

# Technology Selection Process

*Applying proven methodologies to drive the right decisions for tech investments with the guidance to ensure it pays off*

Technology decisions should be driven by strategic analysis of business requirements, a deep understanding of the impact a technology investment will bring, a rigorous methodology to evaluate solutions, and a clear path on the needed process changes to maximize the ROI. Tech investments are often a large capital expenditures with significant risks and hurdles, since what is purchased today may support your company for the next 5-10 years and requires your teams to rethink key elements of your business. How do you determine the best solution for your specific business requirements? And how do you make the most of your investment by ensuring you have the right processes in place to maximize your investment? The answer: NeuEon's Technology Selection Process (TSP).

The foundation for NeuEon's TSP is a thorough and strategic understanding of specific goals for the tech investment – across all stakeholders. What problems are you trying to solve? And how do you best prepare so that your business is positioned to use this new technology fully and in the right way? This phase of the process ensures critical requirements are met for both current and future needs.

From there, NeuEon's TSP provides a disciplined approach that translates your business needs into specific requirements, then provides recommendations for the best technology. Because NeuEon is not aligned with specific vendors, we bring transparency and objectivity to the process. We recommend the choices that are best for your business – not ours.

Investing in the right technology alone will not alleviate the business issues you're trying to solve. Without a deep understanding of how to use the solution to its fullest and the impact the implementation will have on current processes within your company, your investment will fall short. How do you use this new technology to change your overall business for the better? How do you maximize your investment to achieve significant strides in key performance measures including operational cost savings, return on investment, and product/service quality? NeuEon will work with you and your team to ensure that your organization is structured in a way that leads to a smooth and effective transition, while maximizing your technology investment.

## Objective and Data-driven Decision Making

NeuEon's TSP leverages a proprietary tool that has been refined and tested for over a decade across business sizes and industries. The tool streamlines the capture, validation, and mapping of business and technology requirements for large-scale purchases – often worth tens of millions of dollars – allowing NeuEon to zero in on the right solutions and vendors to meet your needs. NeuEon shares the tool and accompanying results as key deliverables, ensuring full transparency of all scores, notes, comments, and each vendor solution scored against your weighted requirements.

## AT A GLANCE

### WHAT

A disciplined and data-driven, decision-making process for selecting technology aligned with business needs combined with expert guidance on aligning processes to maximize the investment.

### HOW

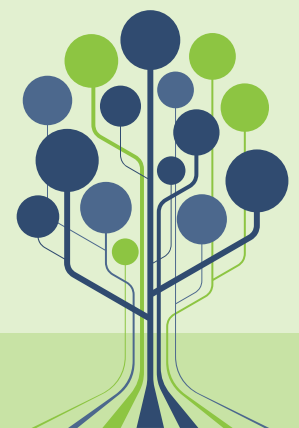
Strategic business goals and current process limitations across key stakeholders drive weighted and scored requirements, which are mapped and evaluated against all available solutions.

### WHY

Avoid risks of large technology investments, ensuring selections meet short- and long- term business goals and are then implemented alongside effective processes for the best ROI.

*“With NeuEon we went from early discussion to vendor selection in two months. Their objective perspective gave us the clarity and confidence we needed to know that our investment was the right one to support both our immediate and long-term business goals.”*

— Gary Neff, CEO, Park Assist



As part of the process NeuEon will:

1. Create a strategic roadmap after interviewing key stakeholders to determine current requirements including short- and long-term business goals and impact to current business processes.
2. Create a requirements set based on goals and research solutions, leveraging expert, in-depth knowledge of multiple domains (ERP, CRM, Security, etc.), vendors, and solutions.
3. Evaluate vendor offerings against requirements using a scorecard weighted to your requirements.
4. Provide strategic recommendations and a plan for implementation and process realignment based on scores achieved along with an action plan based on cost, risk, and technical feasibility.



### Managing Your Request for Proposal (RFP) Process

When the TSP is complete, NeuEon can manage the entire RFI and RFP process as an extended service, including all vendor communication, information sessions, and presentations.

### The NeuEon Difference

At NeuEon, we become part of your team. All of our senior consultants bring C-level leadership experience, including building and running companies. For over 10 years, clients have looked to NeuEon to find the best path forward and see recommendations through to completion.

We offer:

- Strategic planning and project execution
- Senior level experts with deep knowledge and experience
- Proven methodologies and best practices
- An endless thirst for uncovering best-in-class technologies
- Unbiased and objective advice

*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](mailto:info@neueon.com) or visit [neueon.com](http://neueon.com).*



## About NeuEon

**NeuEon** is a boutique consulting company focused on combining strategic technology transformation with practical implementation. For over a decade, the company has delivered measurable results for a wide roster of clients from start-ups to enterprise, with specialized services for the investor community. NeuEon's team of senior-level leaders with deep business and technology expertise apply proven methodologies and processes to enable clients to reach their objectives.