




PST's "Does it Fit" Software Evaluation Service

1. The Challenge: How do one or more decision makers determine if a software package is best for their organization
 - a. Where do you start, what do you look at, how do you know?

2. Solutions that don't work so well: Most decision makers approach this task by:
 - a. "playing" around with a demo of different programs (non-systematic) or
 - b. by gathering a list of required and wanted features from stake-holders, team members and comparing them across vendors (systematic, but over-emphasizes features, not solutions)
 - i. Bottom Line: both approaches don't yield very accurate predictive answers to the question of fit

3. The Key to Determining Software Fit: We've found the best approach, the real key to determine if a software application will work for you, is to work with your own business data within an application, walking through the top business solutions you need to create, and to have that experience shared by key stakeholders and decision makers.

4. PST Delivers Your Solution: At PST, we understand the business needs and your challenge to find the right solution. To that end, we provide a "Does it Fit" service packaged with the features listed on the following page and offered at up to 24% off - if purchased during the ManagePro demo trial period.

Does It Fit – Option A @ (\$1,000) \$757	Does It Fit – Option B @ (\$3,000) \$2,497
<p>1. One initial 90 minute interview with up to three (3) stake-holders via phone and web to determine the primary solutions that need to be addressed in the configuration of the database.</p>	<p>1. One initial 90 minute interview with up to nine (9) stake-holders via phone and web to determine the primary solutions that need to be addressed in the configuration of the database.</p>
<p>2. Two top priority needs/solutions will be addressed in the database configuration and design. This will include gathering information on business groups, and organization of the business to deliver primary products and services and subsequently configure the database to represent</p>	<p>2. Interview up to three (3) decision makers/stake holders in one hour interviews via phone and web to focus upon the top five (5) top priority needs/solutions to be addressed in the database configuration and design, as well as determine business groups, and organization of the business to deliver primary products and services and subsequently configure the database to represent</p>
<p>3. Database design will include the input and configuration of one (1) project in detail with a maximum of 30 tasks if documented in word, 50 tasks if saved in Excel</p>	<p>3. Database design will include the input and configuration of up to three (3) projects in detail with a maximum per project of 30 tasks if documented in word, 50 tasks if saved in Excel</p>
<p>4. Input up to 25 people (staff and partners) in the People/Meetings tab.</p>	<p>4. Input up to 100 people (staff, partners, vendors, etc) in the People/Meetings tab.</p>
<p>5. Enter and configure one (1) goal/initiative with scorecards and alignment linkage from the strategic plan</p>	<p>5. Enter and configure up to three (3) goals/initiatives with scorecards from the strategic plan</p>
<p>6. One intermediate 45 minute interactive work session with the decision making team to review database customization made and application to their business requirements</p>	<p>6. One intermediate 90 minute interactive work session with the decision making team to review database customization and application to their business requirements</p>
<p>7. A concluding 45 minute meeting with the decision makers and stakeholders, reviewing each solution created within the program with screenshots included in a Powerpoint report addressing the needs submitted by stake-holders</p>	<p>7. A concluding 90 minute meeting with the decision makers and stakeholders, reviewing each solution created within the program with screenshots included in a Powerpoint report addressing the needs submitted by stake-holders</p>

Contact Performance Solutions Technology, LLC

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Initial Preparation:

Please complete the following 3 tasks and email your results to the consultant you are working with at PST to maximize the value you receive (and in preparation for) in the initial phone interviews:

1. Most organizations organize their work by business group and/or by projects (underneath each business group). Some organizations organize their work around customers and then the projects underneath them.

As you look at your organization, decide if you organize by:

1. Business group, then projects
2. Customer, then projects
3. Just start right at projects.

Then send us a list or a spreadsheet of the business groups, or customers and/or the project names that would encompass the 20% of your business that generates 80% of the revenue.

2. If you were to organize your (product related) projects into groups or buckets, what does a standard project look like in each group (ex. Large projects over \$250,000, medium sized projects from \$100,000 - \$250,000, and Small or Ad-hoc projects under \$100,000)?

1. Please send us a spreadsheet with the basic steps that consistently occur in each project group.
2. For each project, please list the most valuable 6 – 20 data points to track (ex. Who's assigned, start date, due date, % complete, budget...)

3. Not only do you have product related projects that deliver work to customers, you also have internal projects for Finance, IT, Process Improvement.

1. Please send us the spreadsheets or Word-docs you are using to track your internal projects , and
2. For each project, please list the most valuable 6 – 20 data points to track (ex. Who's assigned, start date, due date, % complete, budget...)