

VENDOR SELECTION SERVICES

SERVICE BROCHURE



VIEWPOINT ANALYSIS

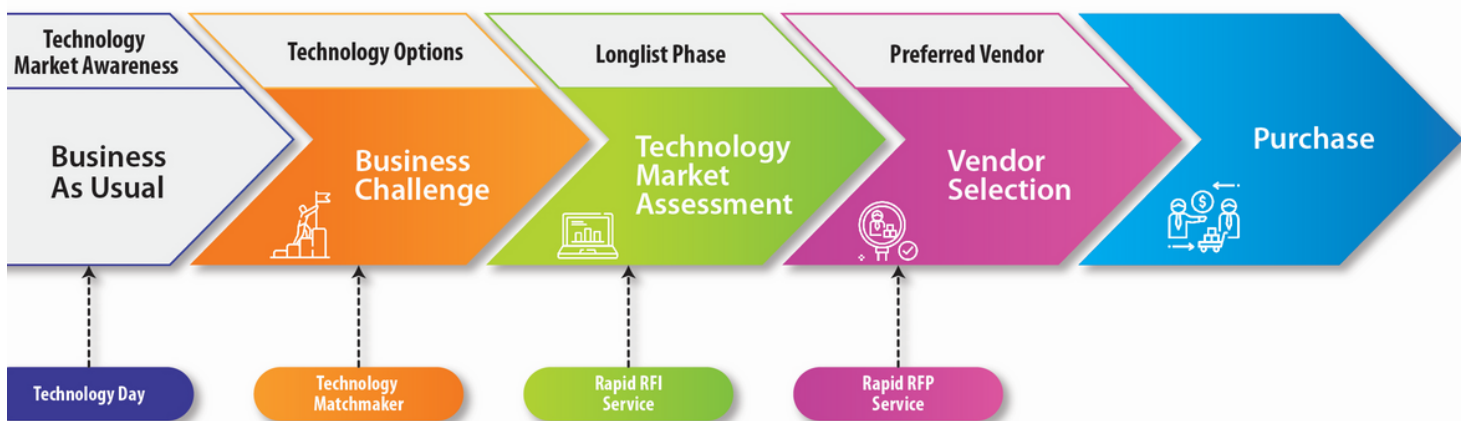
VENDOR SELECTION SERVICES

Viewpoint Analysis act as **Technology Matchmakers** - helping businesses to find and select the best technology to meet their needs.

Coming from a vendor sales background, we know the technology vendors inside and out, and we hold relationships with many different technology providers, from software to hardware and from implementation partners to systems integrators. Whatever your technology needs, our aim is to find the best partner to satisfy your requirement.

Our four key services span the technology procurement process - from initial ideas and options through to vendor selection - and everything in between.

Technology Procurement Lifecycle



We aim to help businesses to find, select and buy enterprise technology:

- **Technology Day** - creating your own technology event designed just for you and your specific needs. Ideal for keeping up to date on the key technology in your industry.
- **Technology Matchmaker** - we write up your business requirement and promote it to the vendor community and invite them to present how they can help you.
- **Rapid RFI (RRFI)** - our super-fast market assessment designed to drive out your shortlist and ensure that the vendor community wants to be a part of your process.
- **Rapid RFP (RRFP)** - moving from shortlist to preferred vendor in a few short weeks.



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TECHNOLOGY DAY

We bring the leading technology vendors to present to you and your team. Think of it like a vendor conference, but built just for you and on your terms.

You decide the topic. You decide the vendors that you would like to hear from. You decide the size - from ballroom to boardroom. You decide the length. It's a great way to bring new ideas and inspiration to the business and to find the next technology project that will take your company, department, or division forwards.

What do you want to learn about? What will be useful for your business and your team?

Learn more at www.viewpointanalysis.com/technology-day

TECHNOLOGY MATCHMAKER

For customers who have a business issue and know that technology can help, but don't know how, and are unsure where to turn, our Technology Matchmaker is the answer.

We work to understand your requirement, and then bring a variety of vendors to present how they can solve your challenge. We place the problem in their hands and ask them to showcase how their technology or partners can be the solution. All you need to do is to sit back and listen to their ideas and suggestions.

Leading with a problem statement is a great way to gain fresh ideas from the vendor community. What's your challenge right now?

We have a range of matchmakers designed for every line of business and for key needs - such as the HR Technology Matchmaker, Data Technology Matchmaker, Transformation Technology Matchmaker - and over a dozen more.

Learn more at www.viewpointanalysis.com/matchmaker-service



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RAPID RFI (RRFI)

A 'Request for Information' (RFI) is the most common way to run an initial market assessment - but it invariably takes too long, and convincing the technology vendor community to take part can be a real challenge. Our Rapid RRFI changes the game completely and removes these two key issues.

We:

- Interview your team to understand the need.
- Work with you to build the 'longlist' of technology vendors.
- Write the RRFI document for you - in vendor-friendly language.
- Use our network of contacts to quickly gain access to the vendor sales teams.
- Run the process, acting as the main point of contact and reducing admin for your team.
- Guide and advise on the scoring and shortlist build.

Learn more at www.viewpointanalysis.com/rapid-rfi

RAPID RFP (RRFP)

For those who already have a shortlist of vendors and want to move to select their preferred bidder, our **Rapid RFP** is designed to be the quickest selection process on the market. We streamline the process by taking away all the unnecessary steps - helping you shortcut the time to select and ultimately bringing forward your project start date.

We:

- Provide pre-built RFP templates.
- Write your briefing document.
- Prepare the vendors and answer the qualification requirements.
- Host the vendor Q&A call.
- Provide commercial guidance and advice throughout (including vendor head-to-head comparisons) to help reach the ultimate vendor decision.

Our aim is to make the process simple for both the buying and selling parties, with the ability to reach a vendor selection in as little as a fortnight.

Learn more at www.viewpointanalysis.com/vendor-selection



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TECHNOLOGY MATCHMAKER SERVICES

COMMERCIALS

We want to ensure that you get the best technology solution as efficiently and cost-effectively as possible. Our services are therefore priced accordingly and start (Technology Day) from as little as just **£5,000 + VAT**.

Who Are Viewpoint Analysis?

We are Technology Matchmakers....

Viewpoint Analysis Ltd aims to build a bridge between companies with a technology need and the exciting technology vendors that can meet your need. A Technology Matchmaker for want of a better term. Our vendor selection services include:

- **Technology Ideas & Options**

Do you know that you need technology but are not sure what and where to turn? Our 'Technology Matchmaker' and our 'Technology Day' service bring amazing vendors to your door with new ideas and capabilities.

- **Market Assessment - Rapid RFI Service (RRFI)**

Our Rapid RFI (RRFI) connects your business requirement with the technology vendors who can satisfy it. A great way to run an initial market assessment ahead of a final selection process.

- **Vendor Selection - Rapid RFP Service (RRFP)**

Our 'Rapid RFP' - is for businesses who want to run an RFP process but want to make a quick decision. We run the whole process - with pre-built RFP templates, streamlined processes. and a focus on driving the team forward to find the very best solution on the market.

Contactus@viewpointanalysis.com



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