

**About Technology Evaluation Centers
(TEC)**

TEC's approach combines comprehensive research, industry-leading decision support technology, a proven selection methodology, and the expertise of our analysts.

We can help you

- Bring objectivity and transparency to the selection process
- Reduce the cost, risk, and duration of your selection project
- Choose the solution that best satisfies your specific business requirements
- Offer rational financial justifications, and provide a clear audit trail



Figure 1. TEC's core competencies

TEC Analyst Reports: Pricing and Requirements Profile

Technology Evaluation Centers (TEC) is the impartial advocate for the enterprise software purchaser.

We bridge the gap between you, and the vendor and value-added reseller (VAR) community. For over 15 years, TEC has been helping companies like yours choose the enterprise software solutions that best meet their unique business requirements.

TEC's Pricing and Requirements Profile report gives you an idea of what your company can expect to pay for a particular type of enterprise software solution, such as an enterprise resource planning (ERP) system.*

Think of it as a custom buyer's guide, developed specifically for your organization.

The Pricing and Requirements Profile report helps your company

- Gain a clearer understanding of the enterprise software pricing landscape
- Build a stronger business case before initiating a software selection project
- Learn what similar companies have paid for the type of solution you're considering
- Shorten the selection time frame by identifying solutions that fall within your budget requirements

You can easily reuse the information developed in the report as a starting point for a formal software selection project.

How It Works

After interviewing your company's subject matter experts (SMEs), our analysts develop a profile of your organization, including

- Your business background and general outlook for short- and long-term growth
- An overview of your high-level market, structural, operational, and functional requirements

TEC then creates a profile of your functional and technical requirements in eBestMatch™, our online decision support engine.

Finally, TEC models a solution that meets your functional and technical requirements, analyzes what companies similar to yours have paid for comparable solutions, and produces your customized Pricing and Requirements Profile report.

What You Get

In addition to a general overview of your company and a high-level outline of its requirements, your customized Pricing and Requirements Profile report includes the following components:

Peer Estimates

TEC compiles information about your peers—companies that work in similar industries and have similar business and operating characteristics. Understanding the pricing goals of similar companies can help you put your own expectations in context.

* This report is useful only as a preliminary estimate. It does not contain exact pricing. Exact amounts are impossible to state without doing a complete evaluation and obtaining vendor proposals.

Profile of Companies Engaged in Selection Projects**

TEC reviews data from real software selection projects—including pricing information from proposals by leading vendors—and provides the price range for licensing, implementation, maintenance, and training.

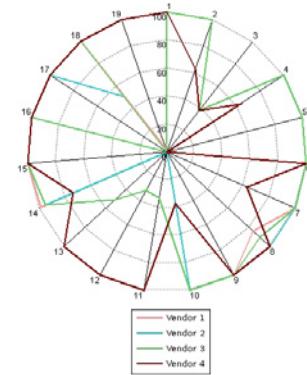


Figure 2. Vendor support for your high-level requirements

Models of Enterprise Systems

TEC develops graphs that demonstrate how well vendors support your functional and technical requirements.

The eBestMatch decision support engine makes it easy to accurately compare functional and technical criteria for over 1,000 software solutions listed in our database.

Using eBestMatch, you can

- Define your unique business requirements, and see how different solutions measure up
- Display the results in interactive graphs and charts
- Find the best software solutions for your company

	Vendor 1	Vendor 2	Vendor 3	Vendor 4
(1) Industry				
Consumer Packaged Goods (CPG)	Excellent	Excellent	Excellent	Excellent
Fabricated Metals	Excellent	Excellent	Excellent	Excellent
Steel/Mill Products	Excellent	Excellent	Excellent	Excellent
Warehousing/Distribution	Excellent	Excellent	Excellent	Excellent
(2) Annual Revenue				
\$50 - \$200 million in revenues	Excellent	Good	Excellent	Good
(3) Total Budget and Total Users				
51 to 100 users for Total budget is \$1,000,000 to \$3,000,000	Adequate	Adequate	Adequate	Adequate
(4) Number of Employees				
501 - 1,000 Employees	Excellent	Excellent	Excellent	Good
(5) Structure				
Multinational	Excellent	Excellent	Excellent	Not Competitive
(6) Site				
2-10 sites	Excellent	Excellent	Excellent	Excellent
(7) Nature of Business				
Distributor/manufacture mixture	Excellent	Excellent	Excellent	Good
(8) Localization				
Europe (west and north, including the United Kingdom)	Extensive	Extensive	Extensive	Extensive
Latin America (Mexico, Central America, and South America)	Adequate	Extensive	Strong	Extensive
North America (Canada and the United States)	Extensive	Extensive	Extensive	Extensive
(9) Language Support				
Chinese (simplified)	Yes	Yes	Yes	Yes
English	Yes	Yes	Yes	Yes
(10) Inventory Environment				
Make-to-order (MTO)	Excellent	Excellent	Excellent	Adequate
Make-to-stock	Excellent	Excellent	Excellent	Adequate

Figure 3. Detailed charts identify vendors suitable for further evaluation

High-level Vendor Identification

TEC provides a high-level review of vendors that are likely candidates for a more detailed evaluation, such as a full request for information (RFI) submission.

We include detailed graphs and charts that show how well each vendor targets companies with requirements similar to yours, as well as analyst insight explaining how we arrived at our rankings.

Contact Information

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Find Out More—Contact TEC Today

Whether you're planning for an upcoming software selection project, building a business case, or simply trying to learn more about the IT pricing landscape, TEC's Pricing and Requirements Profile report can help.

Talk to one of our experts today. Call 1-800-496-1303 in North America or +1 514-954-3665, ext. 404 outside of North America, or e-mail selectionservices@tec-centers.com

** For reasons of confidentiality, we cannot associate specific amounts to specific vendors or clients.