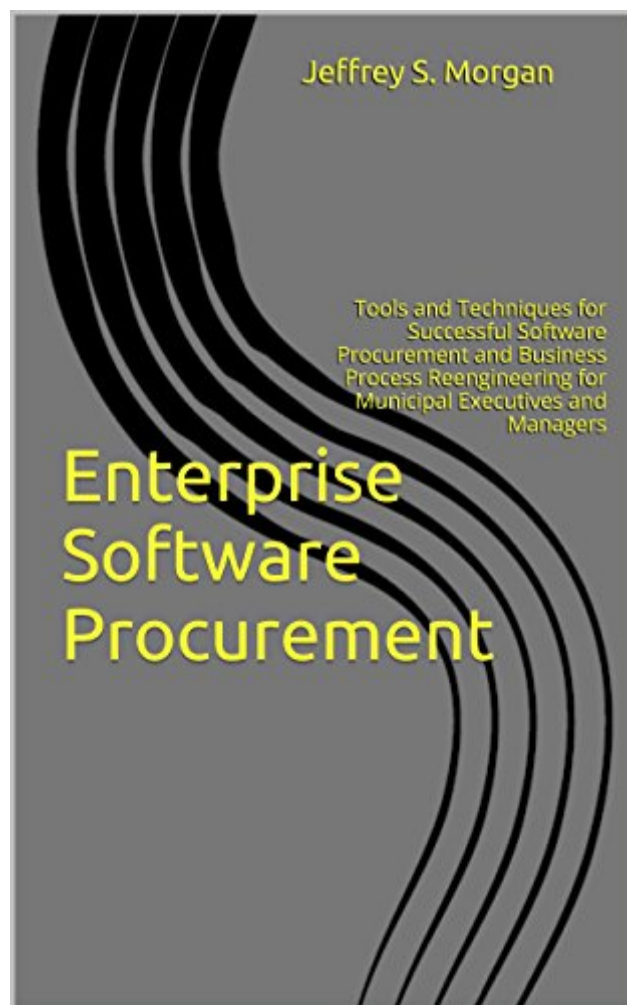


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# Enterprise Software Procurement: Tools And Techniques For Successful Software Procurement And Business Process Reengineering For Municipal Executives And Managers



## 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.

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