

System Evaluation and Selection



enVista's objective selection process and intimate familiarity with leading business systems ensure solution investments meet our clients' long-term business requirements.

Expertise & Insight

Selecting the best technology solution can be a complicated and even risky endeavor. enVista takes the guesswork, anxiety and subjectivity out of the process by offering an objective approach to solution selection. Our extensive transportation expertise and firsthand experience with leading business systems bring immediate, valuable technical expertise and insight to client teams.

enVista's system selection methodology is not only unique to our industry, it is proven and documented. We begin by collaborating with clients to closely review and quantify their operations and business goals. Our focus on project value drivers and knowledge of solution capabilities and industry requirements enable us to quickly and cost-effectively recommend a qualified short

list of vendors for evaluation. Most importantly, enVista's vendor-agnostic approach and data-driven evaluation process result in an unbiased technology assessment, ensuring solution investments meet our clients' long-term business, technology, return on investment and industry requisites.

System Selection Methodology

Requirements Analysis

The objective of this phase is to assure an accurate and comprehensive definition of the technology and process requirements. enVista will conduct interviews with functional and operational managers and subject matter experts to gain their insight and then document core processes. The focus will be on defining new processes that may affect workflow, organizational structure, roles, responsibilities and technology.

Requirements Analysis Steps:

- Plan scope, duration and key tasks in the evaluation process
- Study process and functional system requirements
- Perform process documentation and review for core processes
- Define new processes for material and information flows
- Determine technical requirements, including hardware, software and interfaces
- Write a custom RFP reflecting unique requirements, critical factors, and prioritized functional needs
- Create scenarios to demonstrate potential solutions for critical operational areas and processes

System Evaluation

In this phase, potential vendors will have the opportunity to respond to the RFP, understand the client's problem statement and demonstrate their potential solutions to the client's unique requirements. The objective is to evaluate and then provide a summary of viable solution providers that meet the functional, technological and cost objectives.

System Evaluation Steps:

- Perform a detailed quantitative and qualitative evaluation of vendor responses
- Identify best potential software solution providers to demonstrate their product
- Proctor demonstrations where the client will rate and score the vendors
- Compile feedback and narrow the list of potential vendors for the selection phase
- Provide a vendor evaluation summary comparing vendors and their ability to meet required functionality processes



System Selection

The last objective in the selection cycle will be to provide executive management with a strategy document and a plan for enabling the new technology in the organization. enVista will make recommendations on the best choice of vendor to select based on quality of response to requirements, viability of proposed solutions and total cost of ownership (TCO) for the proposed system.

System Selection Steps:

- Perform a TCO analysis detailing the cost to purchase, implement and maintain the proposed system solution
- Justify the cost of the new system; comparing the total investment to expected financial gains and operational improvements
- Arrange for reference checks for other clients of the proposed vendor that have similar or relevant operational requirements
- Submit final recommendation on vendor
- Create an implementation timeline and site roll-out plan
- Assist with contract negotiations on purchasing, licensing, implementation and post-go-live support

| Requirements Analysis | System Evaluation | System Selection |
|-----------------------|---------------------------|-------------------------------|
| Project Planning | Evaluate RFP Responses | TCO Analysis |
| Baseline Interviews | Bidder Walk Through | Cost Justification |
| Document Requirements | Vendor Demo Preparation | Vendor Reference Calls/Visits |
| Develop RFP | Vendor Demonstrations | Implementation Planning |
| Develop Demo Scripts | Vendor Evaluation Summary | Vendor Negotiations |

Real Results

Benefits of enVista's System Evaluation and Selection Methodology

- Quantifiable justification to support technology purchase and selection
- Fair pricing for vendor and customer
- Potential enhancements and gaps exposed prior to contract negotiation
- Quick time-to-vendor decision
- Overall reduction in total cost of ownership
- Extended supply chain network to find the answers and solutions for our customers

About enVista

enVista is the leading supply chain and enterprise consulting firm and the premier provider of supply chain technology & strategy services, material handling automation & robotics, Microsoft solutions and IT managed services. With 20+ years of unmatched domain expertise, enVista serves thousands of leading brands. enVista's unique ability to consult, implement and operate across supply chain, IT and enterprise technology solutions allows companies to leverage enVista as a trusted advisor across their enterprises.

**Consulting and solutions delivery is in our DNA.
Let's have a conversation.®**

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