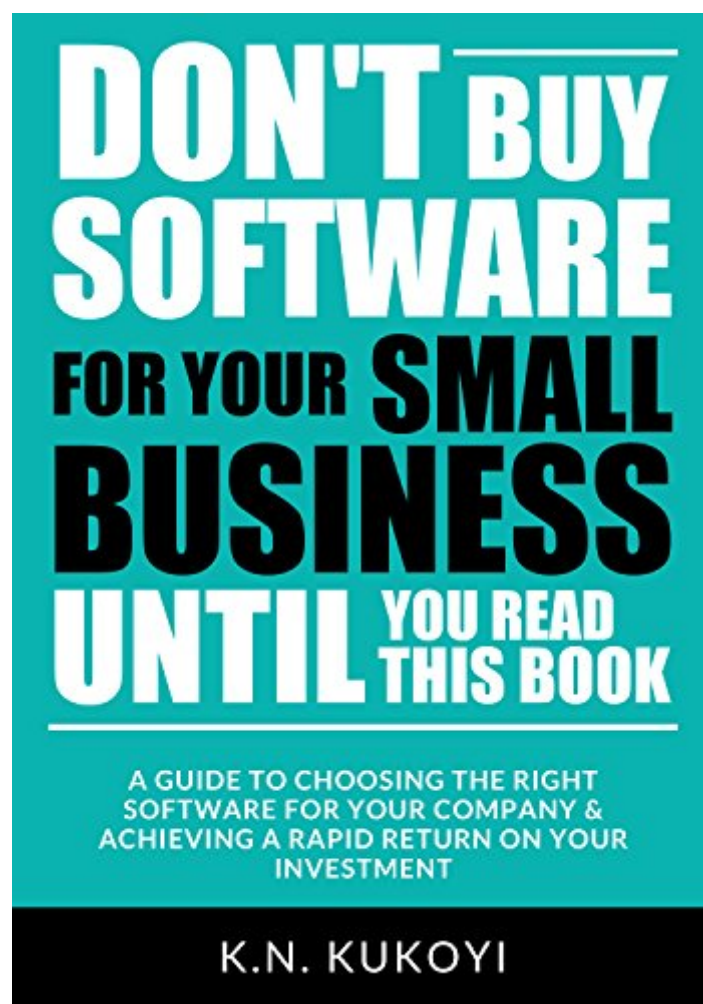The book was found

Don't Buy Software For Your Small Business Until You Read This Book: A Guide To Choosing The Right Software For Your SME & Achieving A Rapid Return On Your Investment

Synopsis

âˆ…âˆ…Written by the international best-selling author of Don't Hire a Software Developer Until You Read This Book and Develop Your Idea!âˆ…âˆ…Are you a small or medium sized business with plans to upgrade or replace your business software?If so, this software buyer's guide is for you! Changing IT systems can be costly, time-consuming and complicated. Itâ ™s understandable to be concerned about making the right decisions â " each year companies invest large sums in acquiring new software, only to discover that their new product is inadequate, or more trouble than itâ ™s worth.The wrong decision will drain your financial resources, complicate your ability to comply with laws and regulations, decrease productivity and lead to unhappy staff. Worse still, you may have to live with the consequences for a considerable amount of time. But what is the solution?What action should you take, and what questions should you ask in order to choose the right product? This book supports SMEs/SMBs in purchasing new software, whilst navigating the pitfalls and perils of the process.It has reached #1 best-seller status in France, Germany, the UK, US, Australia and Canada and will guide you through the minefield of choosing a suitable product that will deliver the benefits you want, whilst demonstrating how to secure a good return on your investment.An easy to read, and accessible guide, it explains the things you will need to know, and do step-by-step, to increase your chances of success and includes complementary spreadsheets and documents that you can start using immediately.Read this software survival guide if you are:- Wholly, or partially responsible for acquiring new software for your company, department or team- Keen to review the options available; including SaaS, enterprise software, desktop software and cloud-based services- A business owner, CEO, CFO, director, VP, departmental head, or manager planning to invest between 4 and 7 figures on your software- A B2B or B2C company, including accountants, consultancies, law firms, sales companies, construction, engineering, or architecture firms, finance companies, brokers & advisers, media companies and agencies, manufacturing firms or healthcare providers.- A charity, social enterprise or institution- Considering outsourcing development work to a software house or consultancy- Concerned about your company's compliance with laws and regulations, including the Data Protection Act 1988, Auto-enrolment, CAN SPAM, HIPAA or the GDPR (which comes into effect from 25th May, 2018) and would like to increase your knowledge in these areasK.N. Kukoyi is a software delivery specialist, experienced in working with businesses of all types, from SMEs to FTSE listed multi-nationals. The author has a unique perspective, having delivered software for clients, researched and recommended software products on a professional basis, sat on software selection panels and managed 3rd party IT supplier relationships. This is the authorâ ™s 3rd book for entrepreneurs and smaller businesses, which demonstrates how to:-

Minimise the risk and complexity that comes with buying new software - Select a product that meets your needs and maximises your ROI- Cut through all the technical and consultancy jargon that you will encounter- Ask the right questions and uncover vital information before you sign on the dotted line- Carry out company and product due diligence checks- Hire a competent consultancy or software house to install, customise or build your product for you- Minimise disruption and issues within your business as you transition across to your new productAvoid unnecessary trial and error, proceed with a plan and Donâ ™t Buy Software for Your Small Business Until You Read this Book!

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Customer Reviews

As a small business owner and solo-preneur, I think this is a must read.The thorn in my side has always been software and technology. I consider myself very technical, I was a programmer myself back in the day, but in today's environment (with all of the slick claims and thousands of options), you really need a plan. Even if you are simply choosing a CRM for your customer contacts as a sole proprietor, you can make costly mistakes. (I have burned multiple thousands of dollars on that one item alone)The chapter on cloud computing alone is worth the price of this book. But what really

resonated with me was simply taking the time to make a plan on what you are trying to accomplish. All to often, we simply decide we need a certain type of software, and then determine which one of that type is the best. This book turns that approach on its head. It reminds you to focus on what your true need is (ie: spend the time determining exactly what you need first, then you can have a clearer vision of the software you need).There are resources and checklists included with this book that will get you moving in the right direction immediately.Spending a few dollars on this book will probably save you thousands or tens of thousands.

I had read a different book by this author on hiring a software developer, and this one is just as helpful as that one. The organization of the book is easy to follow, even for those who are not as technologically skilled. There are a ton of helpful tips and advice, which is super helpful for anyone trying to start or expand their small business. The action plan that is outlined in the book is my favorite part, because I am such a planner for the details, and this helps gather my thoughts into a strong, well-developed plan I can follow. It's handy to know this kind of information so that I can be more confident in what I want, and how to hire those who can help me get that, and not be overwhelmed by someone trying to get me something I don't want.

One of the main problems when buying software is how to compare solutions that often offer quite different features. As a business owner, you want to focus on running business, not studying computer science in order to be able to figure out which software will work for you. This book is a great guide that will help you "see" through all the marketing noise and determine what your needs are and which vendor is able to satisfy those needs. It contains easy to follow instructions on the entire process of picking new software: from figuring out what your needs are, to planning the cost and implementing new software. It also contains tips about common pitfalls and a few warnings on possible legal issues. A valuable guide that is unlikely to become obsolete any time soon.

What do I love about this thorough guide? It's no-nonsense, practical and implementable. Discover how to determine what you really need, how to get it and how to make it happen for your business. From my point of view as a project manager, co-ordinator and entrepreneur, this book is highly recommended.

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