

# Vendor Evaluation & Selection



CedarCrestone's Vendor Evaluation and Selection Service is based on a thorough, impartial methodology that includes:

- Examination of the strategic and tactical needs that are driving the search for new technology
- Discovery and documentation of the organization's functional, technical, service and support requirements
- A scripted demonstration of application functionality that focuses on the specific process needs of the organization
- A thorough due diligence process

## Defining the Need

- Do you have a general idea of what you want from new software, but you aren't sure what's critical versus "nice to have?"
- Are you not quite sure what questions to ask of other organizations about their satisfaction with the applications you're considering?
- Are you finding it difficult to get software application vendors to show you what's relevant to your organization? Are you tired of "canned" sales demonstrations that still leave you with questions?
- Are you having trouble getting your application evaluation team to reach a consensus about which solution is really best?

## The Benefits of CedarCrestone's Vendor Evaluation Process

- Alignment of the technology project with relevant goals and objectives
- Clearly articulated scope of business processes and requirements needed to support current and future needs
- The right cross-functional project team members to help identify and support the solution decision
- An objective methodology with proven tools and templates for documenting functional and technical requirements, as well as vendor attributes and customer references
- Scripted demonstrations that require vendors to directly address the organization's specific functional requirements
- Tools and techniques to help reach consensus efficiently and effectively

## The Resulting Value of CedarCrestone's Vendor Evaluation Process

- Fact-based evaluation based on information relative to the organization's business needs
- Relevant responses and demonstrations to help identify the solution that best meets the needs of the organization
- High level of ownership among project team
- Sufficient detail to support the business case for executive approval
- Clear understanding of implementation timeline and level of effort



## Company Capsule

**Corporate Headquarters:**  
Alpharetta, GA

**Number of Employees:**  
700+

### Partnerships

#### **Oracle**

- Platinum Partner
- Specializations
  - Education & Research
  - Healthcare
  - Oracle Database
  - Oracle E-Business Suite
  - Financial Management
  - PeopleSoft Human Capital Management
  - PeopleSoft PeopleTools
  - Public Sector
  - Service-Oriented Architecture
- 2010 Titan Award Winner
- 2008 Titan Award Winner
- Oracle ACE Program

#### **Workday**



## CedarCrestone: Turning Software into Solutions

Analyze • Strategize • Design • Implement • Deploy • Upgrade • Manage • Optimize • Host

[contact@CedarCrestone.com](mailto:contact@CedarCrestone.com)  
866.827.3786

### **About CedarCrestone**

CedarCrestone delivers industry-focused client success by providing consulting, technology, and managed services for the deployment, management, and optimization of Oracle applications and technology.