

TRANSFORMATION TECHNOLOGY MATCHMAKER

SERVICE BROCHURE



VIEWPOINT ANALYSIS

TRANSFORMATION TECHNOLOGY MATCHMAKER

Transformation Technology Matchmaker

Viewpoint Analysis act as a Technology Matchmaker. The Transformation Technology Matchmaker service is designed exclusively for transformation and strategy leaders to either **find** or **select** enterprise technology to meet their needs - or a combination of the two, depending upon where they are in their process.

Finding New Technology

Our '**Transformation Technology Matchmaker**' helps to bring new technology ideas to solve a particular problem, It sees us introduce some of the world's leading technology vendors to discuss how they would attempt to address your issue, leaving you to sit back and listen to a range of suggestions and hear the latest capabilities to transform your company and industry.

How does the Transformation Technology Matchmaker work?

The Technology Technology Matchmaker is all about you and your challenges. As such, we focus our attention and the attention of the technology vendors on your specific need.

- We interview you to understand your issue or area of interest.
- We write a 'problem statement' in vendor-friendly language.
- We contact the technology vendor community to request their assistance and share the problem statement with them.
- We invite the vendors to present at a 'Matchmaker' event built specifically for you where we host a series of vendor presentations aimed to show how they would tackle your specific issue.
- You and your team sit back and listen to their ideas and suggestions.

It's a fantastic way to bring new technology ideas and suggestions to your team - and hopefully, it will kickstart your new IT project.

More information about the Transformation Ideas Matchmaker can be found at:
www.viewpointanalysis.com/transformation-technology-matchmaker



VIEWPOINT ANALYSIS

TRANSFORMATION TECHNOLOGY MATCHMAKER

Selecting New Technology

If you are starting a new project and know that you need a specific type of technology solution, we help the team to **select** the right technology vendor through a combination of our **Rapid RFI (RRFI) and Rapid RFP (RRFP)** Vendor Selection services.

How do our IT selection services work?

Our aim is to help the team quickly assess the marketplace using our Rapid RFI to understand the options that are available to select from, Once a shortlist of potential partners is found, we run a super-quick selection process (the RRFP) to choose the

Rapid RFI - we run a quick market assessment to enable our customer to understand the options open to them. At this stage we are looking for ideas and to review a longlist of vendors ahead of taking them down to a shortlist.

Vendor Selection - Once we have a shortlist, our Rapid RFP (RRFP) sees Viewpoint Analysis take the weight and run a game-changing RFP to find the preferred vendor. As the name suggests, the RRFP is all about speed - making it easy for the selection team and the technology vendors.

Our help doesn't stop there, we also package a number of supporting services to help make sure you have made the right decision and to help with your final vendor selection. These include:

- **Vendor Head-to-Head Report** - where we compare your final two vendors across 15 different metrics.
- **Deal Mediation** - where we will work with you to resolve any vendor roadblocks.
- **Pre-Purchase Report** - a 360-degree report into your 'preferred vendor', ideal for supporting your investment case and giving the team peace of mind.

Find out more about how we can help with your vendor selection at:
www.viewpointanalysis.com/vendor-selection



VIEWPOINT ANALYSIS

TRANSFORMATION TECHNOLOGY MATCHMAKER

SUMMARY

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 are modular in approach. We can help you find or select (or both) your new solution - offering the right support at the right time with the most appropriate help.

Email us at contactus@viewpointanalysis.com

Who Are Viewpoint Analysis?

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 services include:

- **Technology Matchmaker Service**

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

- **Rapid RFI (RRFI)**

Our Rapid RFI is a super quick market assessment - taking your team from the longlist of options, to your shortlist in a few short hops. We handle the whole process and save your team time and stress.

- **Rapid RFP (RRFP)**

Our 'Rapid RFP' is for customers who want to run an RFP process but want to make a quick decision and take a different approach to the old-fashioned RFP process of yesteryear. A completely streamlined process where we go from shortlist to vendor selection in super-quick time.



VIEWPOINT ANALYSIS

Viewpoint Analysis Ltd. 3rd Floor, St Paul's House. 23 Park Square South. Leeds, LS1 2ND

www.viewpointanalysis.com

Viewpoint Analysis Ltd is a company registered in England & Wales (company number 13211084)