

# Expanding from the US to Europe?

Follow these 5 steps and get your IT procurement right first time



Expanding into EMEA costs time and money. Plus, you'll need to get your head around new laws, policies and specifications. Key to your success is getting your IT procurement right. Follow these five steps to do just that and start your expansion the right way.

## Step 1:

### Identify the technology needed across all teams

What laptops, peripherals, and software do your people need?

Will you need to support multiple languages across different territories?

How will your people communicate across different time zones?

And what about servers and storage in the data center?

## Step 2:

### Investigate and shortlist different vendors

Can your vendors of choice offer consultancy and advice on new solutions and IT innovations?

Understand what will be supported and managed by your partners, and what you will need to do yourself. Will your vendor offer installation, configuration, and extended support?

Consider how fulfillment looks with your shortlisted vendors. Do they offer rapid fulfilment, ethical sourcing or any other services that could improve logistics?

## Step 3:

### Navigate contracts with selected vendors

Once you've narrowed down your list of vendors, it's time to:

- Work out contracts with your chosen vendors
- Create necessary purchase orders
- Pay invoices according to your agreed terms (and in the correct currency)

## Step 4:

### Audit your solutions and supply chain

Now it's time to review what you have. Do your solutions work as expected?

How can you standardize and simplify the supply chain across multiple regions?

What does the lead-time for procurement look like, and can you improve it?

## Step 5:

### Track your spend and find the cost savings

Can you reuse any peripherals and components?

Can you renegotiate any contracts further down the line?

Could bulk licenses or pay-per-month subscriptions help reduce costs?

Could IoT, robotic process automation, and analytics create new efficiencies in your supply chain?

And could just-in-time procurement help reduce risk and add even more value to the business?

IT procurement is an ongoing process. Always keep an eye out for extra options to save costs, and new ways your procurement partners can add value to your business.

## About Presidio

Presidio is a global digital services and solutions provider accelerating business transformation through secured technology modernization. Our teams of engineers and solutions architects have deep expertise across cloud, security, networking and modern data center infrastructure and help customers acquire, deploy and operate technology that delivers impactful business outcomes.