



VENDOR SELECTION SERVICES

SERVICE BROCHURE



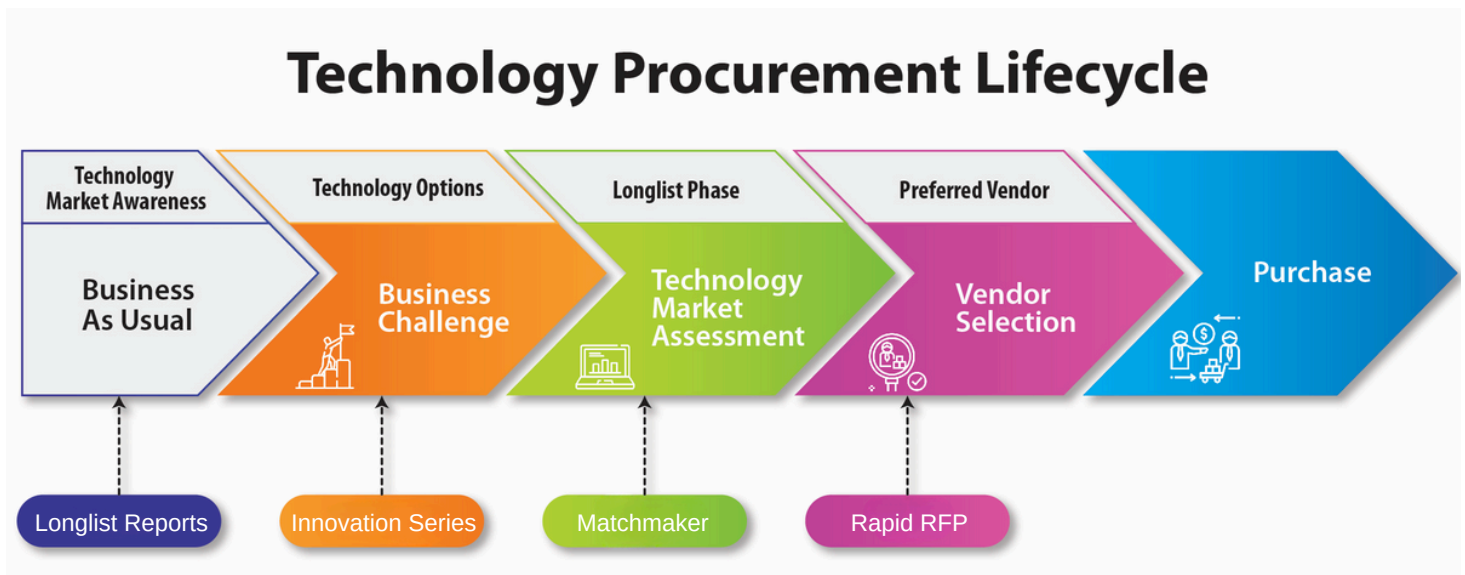
VIEWPOINT ANALYSIS

VENDOR SELECTION SERVICES

Viewpoint Analysis act as the IT industry **Technology Matchmaker** - helping businesses to find and select the best technology to meet their needs.

Coming from a vendor sales background, we know the technology vendors inside and out. Our Viewpoint Analysis Technology List includes every global tech vendor - from software to hardware and from implementation partners to systems integrators. Whatever your technology needs, our aim is to find the best partner to satisfy your requirement.

Our four key services span the technology procurement process - from initial ideas and options through to vendor selection - and everything in between.



Our services to help businesses to find and select new enterprise technology as follows:

- **Technology Longlist Reports**
 - A variety of reference reports detailing all the key technology vendors operating in your specific area of interest - from HR technology to Data, and from Finance to CX.
- **Technology Innovation Series**
 - Designed to educate your team about a specific technology or areas of interest - we bring technology vendors, service providers, and market influencers to present to you.
- **Technology Matchmaker Service (RFI stage)**
 - The quickest way to run a market assessment at the start of a technology project - find out what's available, listen to ideas, and make your 'longlist' a shortlist.
- **Rapid RFP Service**
 - Our ultra-efficient vendor selection process - cutting weeks from the traditional RFP method as we help to drive a quick and professional approach to choosing a preferred supplier.



