DATA
TECHNOLOGY
MATCHMAKER
SERVICE

SALES BROCHURE

Viewpoint Analysis

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SERVICE

The Data Technology Matchmaker Service

Do you know that you need new data technology to underpin or resolve a business need, but are unsure what products, services, and vendors are the right fit for you? The Technology Matchmaker Service is a small packaged service that helps to promote your project and introduce the right technology vendors to meet your need.

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 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, 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 the process.

2: WE SUGGEST SUITABLE VENDORS

As a Technology Matchmaker, we understand the market and hold relationships with many vendors. 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 of your selection process.

4: WE HOST THE VENDOR PRESENTATIONS

We schedule and host 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 process as simple as possible for your team, getting you from your technology need to the start of a formal selection process. Taking the stress, time, and hassle away from the initial market assessment.

Once you know the options that are available to you, a comprehensive selection process can begin. 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 **£7,500 +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:
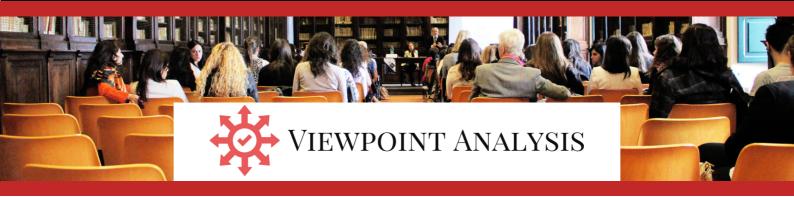
- **Technology Ideas & Options**

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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