



Software Selection Services for Public Sector and Large Enterprises

Striving to improve your IT performance at the lowest cost, but with high quality? TEC can help.

Since IT investment is a top expenditure, any failure to manage it properly represents a significant business risk. Governments at all levels and large multinational enterprises are faced with pressures to improve the efficiency and effectiveness in the way they make purchase decisions and to provide the public with greater levels of accountability and transparency.

There are a variety of reasons that drive an organization's decision to upgrade, build, or buy a new IT system, but compliance issues still prevail. Technology Evaluation Centers' (TEC's) approach combines a broad understanding of the unique challenges faced by the public sector and large enterprises with methodology and proprietary technology to enable automated and auditable decisions. In this way, we can help public sector and large enterprises to find the best-fit solutions at the lowest costs—without sacrificing key requirements or business needs.

TEC offers self-directed access to resources and comprehensive services for best-practice software selections

We can help you achieve continued success at any point during your software selection projects, whether you choose to maintain or enhance your IT capabilities on your own, or with the help of our comprehensive service support.

Our level of involvement depends entirely on your budget, timeline, resources, and our familiarity with your business requirements.

TEC can help you to

- Accurately compare relevant technology solutions.
- Leverage a proven methodology that can flexibly adapt to your structured procurement processes.
- Offer clear financial justifications and quantitative operational best-fit, supported by our best-practice decision support methodology.
- Shorten your project timelines and streamline your budgeting processes.
- Comply with regulations that require transparency, accountability, and auditable processes for IT projects.

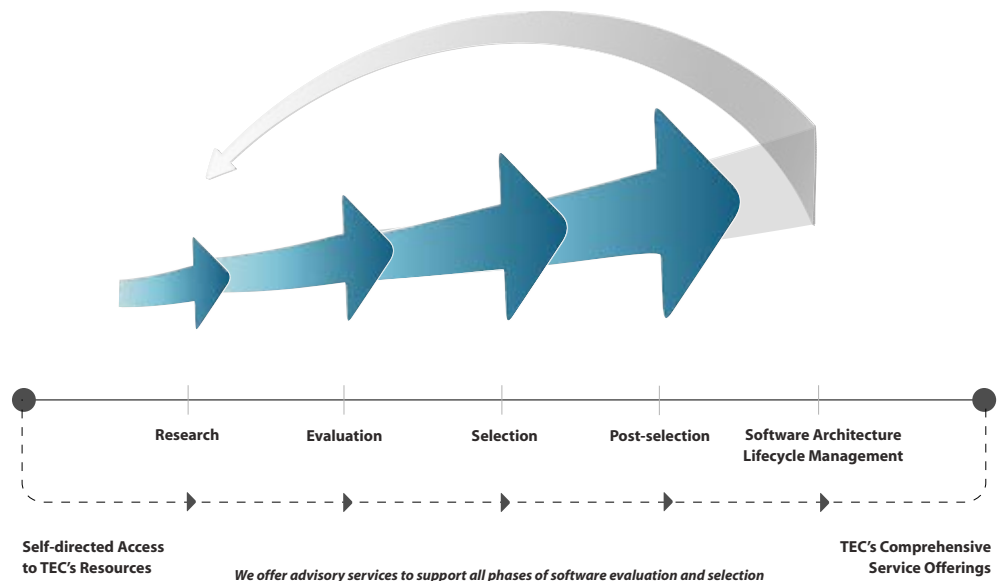


Figure 1: The best practice phases of software selection

Customer Testimonial

"When evaluating the top tier vendors in the market place, it became clearly evident that little difference existed between their functional and technical capabilities. TEC's approach enabled us to quantify specific and relevant qualitative factors that really made the difference. We were easily able to differentiate the vendors based on how they delivered ... the scripted demonstrations prepared by TEC Business Analysts allowing us to identify which vendor best suited our organizational realities."

*—Judy Ludlow, Information Management Lead
Newfoundland Hydro - Lower Churchill Project*

Software Evaluation and Selection Services

TEC's industry-accepted best-practice methodology for software selection and our web-based technology and research help you to quickly assess the ability of a technology solution to support a particular business case. In this way, we position you to control costs, while enabling you to identify best-fit software products and IT professional services providers for your needs.

Our services team offers additional guidance and support by providing cost-effective, supplemental resources, orientation, or training services—on demand. TEC also offers research services performed by analysts that are capable of creating business cases and reports on vendor pricing or product functionality.

Whether you prefer to have self-directed access to our extensive research resources, or require more comprehensive services, we provide practical, actionable support, tailored to your specific needs. We also offer full training and support to enable your project team to be up and running more quickly.

Research Portal

If your goal is to better manage information about your existing or future systems, we provide practical, actionable advice, tailored to your needs. We can help your organization analyze and plan for IT resources more effectively by offering the capability to manage and analyze information about your applications and integration history—all in a central, online location.

Benefits

- TEC can help reduce your operational costs by providing you with the capability to better analyze your current systems.
- TEC can help increase your return on investment (ROI) by highlighting areas where your current technologies may overlap with a new system purchase or upgrade.
- TEC can recommend how to best incorporate emerging technologies into your existing IT infrastructure more quickly and effectively.

An indispensable resource for research, our web-based technology, eBestMatch™, offers access to functional and technical criteria, covering over 1,000 leading technology solutions on the market today. Your organization can use eBestMatch™, to "tour" and "match" your priorities and technology options, and to graphically analyze scenarios of benefits and risks.

The research portal model provides access to eBestMatch™, and is designed for large or public sector enterprises that need to

- conduct single or multiple IT-related research or software evaluation and selection projects,
- conduct IT-related research on an ongoing basis to support continued IT strategy, business and IT alignment, ITIL best practices, etc., or
- remain in compliance with government and industry regulations by providing transparency and an audit trail for IT-related projects.

Customer Testimonial

"The overall experience helped Huntleigh PLC to have all the necessary information to quickly and accurately select the best vendor for the software acquisition and implementation at hand. We would certainly not hesitate to use TEC's services for any future projects that we may have."

*—Paolo Beato, Group System Director
Huntleigh PLC*

Support your software architecture life cycle management initiatives

Managing and maintaining critical information about existing systems is a best practice that places enterprises in a better position to assess future IT questions. It can help companies determine whether it is more cost-effective to upgrade, replace, consolidate, or introduce new technologies. Once the software selection or implementation is complete, the information gathered can be used to support an overall software architecture life cycle management strategy.

There are many advantages to leveraging the information stored in the research portal. It can help present a snapshot of your IT infrastructure, complete with lists of features and functionality related to each of your systems. It also provides vital documentation and visibility into what systems are driving your business to ensure a cost effective and rationalized approach to future plans.

Proven results

We've worked directly with enterprises in the public and private sectors, active in industries such as, manufacturing, utilities, chemicals, mining, and others. Contact us today for more information.

Contact Information

Corporate Headquarters

Technology Evaluation Centers
740 St. Maurice, 4th Floor
Montreal, Quebec
Canada, H3C 1L5

Phone: (514) 954-3665, ext. 404
Toll free: (800) 496-1303
Fax: (514) 954-9739
E-mail:
selectionservices@tec-centers.com

www.technologyevaluation.com