IT Vendor Evaluation

PKC Advisory
Collaborate. Innovate. Deliver

The **success** of any IT business solution or a **software** is not dependent on the spectrum of functionalities it provides but rather depends on how it has been **implemented** within the organization to effectively address its requirements. That is where the selection of the right **Implementation Partner** becomes very critical.

Such **decision** requires detailed evaluation of vendor attributes such as scope, experience, timelines, expectations, capabilities, cost and other critical factors.

- What should be the criteria?
- Does the vendor have enough experience?
- Does the vendor have relevant experience?
- Is the vendor qualified to do this Implementation?
- Is the vendor providing the correct timeline?
- Is the vendor providing the correct cost?
- Is the scope clear to the vendor?
- Does the vendor know about our current environment?
- Does the vendor have right team to deliver this?

Desirables

- Reasonable Pricing
- Relevant Credentials
- Optimized Timeline & Approach
- Experienced Team
- Product Understanding
- Process Understanding

PKC Advisory assists its clients to **evaluate** and select the most appropriate **vendor** that will help them in ensuring smooth and successful implementation of the IT solutions.

Our Approach

Stages	Focus Areas
1 Analyze	▪ Prepare a core team which will be part of entire lifecycle of implementation ▪ Conduct workshop to understand the business requirements ▪ Prioritize the requirements vis-à-vis "Critical" and "Nice to have" ▪ Conduct technical feasibility of requirements against the IT product ▪ Create the business requirement document (BRD) & obtain sign-off
2 Evaluate	▪ Create and float the RFP against the BRD, including adequate vendor evaluation criteria like case credentials, financials, years in business, quality of proposal, size of team, maintenance services, etc. ▪ Evaluate the responses and invite the vendors for the demo/ presentation ▪ Evaluate the proposals on technical and commercial parameters and provide the final scoring
3 Select	▪ Shortlist the primary and secondary vendor based on the scoring parameters ▪ Invite shortlisted vendors for the negotiation ▪ Facilitate in final selection and award of contract

Key Benefits

- Faster & Cost Effective
- Quality & Reliability
- Significant Savings in Organization's Time & Effort
- Scientific Evaluation based Approach
- Minimizing Subjectivity in Judgment

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