

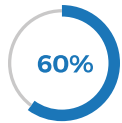
# Vendor Selection

Is Your Vendor Selection Process Unbiased and Defensible?

**Info-tech Consulting Services Provides Vendor-Agnostic Strategies To Help You Select the Technologies That Best Suit Your Business Needs.**

Organizations are increasingly dependent on technology vendors and service providers for essential business functions, meaning that choosing the right vendor should be a top priority. Vendor selection encompasses the stages associated with choosing and implementing strategic technology suppliers and partners. It requires the perfect balance of product efficiency, cost, and quality. Though the process can be politically charged, investing in selecting the right vendors results in greater ROI and better positions your organization for success.

Consider This:



Though 60% of respondents said they were directly involved in making IT decisions...



...Only 27% Of Those Respondents Actually Worked In IT. Are The Right People Involved In Your Organization's IT Decisions?

**Our Vendor Management Strategies Will Enable Your Organization To:**

- ✓ Build a case for change
- ✓ Find appropriate system functionality
- ✓ Select the right procurement vehicle
- ✓ Procure vendors more efficiently
- ✓ Stay on budget
- ✓ Secure management buy-in
- ✓ Enhance transparency
- ✓ Foster a productive workforce

**Our Approach: How Info-Tech Consultants Facilitate Strategic Vendor Management**

## Analysis

- Evaluate technical capabilities, key pain points, and challenges
- Provide insight with technology market overview analysis
- Analyze the cost and benefits to determine viability
- Recommend strategic direction
- Document functional and nonfunctional requirements

## Strategy

- Review and evaluate RFx
- Prioritize requirements for prospective vendors
- Develop RFI/RFQ/RFP drafts and measurements
- Facilitate communication and Q&A with vendors and suppliers
- Create demonstration scripts
- Write evaluation framework

## Delivery

- Make unbiased, independent recommendations to inform end-state solution
- Improve deal quality and engagement
- Support negotiation strategy around cost, features, services, and support to maximize value of contract
- Provide contract analysis

**For more on how we can help your organization select the right vendor for your business needs, please contact us at:**  
**[consultingsales@infotech.com](mailto:consultingsales@infotech.com)**