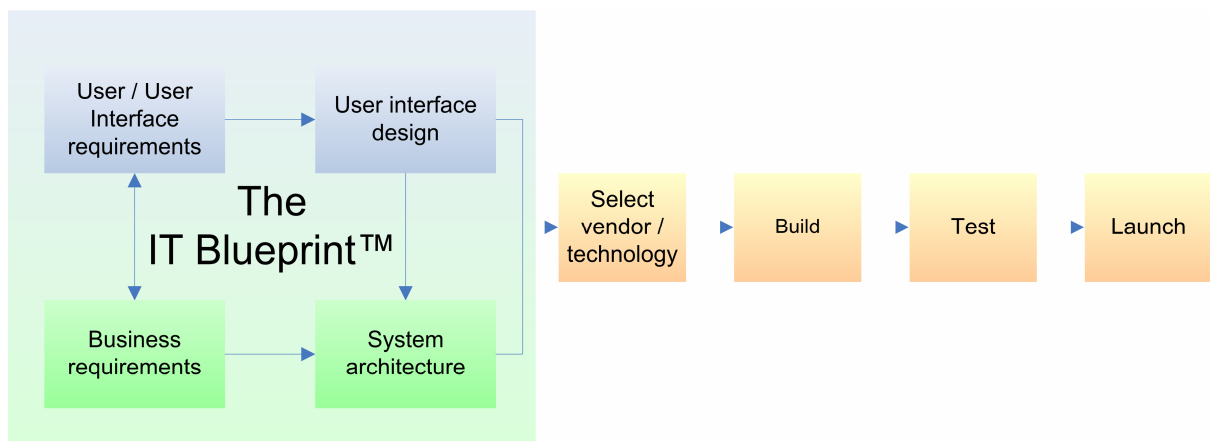


## XPVendorEngagement™: Choose the right vendor and IS partner

Selecting the right vendor and systems integration partner can often be difficult. They all have great case studies, yet we know that between 50 — 80% of all IT projects fail — they're either late, over budget, missing critical requirements or unusable.

Depending on where the project is up to, it's either cancelled, or it takes several years, multiple version releases, constant change requests and a large budget to bring it back on track. Your return on investment is in serious risk of being negative. Why does this happen? The fundamental difference between IT and all other engineering projects is that there is no clear and unambiguous blueprint of the final product that everyone can relate to.

XPVendorEngagement starts by creating an IT Blueprint™. It is a complete and unambiguous visual representation of the entire application so management can sign it off as meeting requirements and users can sign it off as usable and aligned with their work practices – all before a vendor is spoken to or a line of code is written.



Once complete, you then release the IT Blueprint to the market. Vendors and IS partners know exactly what you want and can quote precisely. You can then determine who can actually deliver what you want, on time, on budget and is usable.

As the project progresses, use the IT Blueprint to evaluate what is being built. You can easily enforce compliance, because you told the vendor exactly what you wanted – up front. There are no unforeseen change requests blowing out your timelines and budget.

XPVendorEngagement helps you choose:

- ◀ the right technology, whether off-the-shelf or custom,
- ◀ the right SI partner who can deliver exactly what you, your staff and your customers want.

You don't need to make sacrifices and change your business practices to suit the way the application works. Our vendor engagement process stops the cycle of 'that's not what I asked for' — 'but that's what you said you wanted', and the 'sorry, our software can't do that' for critical functionality.

And, finally, you no longer need to experience that sinking feeling, late in the project, when you realise your SI partner can't actually deliver what you asked for.

## XPVendorEngagement™

- ◀ Quickly and accurately captures business, user and user interface requirements to create a complete and unambiguous Blueprint for the tender document
- ◀ Vendors and SI partners can precisely quote on the IT Blueprint and tender as they know exactly what you want
- ◀ Ensures you only receive responses from vendors that can deliver, saving you time in the evaluation process
- ◀ Mitigates risk, helping you pick the vendor and integration partner that can truly deliver against your requirements
- ◀ Provides a management tool to evaluate the project as it's being developed for compliance with the Blueprint
- ◀ Resolves disputes between management and the vendor and integration partner
- ◀ Stops ongoing change requests and multiple releases to get it right
- ◀ Stops projects from being over time and over budget
- ◀ Reduces total cost of ownership by reducing development time and effort
- ◀ Provides a specification for the vendor that they can directly code from, with out interpretation, cutting development time by at least 50%

## Use XPVendorEngagement™ when

- ◀ You haven't been able to specify exactly what you want, and the responses to your tender vary too widely in price and deliverables
- ◀ You need to identify the best technology solution to suit your business, without having to make compromises and change your business to suit the technology
- ◀ All the vendor and SI responses look essentially the same and you can't pick the right one through all the hype
- ◀ You want to deliver the final product within months, not years, so you can capitalise on market and business opportunities
- ◀ You don't want endless meetings with the integration team where they tell you 'we can't do that, our software doesn't work that way'
- ◀ You keep having to leave out critical functionality because you've run out of time, and you don't want it to take five versions until everything works properly
- ◀ You deliver technology solutions that still don't address the fundamental performance issues, meaning that nothing changed in the workplace
- ◀ The uptake and acceptance of your previous IT systems has been less than expected, and you need to get your new one right the first time

For more information, please contact PTG Global on  
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