

## 2. Statement of the Problems

In this research, two main questions about the people's value perceptions in Information Technology that makes them feel it is worth to make Information Technology investment that should be put in the research:

- Whether there are relationships between the Information Technology value perceptions with the Information Technology investment decision in a company.
- Whether there are impacts of Information Technology value perceptions with the Information Technology investment decision in a company.

The objectives of this research are:

- To investigate the correlation between people's Information Technology value perception with Information Technology investment decision
- To investigate contribution the information technology value perceptions in the information technology investment decision

With consideration of several factors within the company:

- The goal to achieve by investing in Information Technology
- Competitive advantage required to be able to compete in the industry
- Decision making in company
- Trend and technology adaptation in the company

Factors from the consumer are also considered:

- Efficiency expected
- Effectiveness expected
- Competitive advantage expected

And the benefits of this research are:

- For the users is they can consider the greatest value that they can get from an Information Technology package before deciding to purchase because some times it is not possible to purchase the whole system package.
- For recommender, purchasing, and decision maker in corporation/organization is they know who they should listen when it concern about features to use, and who they should listen when it concern about technology to be applied.
- For Information Technology supplier, this research can be used as a guidance to make a sales approach to make a sales deal.

Finally this research gives recommendation to people who involve in Information Technology investment decision.