LOCAL GOVERNMENT
TECHNOLOGY MATCHMAKER SERVICE

SALES BROCHURE

Viewpoint Analysis

TECHNOLOGY MATCHMAKER
SERVICE

The Local Government Technology Matchmaker Service

Do you know that you need new technology to underpin your department or resolve a need, but are unsure what products, services, and vendors can help you? The Technology Matchmaker Service is a small packaged service that brings up to 10 of the leading technology players in the Local Government sector to your door.

It's a great service to quickly find new ideas, upskill the technology knowledge of your senior leaders, or to commence an initial market assessment for an upcoming project. We handle the whole engagement and bring some of the industry's best technology to your door. All you and your team 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 challenge or area of interest, we put together a 'problem statement' written in vendor-friendly language. Our aim is to convey the situation that you are looking to address in a way that the vendor will be able to easily understand and arranged such that they can easily 'qualify-in' to working with you.

2: WE SUGGEST SUITABLE VENDORS

As a Technology Matchmaker, we understand the market (we track 4,000 global tech companies). This enables us to find the right vendors and service partners that can help you. We can suggest suitable vendors 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 outreach, 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 of the matchmaker series.

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.

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Our aim is to make the vendor engagement process as simple as possible for your team, getting you from your technology need to having a good understanding of who and what can help you. Taking the stress, time, and hassle away from the initial vendor engagements.

Once you know the options that are available to you, you can then start to plan for the future and maybe start a new project. Our aim is to get you to that point as quickly as possible whilst finding the very best technology options along the way.

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 Ideas & Options**

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

- **Market Assessment**

Our Rapid RFI (RRFI) connects your business requirement with the technology vendors who can satisfy it. A great way to run an initial market assessment ahead of a selection process.

- **Vendor Selection**

Our 'Rapid RFP' - for customers who want to run an RFP process but want to make a quick decision, we take the weight off the buying team and make life easier for the technology vendors.

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