

Procurement Guidance

Professional management of the RFI / RFP process in your SOA, EAI, B2B or BPM environment

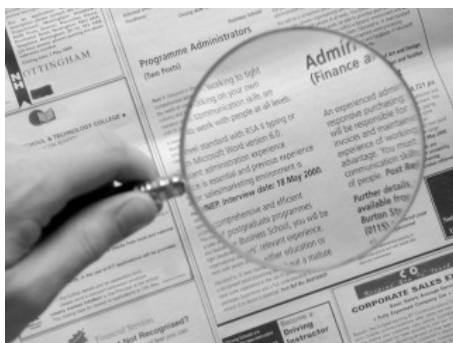
The Challenge

As procurement manager, business architect, or enterprise architect, choosing the right SOA, EAI, B2B or BPM environment for your specific needs can be challenging.

Selecting such a new environment not only requires technical knowledge, but also a thorough understanding of the different markets, vendors and products.

Apogado's Approach

We can guide you through the Request For Information (RFI) and Request For Proposal (RFP) stage, and our experience helps you pick the right system for your needs. We have extensive experience with many industry leading vendors and products in the EAI, SOA, B2B and BPM areas, and can also assist you in selecting the right team and methodology to implement the solution.



In creating an RFI/RFP, we analyse your current operations, define your desired future state and then develop the requirements needed for the desired vendor implementation. By utilizing the information gathered during the requirements definition stage, we produce a detailed RFI/RFP

document. This document includes all business needs, is easy for vendors to understand and helps the vendors respond effectively. This document is also structured to facilitate an easy and straightforward selection process.

We can either deliver the technical content, allowing you to make the final document yourself, or we can deliver a "ready-to-distribute" document, compliant with your organization's layout and other requirements. We also have the knowledge to make the document comply with all legal requirements for public/European tenders.



Once the RFI/RFP has been created, we can assist with the market research needed to identify which vendors should be included in the selection process.

After receiving the vendors' bid documents, our consultants can further manage the RFI/RFP process by analysing and assessing, and scoring each vendor's solution against the initial requirements and by creating a comparative summary report. For this purpose we developed our own, proprietary, scoring methodology.

Through our many years of experience in this matter and good knowledge of vendors/products available on the market, we are able to carry out this

procurement process in a very cost-effective manner.

In a Nutshell

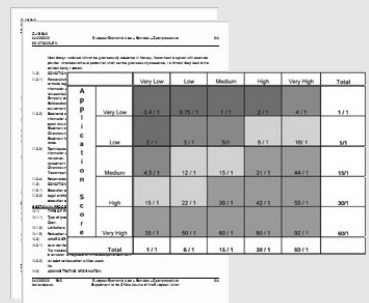
- ✓ Detailed and tailor-made RFI/RFP document
- ✓ Initial vendor shortlisting
- ✓ Scoring and selection guidance
- ✓ Final evaluation report

About Apogado

Apogado is a vendor-independent consultancy company focusing on integration, covering Enterprise Application Integration (EAI), Service Oriented Architectures (SOA), and B2B-integration. Apogado consultants are experienced in various aspects of integrating applications within one organisation, or between business partners. They are well trained and certified in various middleware products.

Within this niche Apogado can cover the whole track: guidance in the RFI/RFP processes, studies, strategic roadmaps, functional or technical audits, architecture, design, implementation and project management.

Contact us for more information!



		Very Low	Low	Medium	High	Very High	Total
114	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
115	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
116	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
117	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
118	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
119	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
120	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
121	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
122	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
123	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
124	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
125	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
126	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
127	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
128	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
129	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
130	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
131	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
132	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
133	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
134	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
135	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
136	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
137	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
138	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
139	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
140	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
141	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
142	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
143	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
144	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
145	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
146	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
147	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
148	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
149	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
150	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
151	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
152	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
153	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
154	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F	10	10	10	10	10	60
	C	10	10	10	10	10	60
155	A	10	10	10	10	10	60
	P	10	10	10	10	10	60
	F						