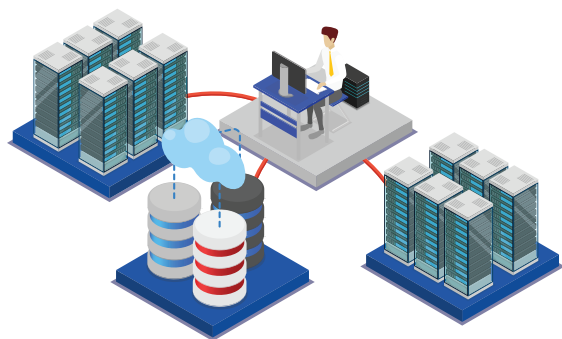# IT Buyer's Guide to Preventing Supply Chain Disasters

Even for the most experienced buyers, it never hurts to keep in mind the many pitfalls that could derail the procurement process *after* the initial purchase has been made.

Beware of these common disaster scenarios and consider how you can help prevent them by finding the right IT solutions provider.

Large, complex roll-out

Rolling out your new solution will require a lot of space, power and expertise, forcing your team to consider complexities like:

- Multi-vendor solutions
- Global locations
- Expertise requirements
- Availability and scalability of engineers
- Facilities for testing, configuring and repackaging technology
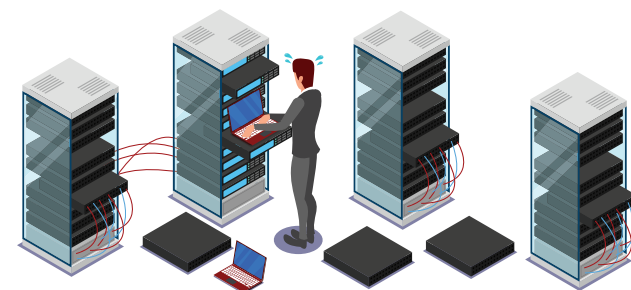- Trash and recycling management

Global shipping red tape

You're shipping equipment globally, and you're faced with a few unfamiliar issues like:

- Shipping duties and taxes
- Currency conversion
- Customs, clearance and payment of taxes
- Import licensing and documentation preparation

Who on your team is going to manage all of these moving parts?

Staff and resource limitations

Your equipment's on site! Now it's time to implement your new solution at your data center, but you may not have enough help, leading your team to ask:

- Do we have enough knowledgeable engineering resources to perform the implementation?
- Do we pull our high-value engineers off other work?
- Do we delay the roll-out until our engineers are available?
- Do you need an implementation partner?

Thankfully these disasters are worst-case situations, but it never hurts to prepare for them early in your buyer's journey—and choosing a seasoned value-added reseller can help significantly in foreseeing and preventing similar situations altogether.

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