



bringing business and IT together

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SERVICE

Selecting Consultants

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Service Selecting Consultants

Your situation, your objective and your challenge

You are planning a large-scale IT project, e.g. the setup of a global SAP ERP Template. For this you need support by a consulting partner you plan to find by starting a request for proposal. Your objective is to find the partner who seems to be most appropriate for your project.

What does the service include?

The service Selecting Consultants includes the complete lifecycle of a bid, starting with the project idea and the description of the requirements and ending with the contract. Service details:

- Collection and review of the project requirements concerning consistency, clarity and completeness.
- Creation of the bid documents and distribution to appropriate contractors (*Long List*).
- Evaluation of the offers and preselection of appropriate candidates (*Short List*) based on agreed evaluation criteria.
- Support in expert interviews for rating the individual candidates.
- Involvement of all stakeholders in the selection process.
- Support in defining the contract details and conclusion of contract.



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Which advantages does the service offer for you?

- The service is offered by a neutral partner who is not acting as a bidder.
- You benefit from a comprehensive experience with bidding procedures including the views of requestor and bidder. It is very helpful for a company to already know during the bid creation how potential partners may react on the requirements.
- You reduce your risk that the wrong partner or the wrong people are selected. A replacement of partners in an already ongoing project can be associated with considerable costs.
- You receive advice to avoid disadvantageous contract forms. For example, if you take a closer look at fixed-price offers, they can sometimes have more disadvantages than benefits.