9 Steps to Help You Build Your IT Procurement to Scale

Scaling in EMEA can have a positive impact on your company’s growth. However, it can also complicate business processes. Having a plan in place helps you scale with success. The 9 steps below are designed to provide you with a broad plan to ensure you scale with success.

1. Spend time mapping out your plan to scale to EMEA
2. Include all aspects of your business in your plan, e.g.:
   - Policies
   - Systems (hardware and SaaS)
   - Organizational structure
3. Understand the complexities of keeping your IT procurement function in the US:
   - Dealing with time zones
   - Non-standardized specifications
   - Multiple vendors
   - Diverse territories
   - Costs
   - Non-compliance issues (European policy and law is not uniform across the continent)
4. Be cognizant of the extra inefficiencies that arise from managing your IT procurement needs from another location
5. Evaluate the benefits of working with a reputable EMEA IT solutions vendor
6. Establish a partnership with your chosen vendor
7. Manage all your IT infrastructure needs through your trusted partner
8. Reduce the capital outlay costs through centralized management of your IT
9. Build an IT procurement strategy with your trusted vendor that scales with your business

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