



A robust and proven approach that ensures  
the selection of the right system for your business needs

## Retail System Selection

### Overview

When selecting new hardware, software or a service provider it's important to understand the appropriate selection criteria to apply. This determines your true business requirements and establishes which retail systems suppliers are best placed to meet your needs. PMC's structured approach to system selection is more than helping you start something new. It simplifies and joins up the process, and gets the right answers more efficiently and effectively.

### Knowledge and Experience

PMC brings an in-depth market perspective. We know the key suppliers in the market. We know who is most likely to fit your needs. We know the right questions to ask. We know the reference customers. That means we can help you reduce the system selection process from months to weeks.

Our knowledge and experience allows us to quickly identify a viable list of suppliers, add quality and credibility to the selection process and removes many of the steps that you would otherwise have to go through to achieve the result. PMC has significant experience of analysing your needs and managing the selection of solutions that will help you achieve your business goals.

### Stage One - Discovery

Through a carefully focused series of interviews, meetings and workshops, PMC will deliver a Statement of Work, detailed scope definition, a full requirements matrix and a suggested supplier list.

This process delivers benefits including a clear understanding of the task, verification of project boundaries and 'must have' functionality. PMC's up to date knowledge of the currently available

solutions saves research time.

### Stage Two - RFP/ITT Production

PMC will produce a master ITT document which clearly sets the scene for the potential suppliers. The documentation will clearly describe business requirements, technical considerations and support expectations. A full cost matrix will allow easy comparison of solution costs between the suppliers.

### Stage Three - Vendor Response

PMC will work with you to accurately evaluate the response from each vendor, using scoring templates to aid analysis of functional and technical fit with your requirements. PMC's experience in the marketplace will pay dividends in identifying critical areas of solution offerings which will specifically impact your business.

### Stage Four - Selection

Critical issues identified in the previous phase will be investigated in conjunction with the suppliers. PMC will co-ordinate the compilation of reference visit scripts to allow relevant information to be gathered on visits to existing customers. PMC will produce board presentations to allow you to make a fully informed decision on your preferred supplier.

### Additional Services

PMC can provide a wide range of additional services both during and after the selection process, including:

- Provision of 'backfill' resource to free up your selection team.
- Technical consulting services.
- Project Management of the implementation of the selected solution.

### → Benefits

- ❖ Experienced retail practitioners
- ❖ Familiar with current offerings on the market
- ❖ Cost effective and fast
- ❖ Proven approach makes it easy to compare commercial and functional offerings