

Project Leadership Software Selection

Project Leadership
Business Transformation
F7 Working Sessions
PMO Enablement
PPM Enablement
Program Leadership
Program Risk Management
Software Selection
Strategic Delivery Office

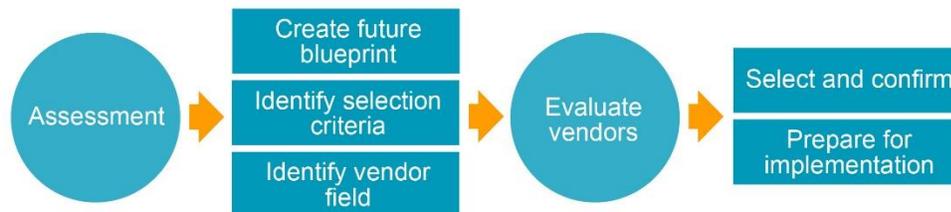
The Challenge

Once an organization has determined the need for a new software package, we often see an urgency to solicit bids and get things moving. Rushing through the process doesn't provide sufficient insight to establish requirements, priorities or the meaningful criteria needed to evaluate proposals. As a result, vendor responses are not comparable, the decision process slows as priorities are renegotiated, and stakeholders who feel unheard become detractors from the outset.

When seeking third-party help to support your software selection, it's worth noting that many firms are more interested in winning the implementation than doing a thorough selection. This typically results in a selection more focused on "great" features that address your current pain points, and less focused on emphasizing existing organizational best practices and future requirements that must be supported by the software.

Point B's approach focuses on building a blueprint for the future and selecting the right software to help you get there.

Point B's Software Selection Process



Our Services

An effective software selection provides the foundation essential to successful implementation and positions your organization to realize the business benefits of a new system.

Based on our experience, we believe there are three key factors to a successful software selection:

1. The ability to make a confident decision based on a meaningful distinction between vendor options.
2. An accurate estimate of the costs and effort involved in the implementation.
3. A clear understanding of the expected impact to the business.

Software Selection

Offices

Austin
Bay Area
Boston
Chicago
Dallas
Denver
Minneapolis-St. Paul
Phoenix
Portland
Seattle
Southern California

In order to do address those key factors effectively, the selection must consider:

- The key pain points the new system is designed to address.
- The current competitive advantages that the new system must support.
- The functions that are critical to your future success, but may not be in place today.
- The current, ineffective processes and systems that should be abandoned in place of best practices or standard functionality.

Point B has a 20-year track record of helping organizations perform successful software selections by providing unbiased expertise and a structured approach that will best serve your strategic objectives.

When Point B leads your software selection, you can expect to gain:

Shared Understanding – Point B will work with you to uncover, understand and prioritize your key pain points, competitive advantages, future functional requirements, and those current processes that are likely to change as a result of the selection and implementation.

Efficient Selection – Our tailored approach and toolkit improve the quality and relevance of RFP/RFI responses, vendor demos, and client references by establishing formal, predefined evaluation criteria.

Stakeholder Buy-in – Point B's involvement provides unbiased transparency for business users and stakeholders. Our process helps develop the champions vital to successfully adopting a new system.

Reduced Risk – Our approach ensures selection of the vendor that represents the best fit. It provides the due diligence to demonstrate that decisions have been made rationally, by the right people, with the best information available.

Objective Result – Point B is entirely free from third-party vendor relationships. By facilitating an independent, structured selection process, we ensure objective options, decisions and results.

Why Point B?

Since 1995, Point B has guided a wide variety of clients through the software selection process. We provide the structure and flexibility it takes to help organizations of all sizes navigate any software selection decision effectively and with confidence. We have developed a proven approach along with the tools, techniques, and experts to jump-start your selection effort. We tailor the breadth and depth of activities to meet your individual selection needs.

For a fraction of the cost of the entire implementation, Point B can help increase your success in achieving the desired goals of the new system before you enter into a substantial, long-term vendor contract. We'll partner with you to arrive at a rational, timely business decision that can be confidently presented to executive leadership.