

Software Evaluation and Selection



The Right Choice

Selecting the right technology solutions can be some of the most important, complex and risky decisions business leaders face. enVista's objective selection process and intimate familiarity with leading business systems ensure solution investments meet clients' long-term business requirements.

Expertise & Insight

Selecting the best technology solution can be a complicated, and even risky endeavor. enVista takes the guesswork, anxiety and subjectivity out of the process by offering an objective approach to solution selection. Our extensive domain expertise and firsthand experience with leading business systems bring immediate, valuable technical expertise and insight to client teams.

enVista's system selection methodology is not only unique to our industry, it is proven and documented. We begin by collaborating with clients to closely review and quantify their operations and business goals. Our focus on project value drivers and knowledge of solution capabilities and industry requirements enable us to quickly (and cost-effectively) recommend a qualified short list of vendors for evaluation. Most importantly, enVista's vendor agnostic approach and data-driven evaluation process result in an unbiased technology assessment, ensuring solution investments meet clients' long-term business, technology and industry requisites at lowest total cost of ownership.

System Selection Methodology

Strategy Validation

- Assess current operations and processes to uncover areas for improvement.
- Provide documentation of current operation including flow charts, process and task descriptions, and a list of all technology touch points.
- Assist in defining new processes for material and information flows.
- Define technical requirements, including: hardware, software and interfaces. This typically includes:
 - platform, development tools and languages
 - performance and response times
 - configuration tools
 - upgrade and release process
 - hardware sizing
 - performance standards
 - system architecture
 - and interface definition diagrams for all required transactions.

Expertise at Work

enVista's ultimate focus is delivering competitive advantage and enterprise cost savings. Our deep technology consulting experience provides clients valuable expertise, reducing the time and cost associated with software evaluation and selection, and ensuring the best solution is chosen to meet their needs.

Contact us today to learn more.

Situation Analysis

- Help educate team on system design and functionality, ensuring all members share a common understanding of the project and expectations.
- Provide short list of vendors that can best meet operational, technical and industry-related goals and objectives.
- Submit clearly defined plan to move forward, including:
 - scope of project across financial, organizational, deliverable, and physical aspects
 - resource assumptions
 - project management, knowledge transfer and communication approaches
 - work plan
 - preliminary return on investment analysis, capital budget and project schedules.

Solution Analysis

- Identify functional requirements and desired outputs.
 - Provide detailed requirements and operational scenarios for all areas critical to the operation.
 - Manage communication and provide support to selected short-list vendors bidding on project.
 - Deliver finalized requirements

Real Results

Direct Benefits

- Quantifiable justification to support technology purchase and selection
- Negotiate fair pricing for vendor and customer
- Expose potential enhancements and gaps prior to contract negotiation
- Quicker time-to-vendor decision
- Reduction in total cost of ownership

Indirect Benefits

- Leveraging an extensive extended supply chain network to find right answers and solutions for our customers

Methodology | Business Integration

Strategy Validation	Situation Analysis	Solution Analysis	Solution Justification
Executive Sessions / Strategy Focus Sessions	Review of Existing Systems Functionality	Identify Best Potential Software Solution Providers	Present TCO Analysis for Various Alternatives
Align Project Expectations	Functional Area Interviews	Distribute RFP and Evaluate Responses	Select Best Alternative
Internal Customers / Stakeholder Interviews	Perform Process Documentation & Review Processes	Schedule and Execute Scripted Demonstrations	Develop Implementation Project Schedule & Resource Model
External Stakeholder Interviews	Perform Business Process Analysis	Evaluate Demonstrations	Provide Organizational Impact Plan
Readiness Assessment	Review High Future State Core Process Flows	Conduct Reference Checks & Vendor Financial Analysis	Assist with Contract Negotiations
Project Charter and Kickoff Meeting	Review Process & Functional System Requirements	Decision Matrix (KT)	Define Go-Forward Activities

documentation to vendors, establish response and demonstration schedules, and execute demonstrations.

- Facilitate on-site vendor tours to ensure complete understanding of system and functional requirements.
- Develop detailed scripts to score vendors as they demonstrate technology functionality pertaining to established requirements.

Solution Justification

- Utilize qualitative and quantitative analysis for extensive vendor evaluations,

including detailing costs and any functionality gaps.

- Submit final vendor recommendation and validate the projected return on investment.
- Secure client's approval and coordinate contract negotiation and implementation processes.
- Offer assistance with project direction and implementation management through conference room pilot.

Application Expertise

Supply Chain Execution

- WMS
- TMS
- LMS
- Manifest
- Routing

Enterprise

- Demand Planning/ Forecasting
- Distributed Order Allocation Management
- Inventory Optimization
- Merchandise Planning
- Financials
- Supply Chain Visibility
- Work Force Planning