

Do you want to make sure that you will get the best technology at the best price?

## RFP Development and Vendor / Solution Evaluation

When an organization identifies that a solution is required then the procurement process is initiated with stakeholders such as the IT and/or operations department being involved. Some of the drawbacks here is that the people in these departments may be familiar with some systems but certainly not that many as well as not great awareness of competitive advantages of one system versus the other. Our involvement will allow the bank to benefit from our long experience in different IT and financial IT technologies so that an RFP can be prepared so that it covers all requirements. Further our experience will allow the RFP creation and vendor responses evaluations. At the last stage a great value-add is our knowledge of pricing in the market so that you can benefit of our assistance in negotiations.

A purchase is a business usually of significant amount of money. It is estimated that banks for example will spend in a year between \$1000 to \$5000 per ATM on different solutions hence an organization with 100 ATMs may have a budget of around \$100K to \$500K. Usually such projects may be either a few big projects or many smaller projects in a year.



The selection so of the right solution based on business requirements, the proof of the value of the solution as well as the negotiation, the implementation and after sales service terms are extremely significant on the bottom line.

Our deep understanding and knowhow of banking as well as other corporate organizations IT solutions and their pricing will make sure that the RFP/RFI writeup will cover all business aspects and it will be purchased at the lowest possible price. Many times RFPs have to cover not tens but hundreds of questions and answer evaluation must be very precise. With us at your side you will have not one but many worries LESS.

**RFP**

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**The Service Deliverables:**

- Interviewing of Business personnel, specifications requirements document
- Development of envisioned architecture (draft)
- Market research
- RFP/RFI Writeup
- Reception of Responses and evaluation
- Writeup of Proof of Concept requirements
- Supervision of POCs
- Evaluation of POCs
- Final Solution evaluation
- If needed/requested undertaking Project Management on behalf of organization for Solution Implementation.

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