

SELECTING THE **RIGHT VENDORS** FOR PROJECT SUCCESS

Managing RFPs, Vendor Selection and Contract Negotiations

MSS Business Transformation Advisory's (MSSBTA) vendor selection services begin by confirming or defining the business case goals and expected ROI, which provides the structure and scope of work needed to select the right software and systems integration vendors.

MSSBTA uses our proven tools, techniques, and best practice processes, leveraging partnerships like APQC, to work with your team to identify critical business requirements.

Leveraging partnerships, like Gartner, MSSBTA researches software products that best fit your company's profile. Once software vendors are identified, MSSBTA:

- ▼ Issues an RFP incorporating your critical business requirements
- ▼ Manages the vendor interactions
- ▼ Evaluates responses against your requirements
- ▼ Prepares a short list of aligned vendors
- ▼ Coordinates and evaluates software demonstrations based on scripts prepared by MSSBTA and your team

Once you have selected the right software, MSSBTA will complete a similar process to select the right partner to help implement the chosen solution. Key considerations here are experience implementing the chosen solution, price point, and company stability.

Finally, MSSBTA will assist in the contract negotiation process with both vendors to ensure appropriate alignment and completeness.

MSSBTA provides leadership, governance and accountability throughout the process to drive the success of the effort

WHAT'S NEXT? Use MSSBTA's Vendor Selection services to prepare your company for its next transformation project.

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VENDOR SELECTION Services

1



**Identify critical
business
requirements**

2



**Select vendors that
meet business
requirements**

3



**Manage vendor
contract
negotiations**