



Budgeting & Planning ♦ Financial Reporting & Consolidation ♦
Dashboards & Scorecards ♦ Profit & Operational Optimization

Performance Management Vendor Evaluation Services

Expert guidance in preparing for and completing Performance Management solution evaluations

The objective of these fixed fee business advisory services is to provide expert guidance in identifying, evaluating, and selecting the right Performance Management solution for your unique business requirements. Our vendor neutral Performance Management experts can provide:

As an organization starts down the performance management path, the likelihood of success of their initiative is closely tied to financial process enhancements and technology solution selection decisions based on expert knowledge. BPM Partners publishes the annual Vendor Landscape Matrix (VLM) which contains high level profiles of all the core vendors competing for your business within the Performance Management solution market. However, the VLM does not help organizations address critical questions such as:

- How does an organization make an informed decision when all vendor demos and websites look nearly identical?
- Which vendors are best suited for your unique current and future needs?
- Which may have capabilities specific to your industry or market?

BPM Partners' Vendor Evaluation Services allow you to cost-effectively add a performance management expert to your team to ensure you thoroughly evaluate appropriate vendors capable of meeting your specific needs. Choose from our Premier Service, Value Pack, Express Service, or Validation Service.

- ▶ **Definition of functional and technical requirements** to enable a razor-sharp focus on your unique needs.
- ▶ **Creation of Request for Proposal**, if required by your company, that asks the right questions at the right level of detail to ensure meaningful responses.
- ▶ **Identification of recommended vendors** that meet defined functional and technical requirements utilizing BPM Partners vendor knowledgebase covering all the key vendors.
- ▶ **Development of vendor evaluation demonstration agenda** and comprehensive proof-of-concept material to ensure extensive evaluation of how the application is built, maintained, and used.
- ▶ **Orchestration of vendor meetings** which includes identifying the right contacts, coordinating schedules, and educating the vendors on your specific needs so they can provide customized and focused demos.
- ▶ **Participation in vendor demonstrations** asking tough questions to make sure you get a look under the hood and enough real-world detail to make an informed decision.
- ▶ **Evaluation and scoring** of vendor RFP responses and demo evaluations (utilizing our graphical scoring tool).
- ▶ **Recommendation** of the vendor that best meets functional, budget, and timeframe requirements.
- ▶ **Guidance in completing vendor customer references** using BPM Partners Reference Questionnaire.
- ▶ **Negotiation advice for both software and services** to ensure you buy only what you need, at the best available price and terms.

Key deliverables include: Education and Scoping Session, Application Requirements Report with Roadmap, Vendor Recommendations Report, Customized Proof-of-Concept Demonstration Script, Graphical Evaluation and Scoring Tool, and guidance in completing purchase agreements.



What are the benefits of working with BPM Partners?

If you start your performance management journey with BPM Partners your strategic initiatives have the best chance of success. Our experienced team can help you with the following deliverables:

- Establishment or review of your performance management enhancement strategy and initiatives.
- A comprehensive written roadmap that addresses today's business pains and lays out a path to deliver the full benefits of performance management over time.
- Detailed requirements that represent the needs of all key stakeholders, are performance management specific, and grounded in reality.
- Identification of the vendors uniquely capable of meeting your detailed functional, technical and commercial requirements.
- The final selection of solutions that best meet your requirements, long-term vision and budgetary/staffing constraints.
- Management of your performance improvement initiative using best practices that save time, money, resources and avoid common pitfalls.

"BPM Partners provided structured processes, tools, contacts, expertise and insight into the vendors that we didn't have in-house. Their guidance and processes were tremendously valuable in achieving a decision that all of our key stakeholders could own."

VP, Financial Reporting
HCC Insurance Holdings

All of BPM Partners' services are provided for a fixed fee. Your investment in performance management solution advisory services from BPM Partners will enable your organization to reduce software, service, annual maintenance, and internal resource costs to achieve your total cost of ownership (TCO) and return on investment (ROI) goals while minimizing the risks inherent in any performance management initiative.

Let BPM Partners get you off to a good start – and a strong finish. Call us at +1 203.359.5677 or email info@bpmpartners.com.

In today's market, every company needs to do everything in their power to increase their competitiveness. Our clients tell us that the choice is obvious: When you are ready to begin your performance management initiative, contact BPM Partners first. That's the road to success.



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