



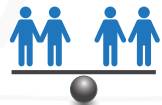
BRICKENDON | VENDOR SELECTION



VENDOR SELECTION CHALLENGES

Vendor Selection is a process often undervalued and perceived as a simple decision but it is one that contains many possible hurdles. Each hurdle relies on mature experience of the process in order to ensure the correct and most beneficial outcome.

Key Challenges:



REMAINING
UNBIASED ON
VENDORS



ASSESSING VENDOR
DIFFERENTIATION



MAXIMISING
DELIVERY VALUE



MISSED
REQUIREMENTS



ABSENCE OF
ESTABLISHED
PROCESS



TOO MUCH FOCUS
ON IMMEDIATE COST
SAVINGS



SECURING FAIR
PRICES



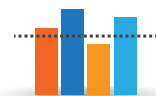
ESCALATING COSTS



LACK OF PREVIOUS
EXPERIENCE



POOR RF(X)
DOCUMENTATION



BENCHMARKING
CRITERIA



LACK OF QUALITY VENDOR
ENGAGEMENT AND
COMMUNICATION



VENDOR SELECTION AND DELIVERABLES



STAGE SUCCESS CRITERIA

01

ENGAGE
& DEFINE
PROBLEM

- Stakeholders – Full identification and involvement; Definition of responsibilities; Appropriate project team selection
- Vendor List – Relevant initial selections; Market research and knowledge of market
- Communication – Appropriate channels and Stakeholders
- Process – Defined process for timely, comprehensive and accurate recommendations

02

SHORTLIST
VENDORS

- Requirements – Prioritised functional, non-functional and measurable requirements
- Capabilities – Select initial list of vendors suitable to deliver key requirements

03

SOLICIT
VENDORS,
RESPOND
& REFINE

- RF(x) documentation – Clear and comprehensive templates; Standardised for vendors
- Vendor engagement – Appropriate engagements (collective/singular); Version control with data and requirement changes communicated; Defined points and process of contact; Proof of concept framework.

04

PROFILE
VENDORS

- Benchmarking – Scoring charts and applicable weightings; Requirement re-check and coverage assessment; Proof of concept soft skills check and assessment.

05

ADVISE &
RECOMMEND

- Assessment and comparison – Unbiased systematic review based on findings
- Decision and delivery – Clear and concise communication to senior audience



THE BRICKENDON BENEFITS

Brickendon is a structured technology management and consultancy firm. Our experience in defining and elaborating requirements and leading negotiations helps ensure selection and delivery of the optimum solution.



FASTER TIME-TO-MARKET

- Early identification of issues and opportunities
- Proven successful acceleration of deliveries by 20% compared to baseline plans



UNBIASED SELECTION

- No affiliation with software vendors
- Efficient, cost effective and innovative assessment



RELIABLE AND SUCCESSFUL PROCESS

- Concise process
- Standardised RF(x) documentation and author guidelines



IMPROVED SERVICE

- Detailed knowledge ensures good fit for business
- Established scorecards ensure the vendors are assessed effectively and efficiently



ALIGNING EXPECTATIONS

- Focus on stakeholder analysis, minimising the possibility of missed requirements
- Ensure stakeholders understand the capabilities and the progress through to delivery



COST REDUCTION

- Proven reductions in license fee and implementation cost savings (MUREX trading system implementation saved client in excess of \$10m)
- Total cost of ownership throughout lifecycle





BRICKENDON

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