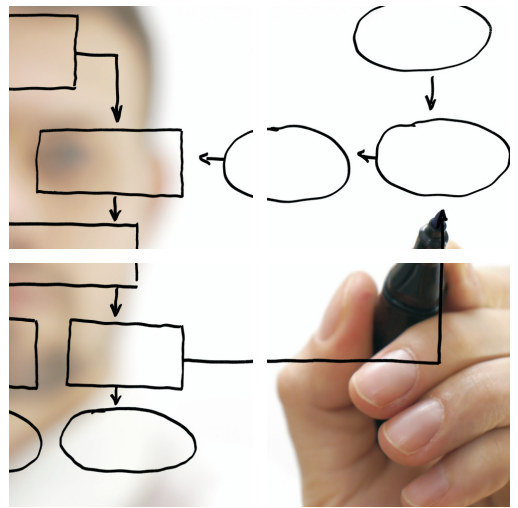


**Our
Business
Knowledge,
Your
Winning
Edge.**



Software Product Selection

Software Product Selection

A Chief Information Officer (CIO) of any large enterprise frequently needs to make decisions on selecting the most appropriate software product for required business functionality. Besides commercial evaluation, the CIO needs to take into account factors such as functionality match, software architecture, fit with current system landscape, amount of user training required and so on. She also needs to take into account the fact that different stakeholders would prioritize these factors quite differently. Nevertheless, their priorities are needed to be considered in proportion of their importance level for the decision-at-hand.

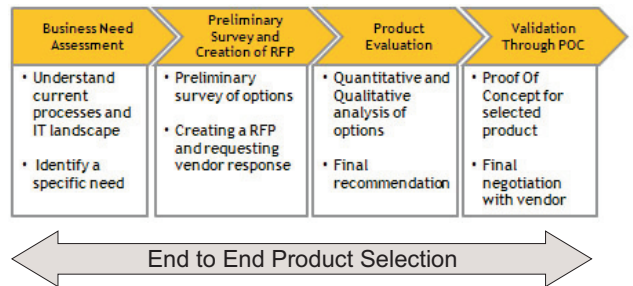
Since software products are typically complex, the CIO may need to consider inputs from multiple subject matter experts (SMEs), some of whom can come from outside the organization. Since both the stakeholders and SMEs would typically be spread across the geographies, it becomes difficult to get them into single room to have a face-to-face discussion and makes the decision. Moreover, the organization policies would need documentation of all inputs from all stakeholders and SMEs so that the decision can be analyzed later, for audits or continuous improvement purpose. It is also necessary that quantitative methods are used so that the decision making is objective and free from personal bias of decision makers.

Methodology

Our methodology is designed with the goal of providing you with the information and tools necessary to making the right software selection decision for your needs. We not only take into account the technical aspects but also consider business specific aspects. Our pool of consultants with strong functional expertise across various business areas brings along knowledge of industry trends and changing needs in your business.

Broadly, the engagement could be divided into four phases:

1. Business need assessment
2. Creating a tentative shortlist and exhaustive RFP
3. Product evaluation based on vendor response to RFP
4. Proof of concept for selected product

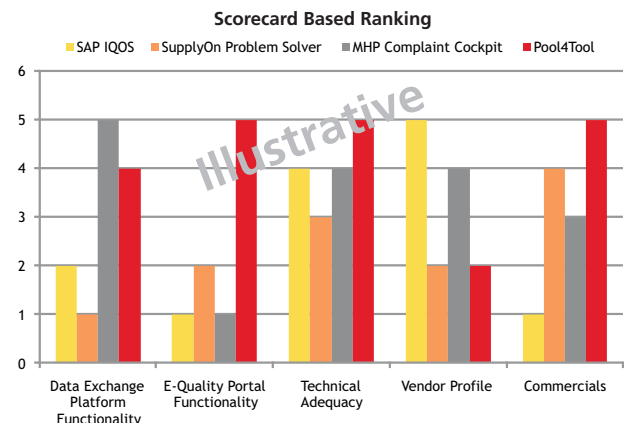


Solution Highlights

1. Strong quantitative foundation
2. Flexibility to adapt to changing business needs
3. Ability to incorporate qualitative inputs from stakeholders as well as Subject Matter Experts (SMEs)

The process supports use of Analytic Hierarchy Process (AHP) for prioritization of product features by multiple stakeholders and also for evaluation of software products by multiple subject matter experts (SMEs).

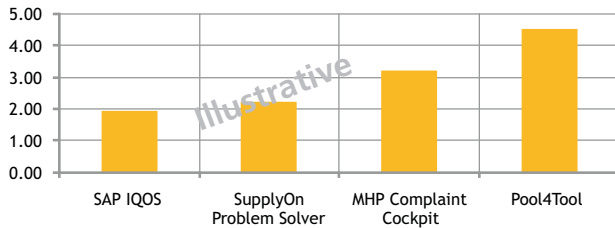
Once the product is selected, it has to be configured or customized as per the business requirements and to be integrated well in the existing IT landscape. We help you to manage both these activities by supervising the work of product implementation partner.



We provide the winning edge to our clients ensuring Business-to-IT Connect through expert-led consulting.

We provide vendor summary cards for each vendor in addition to reports that illustrate how each product fares across the various categories. Moreover, our ranking tool allows you to conduct a what-if analysis and choose a product that will adapt well to future needs.

Final Score



Benefits

Our consultants have rich functional and technical experience spanning several business areas and technologies. Since we are aware of challenges involved in IT services delivery, we provide actionable recommendations. We use best-of-the-class research and are in a position to help you select the best software product for your needs. In particular, our offering will help you:

- Make the right decisions based on both qualitative as well as quantitative analysis
- Lower acquisition and implementation costs
- Get support from key decision makers for the decision
- Eliminate individual biases



CASE STUDY

Client

The client is a leading North-American high-tech semiconductor manufacturer

Objectives

- Gather business requirements for price management solution
- Assess product offerings from four vendors
- Rank these product offerings

Solution Highlights

- Detailed interviews with 15 stakeholders
- 60-point functional scorecard
- 25-point technical scorecard
- Vendor summary card covering aspects such as technical architecture, reference check, pricing and licensing
- Recommendations for effective implementation

Value Delivered

- Helped select the best-fit product for the client's requirements
- Well-documented reasoning for the decision-making

Overall ranking based on functional and technical scores

