

## Independent Product Evaluation

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Edgewater Technology offers companies the opportunity to engage an objective business and technology partner in the definition, identification and evaluation of commercial, third-party software packages.

Edgewater Technology is a strategic consulting and solutions firm that has built its entire business on the delivery of high-value services to customers in leading industries. We have extensive experience in the definition, specification, acquisition, design, construction, integration, implementation and management of tailored solutions. We have also worked with virtually all of the leading technologies in crafting innovative solutions for our clients. However, we neither sell nor resell any hardware or software products. We are able to approach each evaluation of a product or technology objectively, without conflict arising out of reseller agreements or other contractual relationships. As a result, we can use our extensive experience with solutions technologies of every kind to the direct benefit of your organization.

### The Value to Your Organization

There are several different scenarios under which customer organizations have found it beneficial to engage Edgewater Technology as an objective and highly qualified third-party in the evaluation of available solution offerings. The following examples illustrate various customer needs, and the corresponding service approach Edgewater Technology can offer.

#### → *You Know Your Requirements*

Your organization has definite requirements for a product/solution in a particular area of the business operation, but you do not have sufficient expertise (technical, functional requirements, project management) or knowledge of the products/solutions available to meet your needs.

Given Edgewater Technology's breadth of technology experience, we can assist you in capturing and clarifying the requirements, and can serve as a partner to offer specific objective expertise (technical, functional, project management). Our expertise enables us to facilitate your organization through the process of identifying and evaluating potential products/solutions to meet your needs.

As a result, you get a more complete and objective specification of requirements, and are able to invoke additional temporary capacity to identify and evaluate products/solutions, potentially shortening your time to decision.

#### → *Adjusting Your Outsourcing Mix*

Your organization has traditionally worked with an external (outsourced) provider of services and/or solutions, and wishes to investigate the feasibility of and strategy for bringing a product/solution in-house.

Edgewater Technology can assist your organization in understanding the true cost of ownership of an in-house solution, including hardware, software, operations, and staffing; and then planning and assisting with the evaluation and selection effort.

As a result, you get objective, more complete information that will be the basis of your decision to bring a solution in-house. Your organization gets an objective implementation partner to assist with the acquisition, integration and deployment of the selected product/solution.

→ ***Upgrading a Home-Grown Solution***

Your organization has a home-grown solution that is becoming increasingly difficult to support, maintain or enhance to meet your needs, and you wish to explore available offerings that might meet your needs.

Edgewater Technology can perform an audit of your organization's existing solution and IT infrastructure. Once completed, we can recommend a strategy and plan to evaluate, select and deploy an alternative solution.

As a result, you get a clear picture of the issues and costs associated with the current state of your IT infrastructure along with assistance in evaluating, selecting, integrating and deploying an alternative solution to formulate an alternative future state.

→ ***Outgrowing Your Existing System***

Your organization has an existing solution, but the current solution is not sufficient to meet its projected growth in terms of scale, or sophistication of operations, or integration with trading partners or mergers/acquisitions.

Edgewater Technology can assist your organization in defining its anticipated growth-driven needs, and devising a strategy that meets those needs. We can assist your organization in identifying, evaluating and selecting a product/solution.

As a result, your organization is able to capture its specific requirements, while clarifying its needs in the face of business or other drivers. You will be able to identify and evaluate alternatives to support your business' evolving needs.

→ ***You're Not Exactly Sure What You Need***

Your organization needs and wants assistance in defining a complete set of requirements before proceeding with a product/solution selection.

Edgewater Technology can assist your organization in capturing and confirming your particular requirements and planning the selection process.

As a result, you are able to get a clear definition of your organization's specific requirements, and a plan to identify and evaluate potential solutions.

→ *Exploring Strategic Alternatives*

Your organization is facing one or more issues pertaining to business strategy, business operations, customer service, technological evolution, industry integration, or regulatory compliance that is driving you to explore alternative solutions to your current/projected needs.

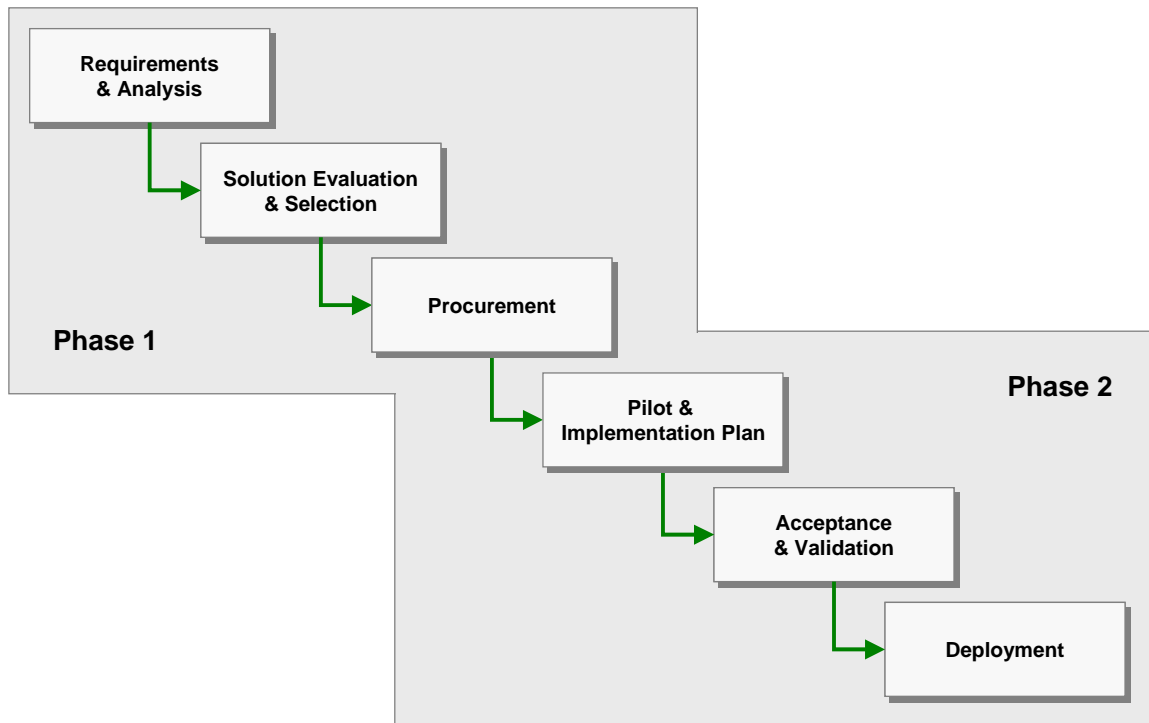
Edgewater Technology can assist your organization in defining its anticipated needs, and devising a strategy to meet those needs. We can assist your organization in identifying, evaluating and selecting a product/solution.

