SOFTWARE SELECTION
BUNDLES

Caravel offers the below emerging market packages, ranging from $18K-65K, depending on customer business complexity.

- Business System Assessment
- RFI / RFP Process Administration
- Vendor Demonstrations
- Vendor Negotiations
- Project Initiation

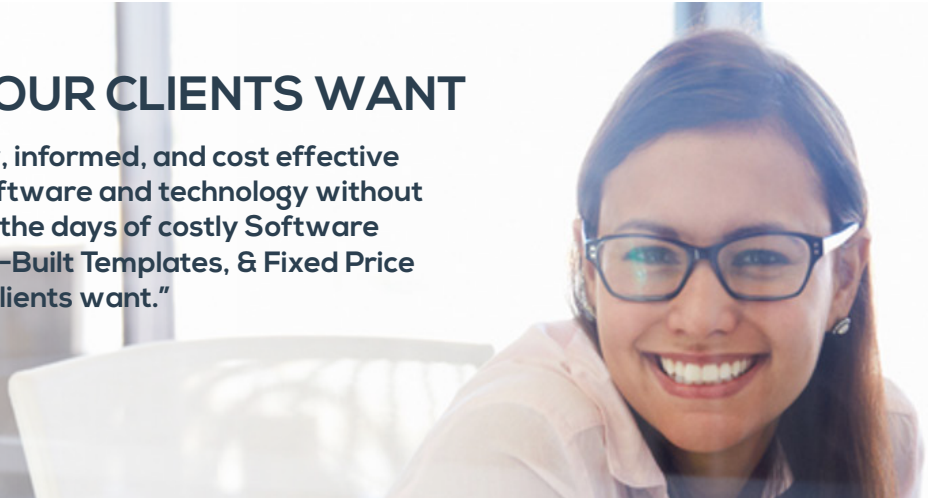## Helping Clients Make the Right Decision Out of the Gate.

The Team at Caravel has spent the last two decades working with clients across North America ranging from SMB, Mid-Market to Enterprise. Having worked with over 500 clients, Caravel has consolidated this experience into a repeatable framework for helping companies define lean yet scalable business processes, efficiently determining the right technology to support the business, and providing project oversight to ensure project and ultimately business success. Our goal is your goal: Help drive the right decisions as quickly and cost effectively as possible.

Contact Caravel + Partners for more information on fixed package pricing

San Francisco, CA
415-915-0401

www.caravel-partners.com
info@caravel-partners.com

New York, NY
347-343-4475

Caravel + Partners

Strategy **I** Selection **I** Oversight

EXACTLY WHAT OUR CLIENTS WANT

"Help our clients make timely, informed, and cost effective decisions surrounding the software and technology without breaking the bank. Gone are the days of costly Software Selections. Straight Talk, Pre-Built Templates, & Fixed Price Services. Exactly what our clients want."

Scott P. Curry
Managing Partner, Caravel

Objective. Nimble. Practical.

Based in the Silicon Valley, Caravel Partners helps companies scale their operations efficiently by developing scalable processes and deploying right-sized technology solutions to match that growth trajectory. For the past 25 years, the Team at Caravel has worked with SMB, Mid-Market and Enterprise clients across various industries developing leading practices, building technology roadmaps, deploying enterprise software and supporting those solutions long term. With over 500 collective clients, the Caravel Team has leveraged this experience toward the continual development of lean based, comprehensive approaches designed to help its clients solve complex business problems with modern tools, practices and in some cases, simple solutions.

Software Selection Services

Our goal is your goal – help our Clients quickly, efficiently and cost effectively determine the "What, When and How" around selecting the right software or technology platform for its Clients. Whether Front Office (CRM), Back Office (ERP, SCM, HCM & EPM) or IT Ops, Caravel brings the re-usable tools and templates to maximize the ROI surrounding the project while minimizing the TCO. Packaged bundles are as follows:

• **Business System Assessment** – Gather & Categorize Business Requirements; Determine Software/Technology Vendors; Review Software/Deployment Considerations

• **RFI / RFP** – Additive to BSA, Draft Documents, Distribute to Vendors, Collect, & Assist in Creating Vendor Shortlist through Scoring Process

• **Vendor Demonstrations** – Additive to BSA & RFI/RFP Process, Demo Flows, Vendor Preparation & Coordination, Demos & Follow Up, Score Card, Decision Matrix

• **Vendor Negotiations** – Additive to BSA, RFI/RFP & Demo Process, Vendor & Contract Negotiations

Caravel + Partners
Strategy | Selection | Oversight

SOFTWARE SELECTION PACKAGES

EXECUTIVE OVERVIEW: APPLICATION ROADMAP & BUSINESS IMPACT SUMMARY

An Executive Summary to provide an overarching view of the company's existing business applications, versions, and users. Also included is a summary of top business pains and desired system objectives including business impact, estimated organizational cost, and expected return on investment (tangible and intangible).

SIGNATURE PROCESS REVIEW

A mid-level review of the key steps in key signature processes including integration points (process start and end points..

AS-IS AND TO-BE TECHNOLOGY ROADMAP

A high-level technology roadmap outlining the major applications, systems and 3rd Party providers demonstrating the flow of data between the major systems.

IN-SCOPE FUNCTIONAL AND TECHNICAL SUMMARY

A summary of the major application functions, data migration sources, interfaces, workflows, reports and forms including relevant detail surrounding these aforementioned areas.

FUNCTIONAL REQUIREMENTS ANALYSIS

An analysis of the functional requirements by business process and application area.

TECHNICAL | IMPLEMENTATION REQUIREMENTS ANALYSIS

An analysis of the technical and implementation related requirements.

Caravel + Partners
www.caravel-partners.com | info@caravel-partners.com

Caravel + Partners
Strategy | Selection | Oversight

IMPLEMENTATION TIMELINE

An estimation of the implementation timeline by major milestone by week.

SIGNATURE PROCESS REVIEW

An analysis of the potential software vendors and implementation partners.

SOFTWARE AND IMPLEMENTATION PRICING

An estimation of the potential cost for procuring the software, implementing the software and supporting the software long term. Included is an estimated 5 Year Total Cost of Ownership.

SIGNATURE PROCESS REVIEW

An analysis of the potential software vendors and implementation partners.

Caravel + Partners
Strategy | Selection | Oversight

REQUEST FOR PROPOSAL

< Customer Name>
<Date>

<Customer Logo>

<Customer Name> RFP, V2.0   Confidential   Page 2