



## The Road to Improved Performance

A successful journey starts with the right road map. When embarking on a journey to improved performance, BPM Partners helps companies make the right choices when considering performance management solutions.

From helping you to lay out a vision and roadmap, through defining requirements, selecting and evaluating vendors, and ensuring best practices in implementations, BPM Partners helps companies avoid the high cost, lost time, and missed opportunity associated with projects that get started in the wrong direction.

### Getting started with performance management

On the road to improved business performance management, you can start your journey by talking to software vendors and following where they lead you, or you can establish a detailed action plan and have experts guide you through the process with confidence, by engaging BPM Partners for cost effective, vendor neutral advisory services.

### What are the risks of directly engaging vendors?

If you start by directly engaging vendors you could:

- Skip important business foundation steps and focus too heavily on vendor selection too early in the process.
- Waste time evaluating vendors with strong marketing and aggressive sales teams whose software may not meet your business requirements, despite demos that look the same as other vendors.
- Fail to consider vendors with solutions that better meet your functional, technical, financial and procedural requirements.
- Purchase more software modules and seats than are needed, consume resources with a trial and error evaluation approach, or miss out on cost-effective best practices that can save significant costs over time.
- Select an implementation service provider that does not have the required experience, methodology or record of success you need to ensure a successful deployment at a reasonable cost.
- End up with a costly solution that under-delivers, is under-utilized, and falls short of your overall performance management vision, leaving your company less competitive.



## 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 will help you to:

- Create a comprehensive roadmap that addresses today's business pains and lays out a path to deliver the full benefits of performance management over time.
- Develop comprehensive requirements that represent the needs of all key stakeholders, are BPM specific and grounded in reality.
- Identify the vendors uniquely capable of meeting your detailed functional, technical and commercial requirements.
- Evaluate the solutions that best meet your requirements, long-term BPM vision and budgetary/staffing constraints.
- Manage the initiative using best practices that save time, money, resources and avoid common pitfalls.

These objectives can be accomplished with a total cost of ownership (TCO) that is typically less than working with vendors directly from the start, and delivers your solution 20% to 40% faster. Many organizations spend more on software alone than they would spend on software and services working with BPM Partners. All of BPM Partners' services are provided for a fixed fee and results are guaranteed.

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.

Let BPM Partners get you off to a good start – and a good finish. Call us at **+1 203.359.5677** or email **info@bpmpartners.com**.



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