



TEC's core competencies

*"While every technology deployment comes with its own unique set of challenges, the TEC process was more efficient from the perspective of both cost and time."*

*—Bob Lloyd, Manager, Business and Logistics Solutions, Flakeboard Ltd.*

## TEC Selection Services Overview

Technology Evaluation Centers (TEC) is the impartial advocate for the enterprise software purchaser. We bridge the gap between you and the vendor and value-added reseller (VAR) community. For over 15 years, TEC has been helping companies like yours choose the enterprise software solutions that best meet their unique business requirements. Our selection services can help ensure the success of your next software selection project—quickly, impartially, and cost-effectively.

TEC's approach combines comprehensive research, industry-leading decision support technology, a proven selection methodology, and the expertise of our analysts. We can help you

- Bring objectivity and transparency to the selection process
- Choose the solution that best satisfies your specific business requirements
- Reduce the cost, risk, and duration of your selection project
- Offer rational financial justifications, and provide a clear audit trail

### Portal-based Selection Projects

Available by annual subscription or on a per-project basis, TEC's portal-based selection projects offer a cost-effective way to keep your selection projects on track. Every subscription includes self-service access to eBestMatch™—our online decision support engine—as well as training from a TEC project manager, who can teach you how to employ TEC's selection methodology. We can work directly with you or through your trusted consulting relationships.

#### For Small Businesses

TEC offers small businesses a secure, personalized, online portal for managing software evaluation and selection projects. Research software solutions and compare your business requirements to vendors' support for thousands of functional and technical criteria. Then, display the results as interactive graphs and charts, from which you can easily generate reports.

#### For Midsized Businesses

For midsized businesses, TEC project portals offer the same training and access to eBestMatch as for small business portals, plus support for extended criteria in the evaluation and selection process. Extended criteria are requirements that are unique to your company. When you subscribe to a project portal, we can help you customize your decision model to include these criteria, ensuring that you choose a solution tailored to your business.

#### For Large and Public-sector Enterprises

TEC research portals are designed to help large organizations conduct ongoing and self-directed research, evaluation, and software selection projects in order to streamline operations, reduce costs, and phase out redundant or underused technology. A one-year subscription gives you access to our vast knowledge bases and our online decision support software, eBestMatch.

#### For Consultants

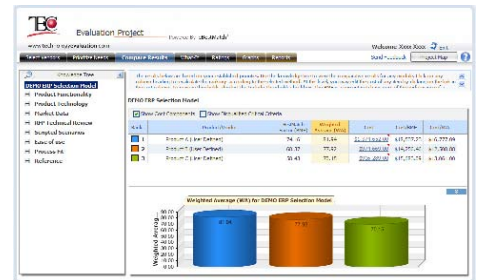
For consulting firms, TEC partner portals make it easy to conduct IT-related research or software evaluation and selection projects—individually or on an ongoing basis. Leverage eBestMatch and TEC's best-practice methodology to help your clients choose the software solutions that best meet their needs.

**Presenting eBestMatch**

The eBestMatch decision support engine makes it easy to accurately compare functional and technical criteria for over 1,000 software solutions listed in our database.

Using eBestMatch, you can

- Define your unique business requirements, and see how different solutions measure up
- Display the results in interactive graphs and charts
- Find the best software solutions for your company



See for yourself a sign up for a free trial of eBestMatch today at [www.technologyevaluation.com/ebestmatch](http://www.technologyevaluation.com/ebestmatch)

