



VIEWPOINT ANALYSIS

PRE-PURCHASE DUE DILIGENCE REPORT

Is this a good technology investment? Have we spoken to other customers? Are we getting a good deal? Are they a safe bet for the future? Have we looked at alternate options?

The Pre-Purchase Due Diligence Report provides a complete 360-degree review of the IT vendor and the associated product/service. The report is targeted at the budget holder (CIO/Finance Director) and supports the investment decision with third-party impartial analysis of the decision to buy.

The Pre-Purchase Report provides a variety of data points to ensure that any purchase decision can be fully considered before any investment is made.

Key Deliverables

- **Interviews with existing customers** - Full call transcripts are provided where applicable and approved by the customer.
- **Financial Analysis** - key financial facts and figures associated with the vendor.
- **A mini 'Vendor Viewpoint'** - providing Viewpoint Analysis' opinion of the business and looking at key aspects including Market Buzz, Expective Trajectory and Company Vision.
- **Management Insight** - assessing the key global and country-based management team and our suggestions as to the most appropriate escalation routes should they become needed.
- **Opportunities & Cautions** - recommendations for improvements where appropriate.
- **Commercial Recommendations** - where requested, Viewpoint Analysis will comment and recommend improvements to the commercial terms associated with the final proposal.
- **Ad-hoc Issues** - where appropriate, Viewpoint Analysis will also endeavour to look into any specific areas of concern on a case by case basis.

The Pre-Purchase Due Diligence Report aims to reduce project risk, save money and lower the chances of a misstep in the purchasing process. In the current economic downturn, it has never been more vital to ensure that every penny is spent wisely and that investment cases are taken with a cool head.