

# Managing IT expectations in Business Transfer

Professor Dilip Patel  
Professor Shushma Patel  
Dr Aziz Ait-Braham

# How can technology accelerate business growth?

- Investing in technology
- Choice of technology
- Culture

# Productivity

- Accounting
- Payroll
- CRM
- ERP
- Digital marketing

# Technology investment

- Plan technology purchases
- Product vendors
- Expertise
- Strategic tool

# What needs to be done?

- Strategic planning
- Business improvements (List the problems, bottleneck and opportunities)
- Needs assessment
- Start-up and maintenance costs
- Staff engagement
- Vendor selection
- Security

# Questions?