

One of the most daunting aspects of adopting a new enterprise technology platform is actually deciding which platform to adopt.

When considering the purchase of a new ERP, CRM, BI, or other enterprise platform, the stakes are high:

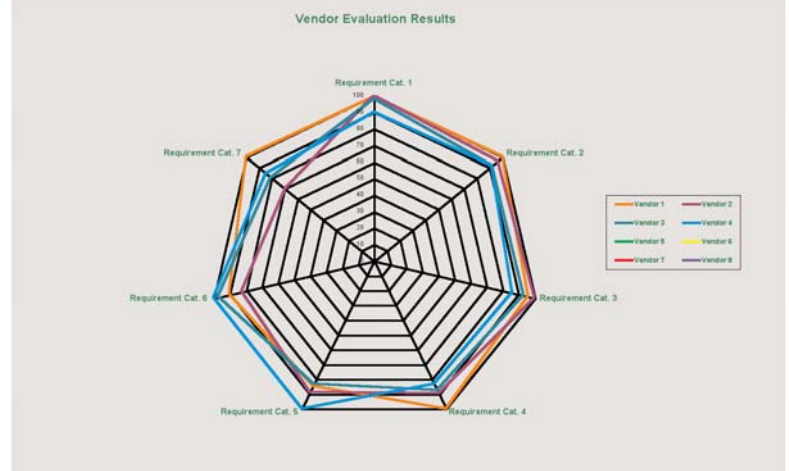
- Substantial capital expenses for licenses and hardware
- Significant ongoing operational expenses for implementation, integration, maintenance, and administration
- Weighty objectives and lofty expectations for the desired competitive advantages and ROI resulting from the system
- Intense political pressure to meet sometimes competing departmental goals.

Pick the right system, and your personal, and perhaps corporate, stock will rise. Make the wrong choice, however, and your job, perhaps your career, may be over, and your company's fate may soon follow.

Integra Technology Consulting recognizes the challenges and risks inherent in enterprise system selections. We also know the value the "right" system, properly implemented, can bring to an organization. To help our clients overcome these challenges and reap the rewards of appropriate enabling technology, we have developed our unique Technology Evaluation and Selection (TES) Methodology and Toolkit.

Integra's rigorous TES Methodology is focused around a structured process for discretely defining and weighting selection requirements,

Integra Technology Evaluation and Selection Vendor Scorecard								
Requirement Category	Vendor							
	Vendor 1	Vendor 2	Vendor 3	Vendor 4	Vendor 5	Vendor 6	Vendor 7	Vendor 8
Requirement Cat. 1	99.34	100.00	98.00	90.01	0.00	0.00	0.00	0.00
Requirement Cat. 2	100.00	96.48	92.03	91.97	0.00	0.00	0.00	0.00
Requirement Cat. 3	95.98	100.00	93.26	86.10	0.00	0.00	0.00	0.00
Requirement Cat. 4	100.00	89.54	87.43	83.31	0.00	0.00	0.00	0.00
Requirement Cat. 5	84.56	88.80	83.23	100.00	0.00	0.00	0.00	0.00
Requirement Cat. 6	90.25	82.61	97.01	100.00	0.00	0.00	0.00	0.00
Requirement Cat. 7	100.00	69.56	80.65	84.47	0.00	0.00	0.00	0.00
Overall Index Score:	100.00	89.72	78.08	78.81	0.00	0.00	0.00	0.00



and quantitatively assessing candidate technology offerings against those requirements. Our methodology also encompasses our comprehensive approach to forecasting Total Cost of Ownership (TCO), to help our clients effectively compare the true costs of various systems, even when pitting on-premise solutions against on-demand (hosted) solutions.

### Our Approach

Our approach to helping our clients evaluate and select enterprise technology platforms begins with a structured process for constituting the selection committee, ensuring that all appropriate constituencies have a voice in the process.

Once the selection committee is constituted, we lead our clients through the process of identifying high-level business/functional and technical requirements. These requirements become an input to our consultants as they leverage their knowledge and expertise in the particular application area in question

to identify an initial group of candidate applications suitable for further evaluation.

Concurrent with the process of identifying the “working list” of candidate applications to evaluate, our consultants work closely with our clients to expand the initial list of high-level requirements into intermediate-level technical, functional, and non-functional requirements. Employing facilitated workshops, we then assist our clients in weighting and prioritizing these requirements, as they become the foundation upon which the quantitative comparison of systems is based — as well as a springboard into defining detailed requirements during implementation.

After requirements have been defined and weighted, our consultants liaise with the product vendors on behalf of the client, communicating requirements and arranging vendor presentations and product demonstrations in a consistent, unbiased manner. By serving as an independent intermediary between our clients and the technology vendors, our consultants preserve the objectivity and integrity of the selection process, truly making the selection an “arms length” decision.

Throughout the structured presentations and product & business scenario demonstrations, we guide our clients through a quantitative scoring process, wherein each member of the selection committee assesses the fit of each vendor’s offerings against the defined requirements. The results of this scoring process are

analyzed using our proprietary TES Toolkit, and these results become a key input to the final selection decision.

In addition to the quantitative scoring process, Integra’s consultants also guide our clients through conducting a detailed Total Cost of Ownership analysis of each vendor’s offerings, using our TCO Analyzer tool. The results of this TCO analysis become another key input to the final selection decision.

Finally, once the results of the quantitative evaluation process and TCO analysis are known, Integra’s consultants facilitate a workshop to communicate those results to the selection committee, and guide the selection committee through a structured voting process. The outcome of this voting process forms the basis of the recommendation of the selection committee to executive management, to which our consultants give voice in the Final Report of Findings and Recommendations.

Integra’s approach to conducting technology evaluation and selection projects is exceptionally thorough and rigorous, because the rewards for making the right choice are high, and the costs of making the wrong selection are enormous.

Contact us today to discuss your technology evaluation and selection needs in more detail, and learn how Integra’s industry-experienced consultants can leverage our TES Methodology to help you take risk out of your enterprise technology selection process.



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