



# Selecting enterprise software is a complex task.

But you don't have to do it alone.

Finding the right enterprise software can be hard. TEC makes it easy.

Our job is to mitigate your risks and to ensure your success.

TEC is the world's largest software selection advisory firm, and we have been helping companies like yours find the right enterprise software solutions since 1993.

TEC Selection Services can lead, guide, assist, and manage your software selection project to ensure you get the solution you need, at the right price, and under the most favorable contract terms.

We have a proven, structured software evaluation and selection approach that is



easy to follow



impartial



accurate



data driven



transparent



cost-effective



tracked from start to finish

Whether you require a lot of assistance or a little, we have a program to suit your needs.

If your company is experienced in software selection, we can supply you with the tools, resources, advice, and coaching to help you streamline, automate, and track the entire selection process—in a more guided do-it-yourself approach. But if you do require more help, we provide direct, hands-on delivery and advisory service, leading you at every step along the way. The choice is yours.

Software vendors have professional sales reps. We'll help you become a professional buyer.

TEC levels the playing field by providing you with everything you need to deal with vendors on an even footing. That way, you buy what you need, instead of being sold something that may not suit your business at all, and turn out to be a poor choice.

Let our industry-leading software selection services, resources, and tools lay the foundation for a successful selection project and a smooth implementation.



# Our 4 core competencies guarantee the success of your software selection project.

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Our software selection approach has been honed with lessons learned for over 20 years. This has enabled us to develop four core competencies we use to support your selection project needs and goals:

**1** Research—The industry's biggest database of vendors and their capabilities

We have current, detailed information of best practice listings of requirements and the corresponding answers to how well vendors support over 25,000 features and functions for more than 1,500 leading software solutions across all major application areas. This includes major enterprise applications like ERP, BI, CRM, HCM, SCM, EAM-CMMS, PLM, and ECM. This makes requirements gathering easy. And the large library of research, buyer's guides, and analyst reports available helps you make sense of the market.

**2** Methodology—Proven due diligence approach

TEC has developed a structured, thorough, and efficient methodology to the evaluation and selection process that includes all relevant decision factors—assessing both objective and subjective factors. We focus on what your business needs and what the vendors have to support those needs, and understand how the shortlisted vendors deliver what you are looking for.

**3** Expertise—Experienced project delivery professionals and analysts

Our delivery team consists of senior project delivery managers, analysts, and software selection specialists, each of whom has worked on more than 100 selection projects. Our team takes a project management approach to your selection and hands-on leads, guides, coaches, strategizes, and supports you through the entire evaluation and selection—driving the project through to completion.

**4** Technology—Data-driven product-comparison scoring and decision-making

We have developed a patented decision system, TEC Advisor, that lets you score and visualize every aspect of your evaluation and selection project. There is a clear audit trail to your decision, supported by graphs and reports designed to lower your total cost of ownership.

TEC is an impartial software selection advisor. We are your advocate and work for **your success.**

TEC is completely impartial with respect to vendors. It is the selection process itself, based on hard data, a proven methodology, and selection best practices, that determines which solution(s) is best suited for your needs.

### Our highest-value services

In addition to helping you select the software that best suits your needs, we can assist you with **Contract Review**, and conduct **Price Negotiations** directly on your behalf. We will ensure that the contract terms and conditions are in your favor, which can save you a significant amount of money at the time of purchase and throughout the term of the contract.

In short, we protect your time and interests all throughout the software selection process.

Our **post-selection Implementation Oversight** advisory service will support your best interests and pave the way to an efficient implementation. So we're there to support you with everything you need to succeed—every step of the way.

To learn more about how your company can make better, more informed enterprise software selection decisions, call us at +1 514-954-3665 or email [selectionservices@technologyevaluation.com](mailto:selectionservices@technologyevaluation.com).

