

Software Selections

Selecting new software, whether as an addition to existing systems or as a replacement of an outdated system, can be a daunting task. Identifying the options available to you is only half the battle. These decisions can affect your company's strategic outlook for many years, as they can impact your productivity and speed to market. Our team possesses in-depth domain knowledge and a proven methodology that will assist you in selecting a system that is not only optimal for your current operations but also creates long-term value for your organization.

The Service Offering

Often, system selection processes are driven solely by initial business requirements and the upfront costs of licensing and implementation. While these are critical factors, we believe that there is a bigger picture to consider. A customer should also evaluate items such as: alignment with long term business strategy, ongoing costs, technical platform, vendor experience and stability, and the ease of implementation and enhancement. As such, Salient CRGT has developed a comprehensive methodology that addresses virtually every aspect of the system selection process. Our custom approach is comprised of five main phases:

- ▶ Development of RFP including detailed business and technical requirements, evaluation criteria, and contractual terms and conditions
- ▶ Release of RFP to qualified vendors
- ▶ Proposal analysis and evaluation
- ▶ Selection of top contenders and facilitation of product demonstrations, site visits and other follow-up evaluations
- ▶ Contract negotiations and award

The Benefits

Engaging an independent consulting firm that specializes in developing RFP's and providing organizations with objective assistance is one of the best moves you can make to ensure that your new system implementation will be a success. Our deep experience and standardized approach allow you to:

- ▶ Quickly gain an understanding of the strengths and weaknesses of various software products and how they address the business needs of your organization
- ▶ Streamline the selection process and ease the burden on your staff while ensuring that the project progresses smoothly
- ▶ Maximize your technology investment while materially reducing the associated risk



The Value of Salient CRGT

Since 1992, our Commercial IT Services team has been successfully guiding customers through the process of evaluating, selecting, and implementing new software applications. We bring to the table a strong industry knowledge, technical acumen, and experience working with a wide variety of software providers. This knowledge allows us to provide exceptional value to you by:

- ▶ Providing a structured but scalable methodology that creates justifiable results
- ▶ Supplying a comprehensive set of system requirements that serve as a starting point
- ▶ Utilizing an objective, quantitative scoring model that has been time tested and proven successful