

# 3 Components to Selecting the Right Vendors



Selecting the right vendors for a new transformation initiative can be tricky. Make sure your vendor selection process includes these three vital components to ensure sustainable project success. Missing just one could put your transformation project at risk.

1



## Identifying Critical Business Requirements

MSSBTA will confirm or elicit key business requirements, and also confirm/define the business case goals and expected ROI needed to select the right software and systems integration vendors.

2



## Selecting Vendors that Meet Requirements

Leveraging partnerships, MSSBTA researches software products and implementation vendors that best fit your company's profile.

3



## Managing Vendor Contract Negotiations

MSSBTA will assist in the contract negotiation process with both vendors to ensure appropriate alignment and completeness.