

The Current State of IT Procurement

Sourcing Preferences are Changing for MSPs, VARs and Other Technology Firms

Quotes and proposals are essential pieces of the sales process and the process for procuring IT equipment and applications continues to evolve for MSPs, VARs, other IT services firms. Despite the challenges of the COVID-19 pandemic and ongoing supply chain shortages and disruption, it is **easier than ever to source products and solutions** from a larger and more diverse supplier community.

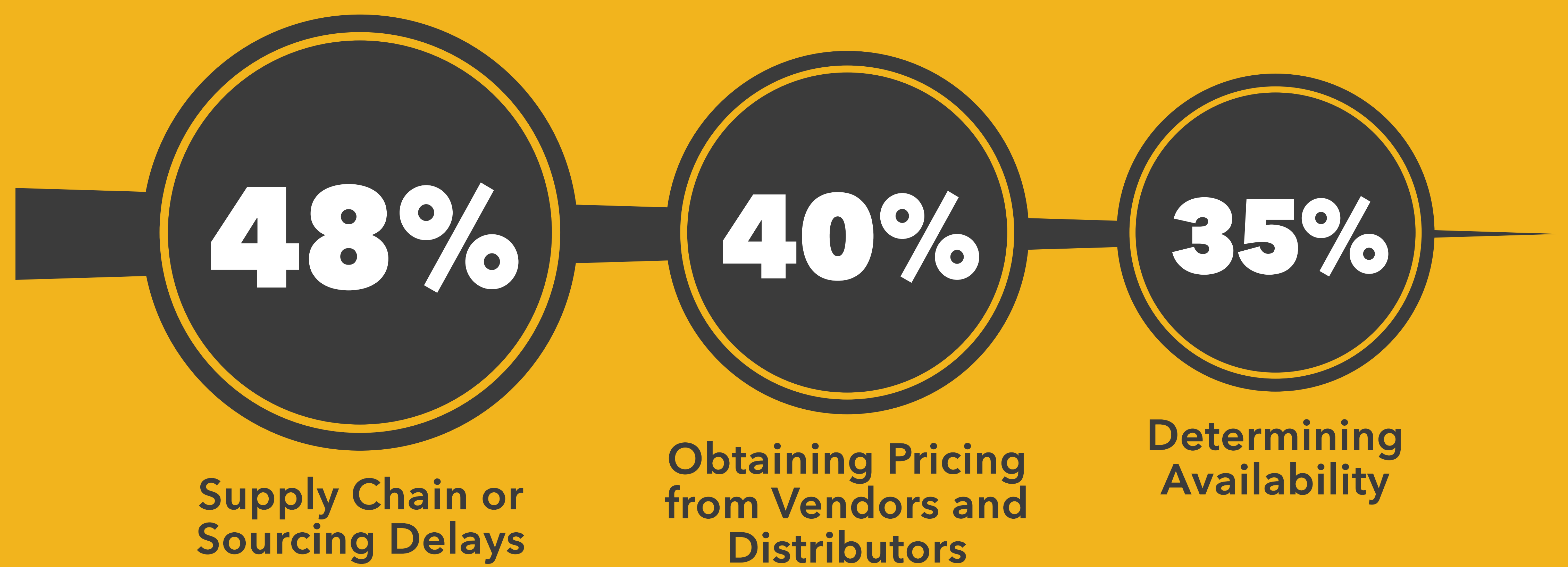


What Does that Ecosystem Look Like?

The **2022 QuoteWerks Trends in IT Procurement** report provides a snapshot of the current buying activities in the technology community.

[Download the Report](#)

What Are the Biggest Procurement Pain Points for IT Firms?



The Evolving IT Procurement Ecosystem



One Primary Distributor is **No Longer the Norm**



Nearly **2/3 Still Favor Distribution** as their Primary Suppliers

IT Quotes (By the Numbers)



Optimize the Procurement Process and Eliminate the Headaches with QuoteWerks

Visit our [website](#) to learn how the QuoteWerks sales quoting and proposal software solution can **improve and automate your CPQ and Quote-To-Cash sales process**.

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