

Requirements Analysis & Solution Sourcing

Business Requirements Analysis

With technology suppliers constantly entering and exiting the marketplace as well as changing and enhancing their offering, selecting the best solution to solve your business problem can be a daunting task for retailers. An even greater challenge is the ability to articulate and document your business requirements from all functional departments and prioritize them into core requirements that must be met by all potential solutions.

Impact 21 Group can help you through the process of selecting new hardware, software or support services with our proven approach to technology evaluation and selection. Working as a solution independent advisor, Impact 21 Group will assist in identifying and prioritizing CORE requirements.

- Customized questionnaire by role
 - Headquarters and store visits to complete questionnaire to validate requirements for each functional department
 - Requirements template for tracking
 - Prioritize the list into CORE requirements
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- Document implications for current system against core requirements and best practices*
 - Document capabilities of the current system against future requirements*
 - Prioritize requirements based on interviews and best practices*

Solution Provider Functionality Matrices

Impact 21 Group will utilize our industry experience and knowledge of leading industry solutions to objectively identify and evaluate vendors.

- Create a matrix of solution provider core functionality and interfaces
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- Define available solutions in the marketplace today*
 - Define all needed interfaces*
 - Consider moving beyond current state for future requirements*
 - Compare retailer CORE requirements to matrix of solutions available and make recommendations on current or future changes required*



RFI/RFP Development, Negotiation and/or Support

Once a list of solution providers has been narrowed down, Impact 21 Group will prepare RFIs/RFPs and review responses, assist in identify gaps in contracts, document critical service level agreements (SLAs), and identify best practices within the industry. This will allow you to focus on your business, while finding the right solution for your company based on facts and your individualized requirements.

Impact 21 Group provides our customers the following advantages:

- Identify and Prioritize key requirements
- Maximize investment
- Reduce risk
- Improve negotiating position
- Reduce selection time
- Achieve a thorough analysis of suppliers