
Vendor Selection Tips

Presentation to HIMSS CIS Task Force

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presented by

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and

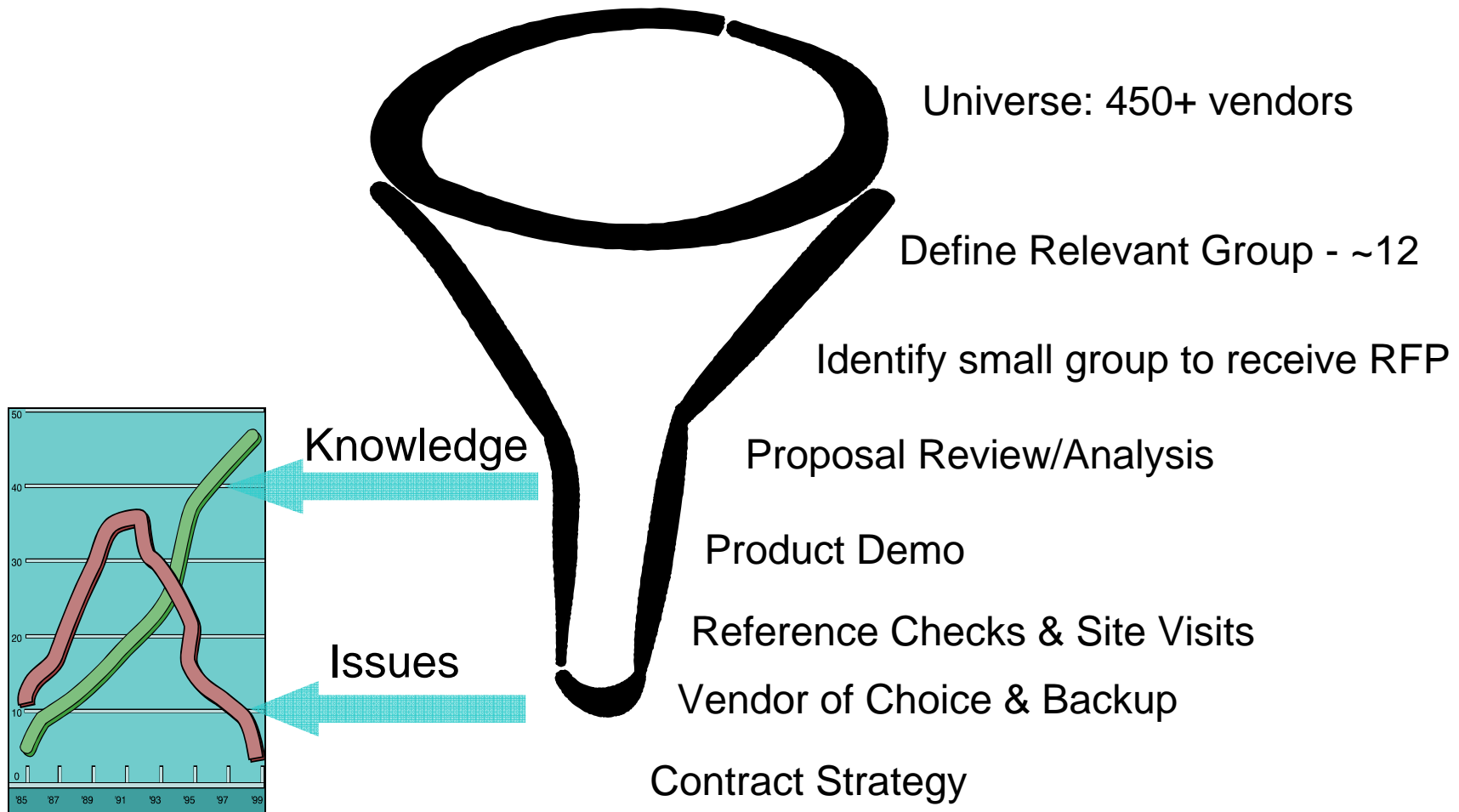
Principal CCI Group;

Member HIMSS CIS Task Force

A Typical Vendor Selection Process

- Organize Team
- Define Goals and Requirements
- Prepare RFP
- Determine which vendors to invite
- Proposal/Cost review and analysis
- Reference Checks
- Product Demonstrations
- Site Visits
- Select Vendor of Choice
- Contract Negotiations

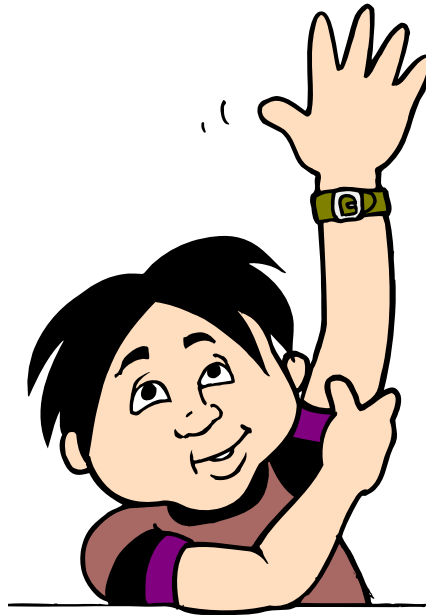
The Evaluation and Selection Funnel



Some Pragmatic Tips for Success

- Assess organizational and cultural readiness
- Understand the market
- *Educational* Process – manage the funnel
- Involve the *right* people – IDDUINEM
- Have clear vision and migration path
- Do NOT invite the masses to bid
- Most important purpose of RFP = gain information/knowledge
- The auditors credo – *Believe but verify*
- *You* control the process – not the vendors
- Site visit = view the processes and system impact
- Implementation Planning is part of contract negotiations

Q & A



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