

http://www

Business Application Selection

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Aetion's experience as a consulting and technology firm has proved an invaluable resource to clients who need someone on their side during the software search, selection and implementation process.

Proven best practices **mitigate business risk** and considerably **reduce time, cost** and **effort** involved in selecting a software tool.

PROVEN METHODOLOGY, UNBIASED RESULTS

The selection process can be expensive, overwhelming at times, and the risk can be extremely high – especially when timelines slip, budgets overrun and the needs of stakeholders and expectations of executive management are not met.

Aetion Corporation provides a streamlined process with a proven set of best practices that mitigate business risk and reduce the time, cost and effort involved in selecting a Business Application Software system.

Aetion's consultants can help you make an informed business decision by following best practices and our past experience to meet the business need.



METHODOLOGY

1. Define and classify Business, Functional and Technical Requirements by conducting facilitated sessions.
2. Leverage Research Reports (Gartner, Forrester etc.) to provide guidance on the vendors and products that are capable of meeting the business need.
3. Assess Vendor capabilities by researching market share, growth, financial strength, existing clients and quality of technical support.
4. Prepare preliminary cost model for each vendor covering licensing, technical support, maintenance, training, hardware, software and consulting requirements.
5. Establish First Pass Vendor Shortlist of 3 to 5 vendors.
6. Schedule tailored vendor presentations based on the defined requirements.
7. Establish Second Pass shortlist and review Proof of Concept delivery.
8. Make an informed Business Decision.

Aetion consultants may remain engaged after the selection process, and assume the role of the Project Manager, assisting the vendor to implement on time and on budget.



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