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IDEAS STAGE

Technology Longlist Reports

Our Technology Longlist Reports are designed to help business leaders to know what technology is available in a specific market - acting as a definitive reference guide of the movers and shakers in different technology domains, they sit in the 'read up and research' phase.

The Technology Longlists are issued each year and are posted to the key decision makers across the United Kingdom, whilst also being available to download from the Viewpoint Analysis website.

Learn more and download copies of our reports at <https://www.viewpointanalysis.com/longlists>

Technology Innovation Series

The Technology Innovation Series helps business leaders to take their initial research one step further and to learn about particular technology topics before they become a 'project'.

Built to accommodate diaries, we design an innovation series specific to you and your team - bringing technology companies, service providers, and industry influencers to present over a series of sessions (perhaps over a month or quarter - or during one 'Technology Day').

Learn more at <https://www.viewpointanalysis.com/innovation-series>

Technology Day

An alternative approach to the Innovation Series - the Technology Day, as the name suggests, is a technology conference built just for you and for your business interests.

One day to learn about the very best technologies on the market - from the industry experts. Let the Viewpoint Analysis team take care of the day for you - from venue selection to building the agenda and inviting and liaising with participating companies. A day to look at IT across your department or business.

Learn more at <https://www.viewpointanalysis.com/technology-day>



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SELECTION STAGE

Technology Matchmaker Service (RFI Stage)

So you have an upcoming technology project - fantastic. The next step is to take your specific project challenge and poll the market to understand which technology companies can help you. This is where our Technology Matchmaker Service comes in.

We write-up your challenge statement and take it out to market - helping build a 'longlist' of suitable vendors and asking them to present how they can help you meet the challenge. The Matchmaker Service is easy for the vendors to participate in, and easy to run. A super-quick approach to quickly running an RFI-style process without the RFI headaches.

Learn more at <https://www.viewpointanalysis.com/matchmaker-service>

For those looking for a traditional RFI process, we also provide a version of this with our Rapid RFI - learn more at <https://www.viewpointanalysis.com/rapid-rfi>

Rapid RFP (RRFP)

For those who already have a shortlist of vendors and want to move to select their preferred bidder, our **Rapid RFP** is designed to be the quickest selection process on the market. We streamline the process by taking away all the unnecessary steps - helping you shortcut the time to select and ultimately bringing forward your project start date.

We:

- Provide pre-built RFP templates.
- Write your briefing document.
- Prepare the vendors and answer the qualification requirements.
- Host the vendor Q&A call.
- Provide commercial guidance and advice throughout (including vendor head-to-head comparisons) to help reach the ultimate vendor decision.

Our aim is to make the process simple for both the buying and selling parties, with the ability to reach a vendor selection in as little as a fortnight.

Learn more at www.viewpointanalysis.com/vendor-selection



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TECHNOLOGY MATCHMAKER SERVICES

COMMERCIALS

We want to ensure that you get the best technology solution as efficiently and cost-effectively as possible. Our services are therefore priced accordingly and start (Innovation Series) from as little as just **£8,500 + VAT**.

Who Are Viewpoint Analysis?

We are Technology Matchmakers....

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 vendor selection services include:

- **Technology Ideas & Options**

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

- **Market Assessment - From Longlist to Shortlist**

Our Matchmaker Service brings the right vendors to help with your upcoming project. A great way to run an initial market assessment ahead of a final selection process and narrow down the options.

- **Vendor Selection - Rapid RFP Service (RRFP)**

Our 'Rapid RFP' - is for businesses who want to run an RFP process but want to make a quick decision. We run the whole process - with pre-built RFP templates, streamlined processes. and a focus on driving the team forward to find the very best solution on the market.

Contactus@viewpointanalysis.com



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