

# IT Purchasing Practices

IT Purchasing Practices can be improved in most organisations on three distinct dimensions.

## 1. Business Requirements and Business Case Development.

Vandis assists organisations with creation and alignment of processes for identification, description and authorisation of business requirements, and the subsequent solution development.

Vandis can assist in the development of a sound business case describing the measurable business benefits, potential impacts of a do-nothing approach, true cost of ownership, and remaining issues outstanding on the completion of this initiative.

This allows a business to make an informed decision on whether they should progress or not.

## 2. Vendor Specifications, Tenders and Purchasing documents.

Vandis assist organisations with the creation of tender or purchase documents which reduce both cost and risk for the purchaser.

Cost reduction can be achieved by clear definition of the lifetime requirements from a vendor relationship (and the limitations of those requirements). Clarity and continuity increases the willingness of parties to compete for the work, whilst limitations allow the provider to reduce the contingencies they charge.

At the same time, a purchaser needs to consider and clearly specify the responsibilities and liabilities that the supplier is to carry throughout the life of the contract relationship. Clear contractual definition of the relationship and responsibilities that a business wishes to create with its supplier is a fundamental component of a building a value relationship through a purchasing agreement.

Vandis provides valuable assistance in development of outsource and software agreements. In these agreements, the approach you take in describing the relationship requirement will have a huge flow-on effect on the lifetime cost and effectiveness of your supply agreement.

## 3. Negotiation.

Vandis brings its detailed understanding of the structures and approaches of the service provider industry to negotiate the best possible price and outcome for your business.

Call to discuss how Vandis can help you to get better value from your purchasing practices in alignment with improved IT Management practices within your business.

