TECHNOLOGY MATCHMAKER SERVICE

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The Technology Matchmaker Service

Do you think that you may need technology to improve your business, but are unsure what products, services, and vendors are the right fit for you? The Technology Matchmaker Service is a small packaged service that brings the leading software and services businesses to present to you and your team on a given subject (e.g. AI) or given need (new HR system).

We take the complexity and stress away from the initial market sweep by leading the process for you - writing up your technology requirement, promoting it to the vendor community, and hosting the matchmaker presentations where we introduce some of the very best tech vendors on the planet. All you and your team then need do is sit back and listen to the vendors explain how they can help you.

How Does It Work?

1: WE WRITE UP YOUR REQUIREMENT

Following a call to understand your needs, we put together a 'problem statement' written in vendor-friendly language. Our aim is to convey the situation that you are looking to address (or your area of interest) in a way that the vendor will be able to easily understand. We will prepare them thoroughly so they can do the very best job.

2: WE SUGGEST SUITABLE VENDORS

As a Technology Matchmaker, we understand the market and our Viewpoint Analysis Technology List monitors over 4,000 vendors worldwide. This enables us to find the right vendors and service partners that can help you. We can suggest suitable vendors to add to your list of options but importantly, we do not hold commercial relations with any, meaning we can call on **any** vendor that can help.

3: WE LEAD THE INITIAL VENDOR CALLS

We make contact with the agreed list of vendors and take on the initial qualification calls, explaining to the vendor's sales development and sales account teams what you are looking to achieve, and explaining why they really need to be a part in the matchmaker presentations.

4: WE SCHEDULE THE VENDOR PRESENTATIONS

We schedule the vendor 'matchmaker presentations', allowing your team to sit back and listen to their viewpoint and how they may be able to help you take your department or business to the next level.

VIEWPOINT ANALYSIS

TECHNOLOGY MATCHMAKER
SERVICE

Our aim is to act as the bridge between your area of interest and the very best technology businesses on the planet. Taking the stress, time, and hassle away from your team and ensuring you hear from the very best of the best.

The matchmaker service is designed for your specific area of interest and covers every possible area, from AI to data, and from ERP to HR systems. Just let us know your area of interest and we will build a matchmaker for you in no time at all.

The Technology Matchmaker Service is priced at just **£9,500 +VAT.**

Who Are Viewpoint Analysis?

Viewpoint Analysis Ltd aims to build a bridge between companies with a technology need and the exciting technology vendors that can meet your need. A Technology Matchmaker for want of a better term. Our services include:
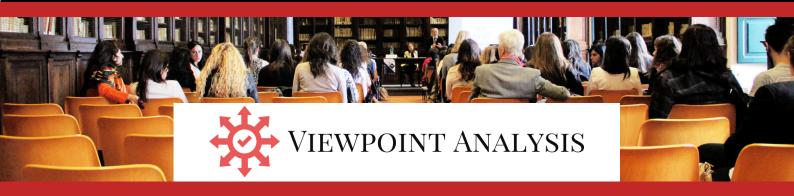
- **Technology Matchmaker Service**

Do you know that you need technology but are not sure what and where to turn? Our 'Technology Matchmaker' service brings amazing vendors to your door with new ideas and capabilities.

- **Rapid RFI (RRFI)**

Our Rapid RFI is a super quick market assessment - taking your team from the longlist of options, to your shortlist in a few short hops. We handle the whole process and save your team time and stress.

- **Rapid RFP (RRFP)**

Our 'Rapid RFP' is for customers who want to run an RFP process but want to make a quick decision and take a different approach to the old-fashioned RFP process of yesteryear. A completely streamlined process where we go from shortlist to vendor selection in super-quick time.

VIEWPOINT ANALYSIS