



CMC Vendor and System Evaluation and Selection

Combined Management Consultants (CMC) is a quality independent ERP, Project Management, Business and IT Consulting organisation.

CMC has over 29 years experience in providing Strategic ERP Consulting and Project Management Services to over 100 organisations across a range of industries including Distribution, Manufacturing, Warehouse Management, Supply Chain, Retail, Telecommunications, Finance and Government.

One of our specific areas of expertise is in supporting our clients in the Evaluation and Selection of Vendors and their Business and Technology Solutions. CMC also provides a comprehensive set of templates to support the process, covering the initial Requirements Documentation and RFP / Tender Preparation through to the final Business Case and Business Benefits Realisation Strategy.

High Value Professional Services

The foundation of our portfolio of skills is Strategic Consulting and Project Management expertise. We specialise in:

- **Strategic ERP Planning and Advice**
- **Vendor and System Evaluation and Selection**
- **Business Process Analysis and Requirements Definition**
- **Program and Project Management**
- **Tender Management and Vendor Facilitation**
- **Change Management, Transition and Training**
- **Test Management and Testing Methodology**
- **Quality Assurance Reviews**
- **Independent Steering Committee Representation**
- **Business Case Development**
- **Supply Chain and Distribution Consulting**
- **Networks and Infrastructure**

Evaluation and Selection Methodology

Embarking on a Vendor or System Evaluation Process can be a complex and challenging task.

CMC has developed an effective Requirements Gathering, Facilitation and Project Management Methodology which puts pragmatic guidelines around the decision making process in determining the optimal and least risk solution for the organisation.

"We engaged CMC to assist us with the business process analysis and requirements definition for a replacement ERP system for our business. We have found CMC's Evaluation and Selection process to be pragmatic and their templates have been most helpful in giving us a "fast start" to our project. CMC's use of Business Scenarios was excellent and when it came to the Vendor demonstrations we were able to quickly see which solution would work for us. Their consultants also have relevant industry knowledge in Manufacturing and Supply Chain which was an added bonus"

Nick Melfi
Director of Finance
David Brown Gear Industries

We offer our Project and Evaluation Templates to all our clients at no charge.

We believe that our expertise, applied through a mentoring approach, together with our client's in-house resource team results in the reduction of risks surrounding these evaluation projects. A strong focus on minimal disruption to "business as usual" processes is a key objective of every CMC engagement.

CMC has no products or service offerings that could create a conflict of interest for our clients or their prospective Vendors / Implementation Partners. This ensures that a "level playing field" is created and that the client achieves the optimal outcome.

As a Trusted Advisor, CMC also helps our clients to effectively engage with Vendors to achieve the business benefits that the clients are looking for. We have an excellent reputation and have demonstrated a co-operative and results oriented approach to working alongside the numerous vendors and implementation partners in Australia. Our independence and experience in this area ensures that our clients are in a better position to evaluate and select the "right" business and technology solution for their needs both now and in the future.



CMC's Evaluation and Selection Process

CMC utilises our tried and proven Vendor and System Evaluation and Selection Methodology to ensure durability and auditability of the process.

Our Evaluation and Selection process is based on the following key steps:

- ✓ Engage with the **Business Sponsor** to understand the executive commitment and priorities of the Project.
- ✓ Agree on the **Evaluation, Selection and Purchasing Process** including Request for Proposal (RFP) and Business Approval Cycles.
- ✓ Preparation of the **Requirements Documentation** including critical **Business Scenarios**.
- ✓ **Pre-Qualification** of Vendors and Solutions (Shortlist or Longlist).
- ✓ Preparation and distribution of the **RFP Documentation**.
- ✓ Assessment of Vendor RFP responses using **CMC's Ranking and Scoring Matrix**.
- ✓ Preparation the **Business Case** and/or **Business Benefits Realisation Strategy**.
- ✓ **Facilitation** of Vendor Presentations.
- ✓ **Co-Ordination** of **Due Diligence and Reference Site Visits** for Preferred Vendor/s.
- ✓ Prepare of **Vendor Selection Report and/or Board Paper**.
- ✓ Support for **Commercial and Contract Negotiations**.
- ✓ Establish the **Implementation Project Framework and Governance**.



"When Fantastic was looking to team up with strategic ERP consulting partner we were focused on ensuring that the organisation was completely independent and that they had excellent knowledge of Supply Chain, Retail and Warehouse Management business systems and processes. CMC was selected because they understood our business and could demonstrate their capability to deliver complex projects.

We have found their staff to be diligent and highly professional and as such have engaged CMC for a number of projects including the development of a ERP Strategy and Information Systems Plan and the Evaluation and Selection of a replacement enterprise wide ERP and Retail (POS) System.

Jason Jack
General Manager IT
Fantastic Holdings

Once the successful Vendor has been selected, CMC can assist with:

- **Provision of appropriate Project Management Templates and Processes**
- **Independent Steering Committee Representation**
- **Project Management Support**
- **Implementation Advice and Guidance**
- **Quality Assurance Reviews**
- **Change Management, Transition and Training**
- **Test Management**
- **Supply Chain, Distribution and Warehouse Management Consulting**



"CMC brought considerable rigour and structure to our system evaluation process that we didn't have previously. Their independence and strategic view enabled us to move forward with a high degree of confidence that we were making the right purchasing decision. CMC's project templates and methodologies were comprehensive and assisted us greatly in our evaluation".

David Bonham
General Manager
Lynch Group

CMC's Methodology and Templates

CMC offers our Vendor and System Evaluation and Selection Methodology and Templates to all our clients at no charge. This covers Bespoke Developments, Financials, Back Office, Enterprise Applications, CRM and SFA, HR and Payroll, Warehouse Management and Point of Sale.

It is often the speed with which a client can mobilise to preparing the appropriate delivery processes and documents that determines the budgetary success of the Project. Having the right technology at the right time without a need for excessive documentation is the key to success in this area.

CMC has a long history of success with these types of projects and have a demonstrable understanding of most industries including:

- **Distribution and Warehouse Management**
- **Manufacturing and Supply Chain**
- **Mining, Engineering and Property**
- **Retail and Point of Sale (POS)**
- **Professional Services and IT**
- **Telecommunications**
- **Government, Public Sector and Health**
- **Financial Services, Banking and Insurance**

Clients

Following is a selection of some of our clients that have engaged CMC to assist with their Vendor and System Evaluation and Selection Process.

- **AAPT**
- **A.H. Beard**
- **Aluminium Specialties Group (ALSPEC)**
- **Blackmores**
- **CEA Technologies**
- **David Brown Gear Industries**
- **Downer EDI Mining**
- **Dairy Farmers**
- **Gazal Apparel**
- **GraysOnline**
- **Fantastic Holdings**
- **Lynch Group**
- **Pace Farm**
- **Plastral**
- **Retravisio**
- **Sapphire Aluminium Industries**
- **Stylecraft**
- **Telstra Directory Services**
- **Telstra Payphone Services**

If you are currently considering a Vendor or Solution Evaluation for your organisation, please give us a call.

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