

Technology Selection Process

Requirements-driven technology selection made easy

A considered purchase for your business like a new phone or Enterprise Resource Planning (ERP) system is not something to take lightly. It's a big decision and a large capital investment with significant risk as what you purchase today may well support your business for 5-10 years. With so many potential vendors, solutions and technologies available and always changing, how do you determine the best match for your business requirements? The answer: NeuEon's Technology Selection Process (TSP).

The foundation for the TSP is a thorough understanding of your specific requirements – both business and technology – and an objective, weighted recommendations document. The TSP provides a structured and reasoned approach that translates your business needs and wants into specific system requirements. Better still, our analytic approach takes subjectivity out of the equation so you get the best solution for your business the first time, not just a solution. And while there are many ways to approach vendor and solution selection, NeuEon's TSP gets you there faster and easier.

Requirements driven. Business aligned.

NeuEon's TSP leverages a proprietary tool that has been refined, tested and utilized for over a decade to purchase solutions worth tens of millions of dollars. The tool streamlines the capture, validation and mapping of business/technology requirements to potential solutions, enabling NeuEon to quickly zero in on the right solutions and vendors instead of wasting time and money evaluating those that do not meet your needs. At the conclusion, the tool is provided to you to view all scores, notes and comments, as well as the final worksheet showing each vendor solution scored against your weighted requirements.

"With NeuEon we went from early discussion to vendor selection in two months. Trying to do this with our internal resources, it just would not have gotten done."

— Gary Neff, CEO, Park Assist

AT A GLANCE

WHAT

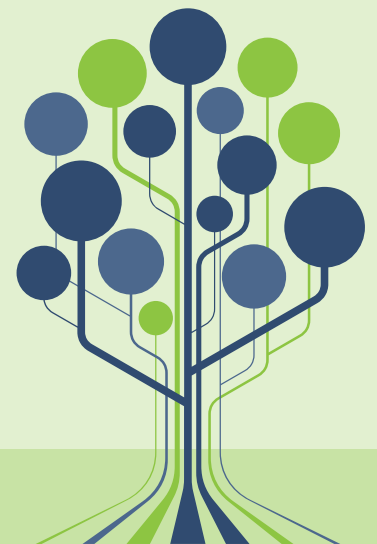
A requirements-driven methodology and proprietary decision support tool that helps with vendor/solution evaluation and selection

HOW

Vendor solutions are scored against weighted requirements to provide objective recommendations

WHY

Purchasing software, hardware or technology products/services that align with requirements maximizes return on investment and the positive impact on your business



As part of the process NeuEon will:

1. Interview key stakeholders to determine current requirements
2. Research comparable off-the-shelf solutions based on these requirements, leveraging our in-depth knowledge of many domains, vendors and solutions
3. Evaluate vendor offerings against requirements using a scorecard weighted to your requirements
4. Provide recommendations and a plan for implementation based on scores achieved along with an action plan based on cost, risk and technical feasibility

As a result, you can be 100 percent confident that NeuEon will only recommend vendors and solutions that match your specific requirements – never a favorite vendor or “cookie cutter” solution.



Managing your Request for Proposal (RFP) Process

As an optional service, NeuEon can manage the entire RFP process, including all vendor communication, information sessions and presentations. This process often begins with a formal Request for Information (RFI) to determine if solutions are viable and to solicit interest in bidding from prospective vendors. The RFI is an important first step in the complex product selection process and can often overwhelm companies with limited internal IT resources or technology expertise. Following the RFI process, a much smaller subset of vendors and solutions emerges and is considered through a focused RFP process.

To learn more about NeuEon’s Technology Selection Process and how it can help you select the best vendors and solutions for your business the first time, please email info@neueon.com or visit www.neueon.com.



About NeuEon

NeuEon is a boutique consulting firm dedicated to making our clients smarter about technology. Through our two core practices – Fractional CIO™ and Fractional CTO™ – our senior level consultants are able to lead and guide our clients through the quandary of aligning your business plan and goals to your technology strategy and objectives. Our consultants are made up of senior level business and technology leaders who have deep business and industry knowledge, unparalleled technology expertise and are rooted in methodology and process.