

30 DAY TECHNOLOGY SELECTION

Introduction

If you have a technology project that needs to get started quickly, our 30-Day Technology Selection Process could be for you. Combining the best parts of our Rapid RFI (RRFI) and Rapid RFP (RRFP) processes, we help our clients go from a 'longlist' to a preferred vendor decision in 30 days or less.

How does the 30-day process work?

We take the best parts of our Rapid RFI and Rapid RFP processes to drive the quickest technology selection process in the IT industry. It's also a state of mind. Viewpoint Analysis encourages the internal selection team and the vendor participants to buy into the art of the possible. There is no reason why technology selection should take months to conclude, provided we have the right attitude, the right process, and aspirational timescales.

How do we go from a standing start to a preferred vendor decision in just 30 days? Here's an example of what we aim to achieve each week:

- **Week 0** - Inform vendors / Interview the team / Write the document.
- **Week 1** - Issue the Challenge Statement / Host the Customer Q&A call.
- **Week 2** - Responses received and vendor initial presentations hosted.
- **Week 3** - Shortlisting and additional questions published.
- **Week 4** - Final Submissions / Final Pitches / Team Scoring.

What can be purchased using the service?

The service is designed to cater to any technology purchase - this might be software, cloud, services, hardware - or anything. It does not matter what is being purchased because our process is built on a 'Problem Statement' approach - a business need that we ask the vendors/service providers to address with their solution. As such, whether it be a new CRM or ERP system, an IT outsourcing contract, or a new laptop estate, the process delivers each and every time.

An ideal customer might be a team that really needs to buy quickly to deliver a project that has tight timescales. However, it's also ideal for buying teams that have lost their way and need to inject process and urgency into their technology procurement decision.

Why Viewpoint Analysis?

Viewpoint Analysis is a unique business. We sit in the middle of the IT buyer and IT seller equation - helping business leaders to find and select new enterprise technology. We have sold enterprise technology for some of the most respected IT companies, and run numerous selection processes to buy from them too. It's this unique viewpoint that makes us who we are.

Want to learn more? Check out our Voice of the Buyer Services at:

<https://www.viewpointanalysis.com/30-day-technology-selection>



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WHO ARE WE?

Viewpoint Analysis is a **Technology Matchmaker** - we help business leaders quickly find and select new enterprise technology, and IT vendors research, target, and communicate with their customers. We sit uniquely between buyers and sellers of technology. Our **Technology Selection** services include areas like.

- **Innovation Series**

Want to keep ahead of the technology changes in your industry or function? The Technology Innovation Series helps to do just that as we bring a series of vendors to present what they do and how they help.

- **Technology Matchmaker Service**

If you have an upcoming project or a particular challenge that you really need to solve, our Technology Matchmaker can help. Using a 'Dragons' Den-style' approach, we bring different vendors to pitch how they can help you - just sit back, listen, and decide.

- **Rapid RFI (RRFI)**

The fastest way to go from a 'longlist' of potential technology partners to a shortlist that you can then issue an RFP. The Rapid RFI streamlines the selection process to quickly establish the key partners you need to spend your time with.

- **Rapid RFP (RRFP)**

There is no quicker RFP process - our Rapid RFP (RRFP) takes buying teams from a shortlist to a preferred vendor in a few short hops - and includes a range of supporting services to help the buying team select with confidence.

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