As a result, your organization is able to capture its specific requirements, while clarifying its needs in the face of various complex and potentially conflicting drivers. You are able to identify and evaluate alternatives and formulate a strategy to meet those needs.

**A Phased Approach**

Edgewater Technology follows a phased methodology that facilitates an effective collaboration within and between the participating organization(s), while at the same time managing risk. A typical product or solution evaluation effort will proceed through a series of activities designed to bring the appropriate focus and effort to the process at the appropriate time. Edgewater Technology has the depth and experience to deliver these engagements with the flexibility to meet the particular needs of your organization, while adhering to a standard, reliable approach that ensures success.

A typical engagement might look as illustrated in the following figure. The customer has the flexibility to choose whether to proceed to each successive stage in the process, depending upon the outcomes of the previous stages and the evolving needs of the organization.



At the highest level, the process consists of two major phases: the first focused on the definition, evaluation, selection and acquisition of a solution; the second focused on various aspects of its implementation.

→ **Phase 1**

The first phase will typically focus on the definition and clarification of your organization's specific requirements for the solution under consideration. This will proceed into the identification and evaluation of viable candidate products and providers of a solution, and will result in the selection and acquisition by your organization of the most desirable solution and provider based on your specific objectives and requirements.

→ **Phase 2**

The second phase will generally focus on the implementation, acceptance, validation and deployment of the selected solution, releasing the solution for adoption and integration within your organization's ongoing operations. Roll-out of the solution can be planned logically to coincide with the time and course of specific operational or other milestones envisioned over the corresponding planning horizon.

→ **Major Milestones**

- *Requirements Gathering and Analysis:* Capturing the critical functional, technical and operational requirements for a solution and verification with your organization that these requirements are valid and accurate.
- *Identification and Evaluation:* Examination of viable candidate solutions against your specific requirements. May include formulation and distribution of a Request for Information (RFI) and/or Request for Proposal (RFP) by your organization facilitated by Edgewater, and a careful evaluation of each proposed solution and provider, and each RFI and RFP response for fitness against your specific requirements.
- *Findings:* Presentation of findings and recommendations to your organization's executive committee or other appropriate body to facilitate your organization's selection and acquisition of the solution. The findings and recommendations will be based on both a business/functional evaluation and a technical evaluation of the solution and the provider.
- *Implementation of the Solution:* Planning, and execution of an implementation plan designed to introduce the selected solution into your organization's operations. This would include formulation of the solution architecture, integration with existing systems, certification of the installed system, training, and support planning.

## About Edgewater Technology

Edgewater Technology is a strategic consulting firm, specializing in technical consulting, custom software development and complex systems and data integration services. Our approach consists of understanding the unique and specific requirements of our client's operations and business objectives, and tailoring a custom technology solution to meet those needs. We offer a range of IT services including: strategic consulting and vision creation (Strategy); design, selection, construction, and deployment of solutions of various scales from departmental to enterprise-wide business systems (Solutions); and a range of post-deployment hosting and support services (Support).

### → *An Objective Partner*

Edgewater does not sell or resell any hardware or software products on behalf of any developer or supplier. Edgewater's entire business is based on the delivery of professional services pertaining to solution definition, design, acquisition and implementation. As a result, Edgewater has extensive experience in identifying, evaluating and implementing products and components from third-party providers as critical elements in solutions delivered to clients. This enables Edgewater to preserve its independence from product providers, allowing Edgewater to perform an objective evaluation of any product or component on the basis of specific requirements, to the benefit of Edgewater's immediate customer.

### → *The Flexibility to Help You Succeed*

Edgewater has engaged successfully with client organizations using a variety of delivery partnerships and staffing models. Under appropriate circumstances, Edgewater can initiate projects: following a fully outsourced model, where the Edgewater team completes all deliverables; under a co-delivery/co-development model, where tasks and deliverables are executed and completed jointly; or under a variety of extended partnership models, where the mutual responsibilities between Edgewater and client teams evolve over time to meet the changing needs of the client organization.

We have extensive experience in large-scale systems integration, where disparate systems and data sources must be brought together to deliver an effective solution for the client's organization. In addition, Edgewater has deep domain knowledge in the industry and extensive technical expertise in various data management and web-based business intelligence technologies.

We look forward to the opportunity to speak with you directly to explore how we might formulate a solution tailored to your needs and the needs of your organization.

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## For More Information

Contact us at (800) 410-4014 or via email at [makewaves@edgewater.com](mailto:makewaves@edgewater.com).