



**About Technology Evaluation Centers
(TEC)**

Benefits of using TEC's Services

Shorten project timelines with our service.

Leverage TEC's extensive research and proven methodology.

Eliminate external influences, and build internal consensus during enterprise software selection with input from an impartial third party.

Offer clear financial justifications.

Software Selection Services for Midsized Enterprises

TEC is the leading resource that global business and technology decision makers trust to rapidly and impartially evaluate, compare, and select enterprise software. Our online research portal offers an extensive library of relevant articles, reports, blogs, white papers, webcasts, and podcasts. TEC also provides comprehensive criteria models, as well as vendor responses relating to enterprise software functionality in our Web-based evaluation centers, which enable the comparisons and analyses of approximately 1,000 leading vendor solutions.

Decision makers come to TEC and visit our web sites and software evaluation centers to make the search and process of selecting enterprise software more effective. For organizations requiring best-practice assistance, we also offer a full range of software selection services.

Ensure successful software evaluations with TEC

Upgrading existing enterprise software systems, building new ones, or migrating to other platforms is a complex challenge. TEC provides decision support systems and services to help take the risk, cost, and complexity out of the process. We offer many levels of service to meet the diverse needs of our clients.

Software Evaluation and Selection Services

Over time, TEC has developed a proprietary, best-practice approach for software selection—an iterative methodology that can be flexibly adapted to meet specific project objectives. We support the entire selection process by offering the capabilities to identify, prioritize, and evaluate your current and future technology requirements, while providing an appropriate level of visibility and objectivity—integral components of any decision-making process. Our methodology also supports IT investment decisions with quantitative documentation to increase the probability of project financing.

The combination of TEC's industry-accepted best-practice methodology, technology, and research helps enterprises to quickly assess the ability of a technology solution to support a particular business case. In this way, we position organizations to control costs, while enabling the identification of the best-fit software products and IT professional service providers that meet each enterprise's unique needs.

We support midsized organizations in the selection of best-fit enterprise software solutions, tailored to their industry and business requirements by



- **offering customized project management**, training, and analyst services, to meet your needs
- **deploying our experienced team** of professionals, who employ our proven best-practice process, refined over the years and during hundreds of past projects
- **enabling accurate comparisons** of over 1,000 technology solutions available on the market today, with our decision engine eBestMatch™

Whether you have an upcoming project or many IT decisions to make, TEC is your partner throughout the entire process.

Customer Testimonial

"By efficiently managing the participation of every regional facility and all concerned departments in the decision-making process, TEC's methodology and involvement helped us achieve global consensus through the establishment of internal buy-in."

—Howard Shen, IT Manager
Hampton Products

TEC offers self-directed access or comprehensive services to flexibly meet your needs

We can help you to achieve success at any point along the continuum, whether you choose to maintain or enhance your information technology capabilities on your own, or with our comprehensive service support. Our level of involvement depends entirely on your budget, timeline, and familiarity with your business requirements and resource capabilities.

Our services can play a key role in your project success to ensure your business needs are supported and met. Working with you every step of the way, TEC provides full training and support services that span the complete project life cycle.

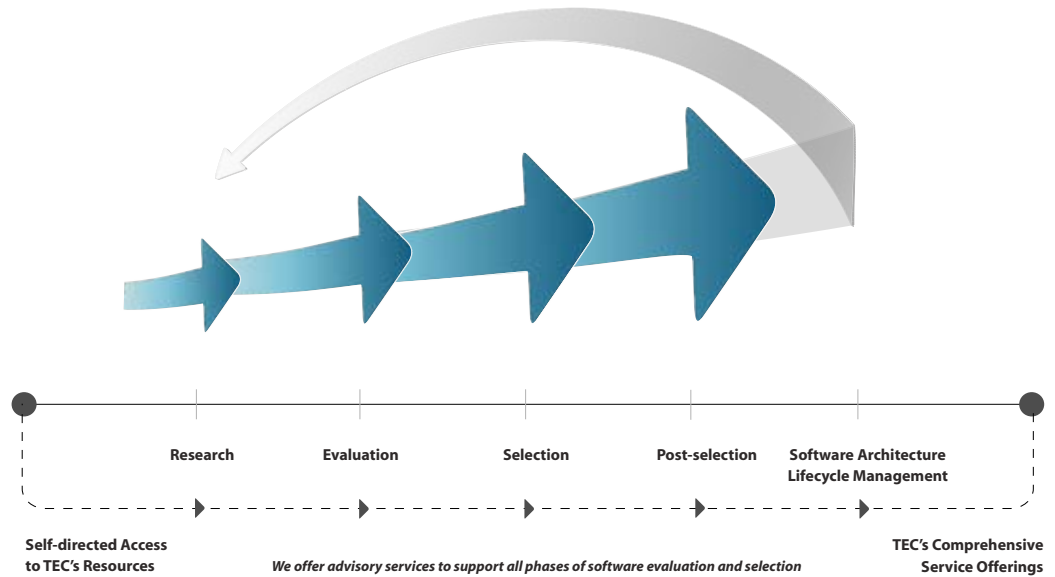


Figure 1: The best practice phases of software selection

Project Portal

TEC offers mid-sized enterprises the ability to conduct IT-related research and store information about their personal software evaluation and selection projects in a central, online location called a Project Portal.

The Project Portal offers an indispensable resource for research, leveraging our Web-based technology, eBestMatch™. Our powerful decision support engine offers access to functional and technical criteria, covering over 1,000 leading technology solutions on the market today.

A Project Portal offers

- online access to a portal for the duration of a project
- storage of all graphs and reports related to your project
- access to private research resources
- complete RFP template prioritizations
- feature and function analysis capabilities
- definition of a working list of vendor solutions
- start-up, training, and support services for software
- supported by best practice methodology

Customer Testimonial

"TEC enabled us to compare vendors on a line-by-line basis which was an incredible time saver. As we became more flexible in what criteria were really critical, the ability to rerun these vendor comparisons was crucial in meeting our aggressive timelines. We were also able to eliminate vendors [that] did not meet our needs without becoming too involved with them."

*—Scott Faulkner, IT Manager
Pioneer Club*

Advisory Services for Midsized Enterprises—on demand

To ensure your needs are met, our decision support services can also help to manage your software selection projects. We can guide and assist with all related activities—from vendor research through to a final enterprise software selection. Your organization will benefit from our personalized combination of services, delivered with the highest degree of quality.

Proven results

We've worked directly with small enterprises in public and private sectors, active in such industries as manufacturing, utilities, chemicals, mining, and others. To learn how leading organizations have benefited from TEC's enterprise software selection and services, view our customer success stories online: <http://www.technologyevaluation.com/company-information/success-stories/>.

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