



# Vendor Selection

**"Our solutions for Vendor Selection are tailored-made for each client, based on our real experience and rich of industry knowledge."**

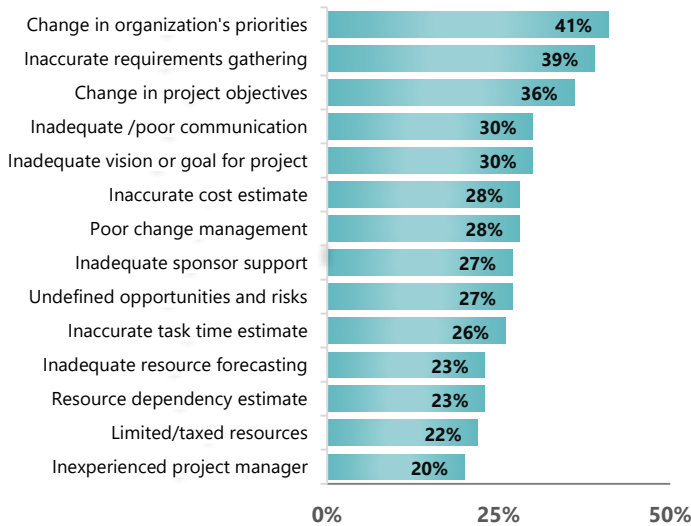
ABeam has extensive experiences for vendor selection across the industries in Thailand. Based on the accumulated knowledge and experiences, ABeam offers comprehensive and well-tailored evaluation to select most suitable solution.



We bring out **Solutions** to resolved **Key Issues** at Vendor selection



**Q:** Of there projects stared in your organization in the past 12 months that were deemed failures, what were the primary cause of those failures?



Reference link: <https://www.pmi.org/-/media/pmi/documents/public/pdf/learning/thought-leadership/pulse/pulse-of-the-profession-2017.pdf>



- Unclear selection guideline
- Don't know how to evaluate vendor



Selection guidance



Evaluation Criteria List (RFI and RFP)



- Missing and Unclear requirements
- Difficulty to define Gaps



RFI &RFP Template



Requirement confirmation process



- Unconfident in Vendor performance, ability and experience



Due diligence evaluation criteria



Proof of Concepts (POC) Check list



- Incomplete contract negotiation before project starts



Contract check list

## There are 3 key points our "Vendor Selection" solution

3 key points of ABeam's services will enhance project QCD (Quality, Cost, Delivery) to select most suitable solution for our clients.

1

Our analysis is done based on **ABeam's insight facts of your industry**. The results are presented through **ABeam templates** that are used to ensure quality.

2

Our solutions were tailored-made for you, **based on actual issues** that occurred in the real world business.

3

Our global network gives us the **well-rounded experience** in vendor selection.

## 1. Research and Analysis



- ## 2. Vendor Shortlist



- ### 3. RFP Process\*



- ## 4. Evaluation and Scoring



- ## 5. Selection and Negotiation



- Request For Proposals (RFP)\_Template
- Request For Proposals (RFP) Questionnaire

## Sample of Deliverables

Category	Sub Category	Overview	Weight
Product	Functionality	• <b>Coverage of functionality</b> specific to [redacted] process at the first steps level (scenario level for Account unit)	
	Flexibility	• <b>Configurability</b> to support the business	
	Delivery	• Vendor's <b>ability to deliver</b> solution either configuration or customization based on [redacted] business processes	60%
	Architecture	• Solution architecture design to support <b>scalability</b>	
	Integration	• <b>Integration capabilities</b> of applications or services under consideration	
Vendor Service and Support	Performance	• Vendor's capability to meet [redacted] performance preference in terms of <b>response time, throughput, and resource-utilization levels</b>	
	Support	• Support for an implementation <b>warranty and maintenance</b> after post-go-live in terms of application, infrastructure support	
	Project Management	• Project management <b>methodology to align with our proposed project implementation approach</b>	40%
	Organization/People	• Project organization <b>roles and responsibilities, and ability of vendors' key persons</b> in terms of professionalism and skills sets	