

### Overview

Selecting software vendors is a more difficult process than it sounds. It's a decision that will last for years and often costs millions of dollars. Successful selections require identifying capable vendors, peeling through sales vs. actual system capabilities, evenly comparing systems, and negotiating implementation and license fees. This process can last weeks for small implementations and months, even years due to inability to give it complete focus, for larger ones. SteelBridge has assisted our clients many times over in successfully executing a software selection. This particular success story was focused on helping a \$30B energy and power buyout and growth capital private equity firm select a portfolio monitoring solution.

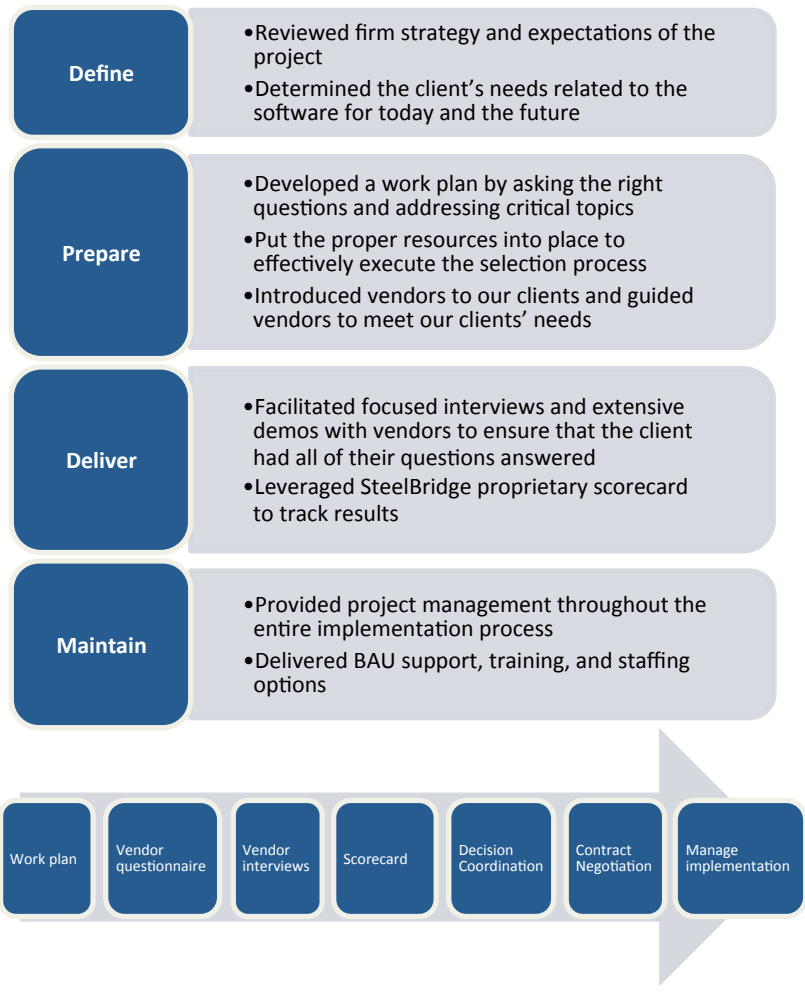
### Client Challenge

- Staff lacked the time and experience to define a clear set of business requirements desired system
- Comparing technology solutions was not finance and portfolio teams core competency
- Internal staff already had capacity constraints with day-to-day workload
- Vendor responses varied greatly requiring project management to accurately stack systems
- Vendor resources capabilities varied making less capable systems seem more capable
- No project management resource available to manage artifacts such as requirements, system comparison matrix, license fee estimates, timelines, implementation estimates

### SteelBridge Impact

- Refined and documented the client's requirements
- Created a software vendor questionnaire for initial due diligence and determination of software capabilities
- Completed a vendor search leveraging SteelBridge expertise and industry relationships
- Facilitated vendor interviews and software demo process
- Leveraged SteelBridge's proprietary vendor selection scorecard to track each client requirement and associated vendor responses
- Managed end-to-end selection process allowing the client to focus on their "day jobs" and only be involved with requirements definition, demo's, and final decision
- Guided client through final decision-making process

### Project Approach



### Contact Us

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