



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 BPM initiative is closely tied to process enhancements and technology solution selection decisions based on relevant knowledge. BPM Partners publishes the annual BPM Buyers Guide which contains high level profiles of more than 90 vendors competing for your business within the Performance Management solution market. The Buyers Guide does not help organizations address critical questions such as:

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

BPM Partners' Vendor Evaluation Services allow you to cost-effectively add a BPM expert to your team to ensure you thoroughly evaluate appropriate vendors capable of meeting your performance management needs.

- ▶ **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 100+ vendors.
- ▶ **Development of vendor evaluation demonstration agenda** and comprehensive proof-of-concept material to ensure extensive evaluation of how BPM application is build, 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.

Key deliverables include a customized vendor demonstration agenda, a graphical scoring model capturing the results of your team's guided and structured evaluation of multiple vendors, our recommendations regarding which vendor would best meet your BPM requirements, and guidance in completing software license and professional service agreements with the vendor or implementation partner you choose.



## 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 BPM vision and budgetary/staffing constraints.
- Management of your performance improvement initiative using best practices that save time, money, resources and avoid common pitfalls.

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](mailto:info@bpmpartners.com)**.

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.

In today's economy, 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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