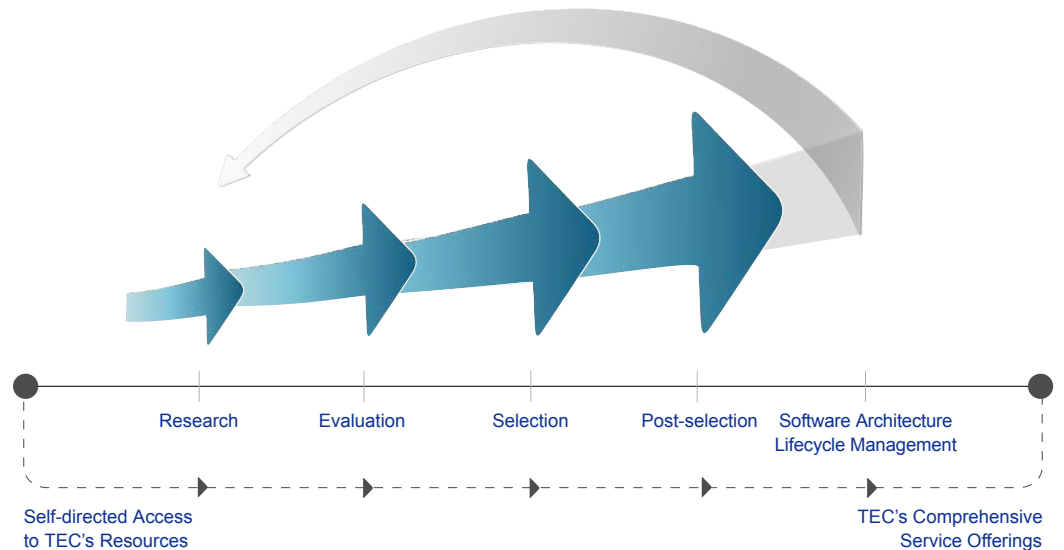
*“We were able to focus on evaluating the short-listed results while feeling secure about the methodology behind it, because the findings could be demonstrated with our own customized reports and graphs.”*

—Carl Sweetland, Chief Information Officer (CIO),  
Kelly Moore Paints

**TEC’s Software Selection Methodology**

Whether you’re tackling a selection project on your own or counting on TEC’s experts for impartial advice, we recommend following our four-phase software selection methodology. After a successful selection, adopting a software architecture lifecycle management strategy can help you continue to optimize your IT infrastructure.

- Research:** Begin your software selection project with careful research.
- Evaluation:** Refine your working list of vendors to produce a short list to be evaluated in greater depth.
- Selection:** Invite short-listed vendors for product demos, rate their performances, and choose the winning vendor.
- Post-selection:** Negotiate the contract with the winning vendor, and begin implementing



your best-fit solution.

**Software Architecture Lifecycle Management—Maintain Your IT Investments**

Designed for large businesses running dozens of interdependent products concurrently, software architecture lifecycle management initiatives help you identify the systems that are driving your business, pinpoint redundancies, and take a cost-effective, rationalized approach to optimizing your enterprise software systems. Lifecycle management is a best practice that you can undertake at any time,

### Advisory Services

You can engage TEC’s experts to guide you through any part of the selection process—from the initial research through to the final software implementation. Our analysts have participated in hundreds of software selection projects. They can help you map out and prioritize your requirements, and create an effective decision model for you to use in the evaluation and selection process.

TEC’s approach ensures that vendors will understand your requirements and respond more quickly to your requests for information (RFIs) and requests for proposals (RFPs). In many cases, we can interact with vendors on your behalf and identify best-fit solutions.

### Find Out More— Contact TEC Today

To find out more about any of TEC’s software selection services, visit [www.technologyevaluation.com](http://www.technologyevaluation.com)

To discuss your next software selection project with TEC, call (514) 954-3665, ext. 404, or e-mail [selectionservices@tec-centers.com](mailto:selectionservices@tec-centers.com)

#### Research Phase

- Orientation working sessions
- Business case development

#### Evaluation Phase

- Functional business expertise
- Request for information/proposal development
- Request for quotation development

#### Selection Phase

- Demonstration script development
- Participate in demonstration

#### Post-selection Phase

- Solution pricing negotiation
- Implementation plan review
- Implementation auditing

#### Software Architecture Lifecycle Management

- Develop an up-to-date snapshot of your IT software investments
- Identify key business drivers
- Pinpoint redundancies and optimize your software systems

*Project Management Facilitation Services*

#### Corporate Headquarters

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