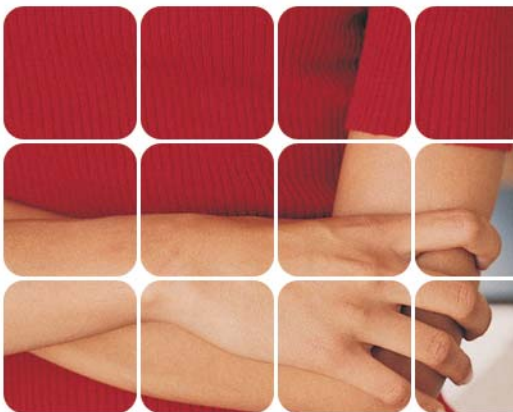


## PACKAGED SOFTWARE EVALUATION SERVICES



**F.S. SYSTEMS**

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### PACKAGED SOFTWARE EVALUATION CHALLENGES

- Risk of selecting software that may not be a good fit.
- Inability to find good vendor software information quickly.
- Purchasing software that doesn't meet the true business needs of all stake holders.
- Difficulty in compiling a comprehensive set of internal requirements.
- Selecting from a large group of software companies is time consuming.
- Inability to devote dedicated time to the software selection process.
- Lack of extensive experience in dealing with software selection projects.
- Lack of clear priorities and business benefit/ROI for the software selection project.

### F.S. SYSTEMS SELECTION METHODOLOGY

- Perform a needs assessment and document requirements
- Create software demonstration scripts
- Evaluate software based upon short and long term strategic goals
- Execute search based on business requirements and budgetary parameters
- Present short list of software companies to stake holders
- Coordinate demonstrations of software to selection team
- Assist with final selection of software using scorecards
- Assist with contract negotiation

F.S. Systems has developed a time-tested, systematic approach for quickly moving through the selection process, while ensuring that the appropriate stakeholder voices are heard. We make use of a proprietary methodology and process that will help you accelerate the selection of software for your business. The process provides a roadmap for vendor/product research before getting to the vendor sales processes. The methodology incorporates a risk assessment and quantification process to insure your company is measuring the risks of various alternatives.

*F.S. Systems, your partner for software selection success.*