



Requirements Analysis & Solution Sourcing

Choosing the best technology solutions to address business challenges can be a daunting task for any company. Technology suppliers frequently enter and exit the marketplace, while offerings are often changed and enhanced. An even greater challenge is the ability to articulate and document business requirements from all functional departments and to prioritize them into core requirements that must be met by all potential solutions. Let our experience and knowledge work to your advantage.

Impact 21 Provides You the Following Benefits:

- ~ Unbiased perspective
- ~ Proprietary scoring process
- ~ ROI modeling
- ~ Prioritized requirements
- ~ Decreased selection time
- ~ Optimized solution investment
- ~ Thorough analysis of solution providers
- ~ Reduced risk
- ~ Improved negotiating position

Tech Guidance: Neutral but Positive

Impact 21's requirements analysis and sourcing services rely heavily on analyzing your needs. As a solution-neutral advisor, we help you:

- Document and prioritize all applicable requirements by functional role
- Identify the solutions that can meet these needs
- Select new hardware, software, or support services through our proven approach to requirements analysis and sourcing
- Select the best-fit solutions and services to enhance performance and drive efficiencies

Making Strong Selections – RFI/RFP

Impact 21 knows the ins and outs of Requests for Information (RFI) and Requests for Proposals (RFP) and will partner with you on the following:

- Managing your entire RFI/RFP process giving you peace of mind knowing that a team of experts is covering all the bases
- Preparing RFIs/RFPs and review responses
- Assisting in identifying gaps in contracts

Vendor Comparison

You want the best solution provider for your needs. We tap into our knowledge of industry solutions to identify and evaluate vendors.

Solution Demonstration

Based on the requirements defined through the RFP phase, we set up vendor demonstrations to determine the ability to meet these critical and desired capabilities by objectively identifying and evaluating vendors.

Finding the Best Solution Provider for You

Solution Selection

We present recommendations for solution provider finalists. This process provides support to your internal team in identifying the actual finalists and preparing for completion of contract negotiations.

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