Software Selection & Request for Proposal (RFP) Management

- **Global IT spend surpassed $4 trillion in 2019**
- **The average annual company spend on IT is 4-8% of revenue**
- **Enterprise Software is the fastest-growing area of technology investment**

With just those statistics alone, we are clearly already spending large sums of money attempting to align our technology with our strategy.

And are we there yet?

It would appear not!

Given the enduring global pandemic where even greater than ever investment is required to close the infrastructure, business process & security gap in many organizations, it is no wonder that leaders are not sure where best to invest and how best to make those technology investment assessments and decisions.

To ensure you attract & receive competitive bids from vendors who have the functionality to meet your needs, a Request for Proposal is widely considered to be the *best practice process for big-ticket purchasing*.

Writing, developing, issuing and managing an RFP takes time & requires a particular skillset, one which **you may not have in your organization**.

If you are considering investing in Enterprise Software to solve challenges within your organization, first ask yourself the following questions:

- Do we have staff that have the desire, skills, and time to develop and manage an RFP so that we can attract the right vendors?
- Do we have knowledge of the vendors that have functionality, value, prior experience & success to meet our specific needs?
- Do we have staff who understand current vendor strategies, their capacity, implementation approaches and future road maps?
- Do we feel that as an organization we have the desire, skills, and time to enable effective contract negotiation?
- Are we prepared to be constantly flooded with emails, calls, texts and meeting requests from vendors attempting to convince us that their offering is exactly what we need?

If you answered no to any of these, you likely need some help from an independent and objective, trusted advisory partner who will lead (or enable you / your staff to lead) your project to success.

About Approach Consulting
Enabling your business & technology success today, helping your people with change.
We are a trusted, independent, and objective Consulting firm providing Technology Advisory, Organizational Transformation and Project-based Services.
Contact Us: (844) 427-7762 | www.approach-consulting.com

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Let's get started TODAY →

"Thank you so much for your enduring partnership over the past 18 months. Your commitment, passion and value in guiding us through our ERP journey is invaluable. From our initial discussions on Organizational Strategy, Investment & Change Appetite, to providing guidance in helping us form our Governance Model & Steering Committee, to developing & managing our RFP to help us attract, evaluate, select and negotiate ERP Software Vendors & Implementation Partners, your focused advocacy for us, and in helping our organization and our people with their change journeys, we cannot thank you enough. *You are forever part of the family here*!"

- CFO,

$1.5 billion U.S. Acute Care Hospital

Providing trusted, independent, and objective consulting services to help you make the right enterprise software investment decisions.

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