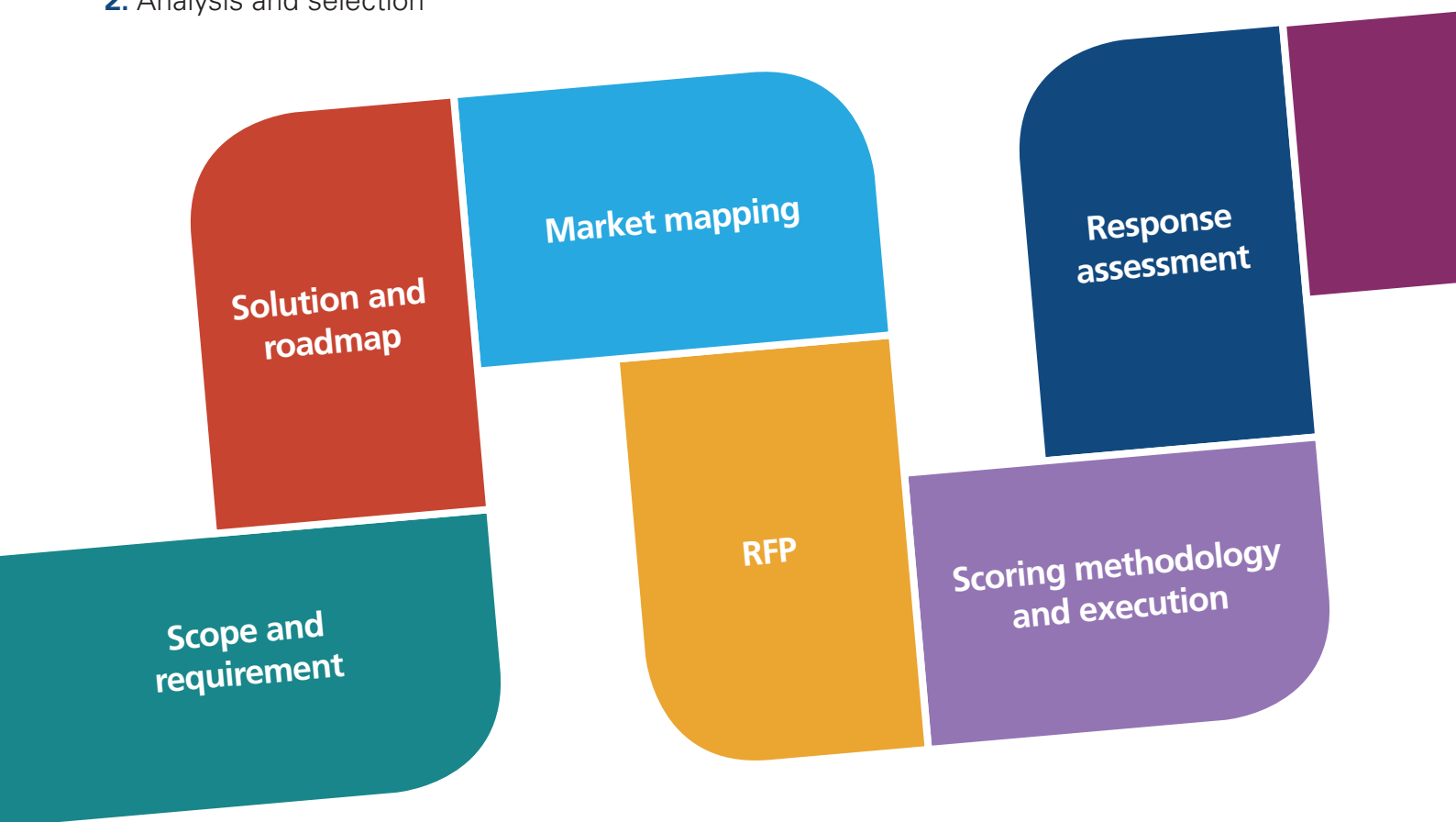


Our vendor selection assistance matches you to the technologies which best meet your needs. In common with all our advisory services, we draw extensively on our core research to aid our analysis and provide deep insight into the market and vendor capabilities.

The vendor selection process is in two key stages:

1. Requirements and information gathering
2. Analysis and selection



Requirements definition and information gathering

We help you in identifying your requirements and obtaining vendor material that can be easily mapped.

- Project scope
- Functional, technical and business requirements
- Solution architecture
- Technical architecture
- Roadmap
- Gap analyses
- Market mapping
- RFP

Analysis and selection

We develop methodologies and approaches for scoring, assessment and selection that fits your needs and culture.

Deliverables include:

- Customised scoring methodology
- Shortlist criteria and assessment approach
- Assistance with demo scripts
- Response assessment
- Business case development