

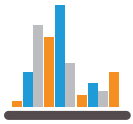
HOW WILL YOU SELECT THE RIGHT PROCUREMENT TECHNOLOGY FOR YOUR ORGANISATION?

There is a plethora of procurement technology solutions available globally and navigating your way through this is difficult and risky.

What combination is right for your organisation given its business goals, existing technology landscape and budget?



IS THIS YOU?



You are convinced that you need new procurement technology (e.g. e-sourcing, contracts management, purchase-to-pay, spend analytics)



You have seen demos of several solutions but now you are confused which one is best



You have read Gartner/Forrester reports, which has left you even more confused



IT is advising you to buy one solution but you don't know if that is best for your objectives



You are fearful of making the wrong decision given the cost and long term impact

4 KEY STEPS IN MAKING YOUR SELECTION

Strategy and scope

Have a clear view of the strategic goal, functional scope and build a business case



Criteria

Define functional, technical and other criteria to short list the solutions



Competitive dialogue

Engage in direct discussions with a very limited number of potential vendors



Final selection

Select your preferred vendor based on detailed business scenarios and proof of concept (POC)



KEY BENEFITS OF THE SELECTION METHODOLOGY

You drive the selection process not the vendors (know what you want and why)

Selection based on true business requirements

Suppliers' expertise leveraged to determine architecture options

Proof of concept mitigates risk and improves solution design

Politically defensible selection decision