



6 factors to consider when procuring IT for European expansion

IT Procurement is right at the interface between suppliers and customers (internal or external). These two parties speak different languages, and it's up to the CPO and your team to make sure everyone gets what they need to fulfil their roles.

Getting tech specs right the first time, especially as you move to EMEA, also reduces downtime, saves costs and boosts productivity. These three elements are key to scaling successfully. However the situation is complicated due to the following 6 factors:

- 1 EMEA is made up of **111 countries**.
- 2 Working across two (or more) European countries **adds complexity to your IT requirements**.
- 3 Tech specifications **differ for each European country**. (By contrast, all 50 states of the USA have standardized specifications.)
- 4 Understanding your IT procurement needs goes **beyond just the immediate hardware needed**, you need to know your entire business roadmap.
- 5 Storing IT equipment **drives up expenses** on costly EU real estate.
- 6 Extracting the most value from your **Just In Time (JIT) procurement strategy** relies on correct tech specs.

A trusted IT vendor, such as Presidio, has localized knowledge of all EMEA tech specifications and can help you future-proof your business.

Thinking about setting up an EMEA HQ?

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