

TECHNOLOGY SELECTION AND PROCUREMENT METHODOLOGY



Putting it into action:

Phase 1: Alignment

- 1
 - Determine internal business drivers.
 - Deliver task force toolkit training.
 - Deliver orientation for executives and stakeholders.

Phase 2: Discovery

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 - During a two-day, on-site session, conduct internal interviews of all stakeholders to uncover functional and technical requirements.
 - Facilitate the development of use case scenarios based on identified business and functional needs and internal processes.

Phase 3: Technology and Vendor Evaluation

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 - Using applicable Bersin & Associates research, develop RFI and RFP.
 - Establish short list of applicable solution providers.
 - Assist in use of evaluation scorecards.
 - Assist in structuring on-site vendor evaluations.

Phase 4: Technology and Vendor Selection

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 - Support final selection.
 - Advise on contract negotiations.

Phase 5: Technology Implementation Support

- 5
 - Advise on change management processes, including those related to organization and governance.
 - Assist in developing and executing implementation strategy.