



The objective of Sierra-Cedar's Vendor Solution service is to provide guidance and tools to your organization when it navigates the complex process of finding a new business solution. Our proven evaluation process is based on a thorough and impartial methodology that provides the following:

- Examination of the strategic objectives
- Discovery of your functional, technical, service, and support requirements
- Leveraging our tools/templates library for RFP creation and scoring tools
- Scripted demonstrations of key application functionality
- A thorough due diligence process
- Assistance with contract negotiations

Defining the Need

- Do you know what is "must have" vs. a "nice to have" in a new solution?
- How do you quickly sort the vendors to find those that have what you want?
- What do you ask other organizations about their satisfaction with a solution?
- Do you find it difficult to get solution vendors to show you pertinent information?
- Are you tired of "canned" sales demonstrations that create more questions?
- Is your evaluation team having trouble reaching a consensus?

The Benefits of Sierra-Cedar's Vendor Solution Evaluation Process

- Alignment of the technology project with relevant business goals and objectives
- Clear scope of business processes/requirements to support current/future needs
- An objective methodology with proven tools and templates
- Support for your cross-functional team members in identifying the solution
- Scripted demonstrations that directly address your specific requirements
- Facilitation techniques to help teams reach consensus efficiently and effectively

The Resulting Value of Sierra-Cedar's Vendor Evaluation Process

- Fact-based evaluation based on information relative to your business needs
- Vendor responses and demonstrations to identify the top solution
- High-level engagement and ownership among project team
- Detailed data (fit to requirements, references, TCO) to support your business case

C-Suite Services

Sierra-Cedar offers a comprehensive collection of management consulting services, from fee-based services to complimentary access to our proprietary world-class research. Our research is available via different media, live meetings, webinars, research papers, and blogs.

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Sierra-Cedar delivers industry-focused client success by providing consulting, technology, and managed services for the deployment, management, and optimization of next-generation applications and technology.