



As a consultant, having access to relevant information is key to rapidly executing superior software selection projects and strategic IT assessments.

TEC can help your firm

- *Shorten time to proposal with on demand access to resources for presales analyses and competitive product intelligence.*
- *Make presentations with interactive, online analysis technology to accurately compare technology solutions.*
- *Ensure a cost-effective and rationalized approach to all software evaluation and selection projects by leveraging our research and methodology.*

Programs for Consultants

***Does your consulting firm currently perform software selection services?
Are you interested in adding software selection services to your portfolio?***

TEC's goal in every strategic relationship is to ensure success, enabling our partners to achieve their business objectives. We have designed programs specifically for consulting firms that wish to leverage our expertise to enhance their service offerings to their clients by providing impartial, effective solutions for software selection.

A business can have a variety of reasons for embarking on a software selection project. In some cases, a company is considering whether to upgrade, build, or buy a new system. In other cases, enterprises must perform IT due diligence activities for mergers and acquisitions or comply with regulatory standards.

Significantly reduce business risk and time related to your clients' mission-critical technology selections

Consulting firms can leverage TEC's impartial decision support technology, methodology, and related services to quickly understand their client's business situation and match it with the appropriate technology product that supports their client's objectives.

We maintain and continually update a repository loaded with functional and technical criteria that cover approximately 1,000 leading technology solutions. We also offer analyst-vetted solution comparisons to assist you in offering the best advice to your clients.

Working with TEC, your firm can

- ensure a cost-effective and rationalized approach to all software evaluation and selection projects
- support sales opportunities, more projects, and multiple go-to-market teams
- reduce your overall knowledge management costs related to software selection projects
- offer advanced documentation to build internal consensus at client sites and to impartially support decisions and communicate results
- reduce operational costs by using our technology to better analyze and automate time-intensive gap analyses and cost/benefit analyses
- offer knowledge capital for selection projects as a potential new source of revenue and a source of demand generation
- understand more rapidly how a client should incorporate new technologies into its existing infrastructure, by using the information gathered during the selection process

We position you to control costs and save time during projects, while enabling you to identify the best-fit software products for your client's needs.

Customer Testimonials

"Before bringing in the vendors for demonstrations, we needed a detailed analysis based on the hierarchical [request for proposal] RFP criteria set. These assessments formed an integral element of the comprehensive evaluation."

*—Blake Powell, vice president of sales,
PMOLink Inc.*

TEC offers flexible service options for your software evaluation and selections

TEC's industry-accepted best-practice methodology for software selection, web-based technology, and research helps consulting firms to quickly assess a technology solution's ability to support a particular business case.

Whether you prefer to have self-directed access to our extensive research resources or require more comprehensive services, we provide practical, actionable support tailored to your firm's specific needs. We also offer full training and support to enable your team to be up and running more quickly. Our services team offers additional guidance and support by providing cost-effective, supplemental resources, orientation, or training services—on demand.

Efficiently manage and analyze clients' IT infrastructure by using TEC's partner portal

We provide critical information that enables you to analyze and plan for IT resources more effectively so that you can manage and analyze information about an organization's applications and integration history—all in a central, online location called a partner portal.

An indispensable resource for research, our Web-based technology, eBestMatch™, enables the analyses of over 1,000 leading technology solutions on the market today. Consulting firms can use eBestMatch™ to guide clients through a "tour" of the clients' priorities and technology options, and graphically analyze scenarios of benefits and risks—right before their eyes.

The partner portal model provides access to eBestMatch™ and is designed for consulting firms that need to

- conduct IT-related research or software evaluation and selection projects
- conduct IT-related research on an ongoing basis to support continued IT strategy, business and IT alignment, ITIL best practices, etc.
- provide transparency and an audit trail for IT-related projects

Support your clients' software architecture life cycle management initiatives

TEC's partner portal provides consulting firms opportunities to use the information gathered to support a client's overall software architecture life cycle management strategy. Access to accurate, detailed documentation allows for easier auditing and helps organizations to remain in compliance.

Managing and maintaining critical information about existing IT systems is a best practice that places enterprises in a better position to assess future questions on whether it is more cost-effective to upgrade, replace, consolidate, or introduce new technologies.

For a consultant, there are many advantages to leveraging the information stored in the partner portal, which helps to present a snapshot of a client's IT infrastructure, complete with lists of features and functionality related to each of the client's systems. The partner portal provides vital documentation and visibility into what systems are driving a client's business, ensuring that the consultant takes a cost-effective and rationalized approach.

Proven Results

We've worked directly with enterprises in public and private sectors, active in such industries as manufacturing, utilities, chemicals, mining, and others.

To learn how leading organizations have benefited from TEC's enterprise software selection and services, view our customer success stories online: www.technologyevaluation.com/company-information/success-stories/.

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Standard Programs for Partners

At TEC, all evaluation and selection projects, partner portals, and service offerings come with training and support. We are committed to flexibly meeting your needs—from enabling you to work efficiently on your own while leveraging our methodology, research, and technology, to supporting your projects with a full range of advisory services.

Partner Portal Programs

Annual Access

For firms that would benefit from access to TEC's research and technology on an annual basis, we offer

- a secure web research portal to enable efficient research and project management
- an easy-to-navigate, updated repository of approximately 1,000 vendor solutions
- access to our private functional and vertical knowledge bases, as well as articles, analyst reports, and vendor white papers

Project-based Access

For consulting firms that have multiple, successive evaluation and selection projects on an annual basis, but that do not require annual access, we can offer a stepped discount structure. It is available on a personalized, secure partner portal that is either project-based or offers limited access to TEC's resources.

Referral Programs

Referral programs are based on a partner's geographical footprint or industry expertise and ability to deliver complementary value-added services, our goal is to support projects by offering joint services if needed. We can also design a unique program to suit your firm's needs.