



Vendor Management

An effective IT system is critical in enabling your business to achieve its objectives. When it comes to managing technology vendors, companies don't always have the in house experience required to get the most out of their vendor relationship. Unclear requirements, insufficient resources to manage the process and limited experience dealing with technology vendors can result in ineffective, costly or unsuitable systems, often through no fault of the product.

Mitigating Risk

Achieving the desired business outcome requires a thorough understanding of your own technology requirements, familiarity with how vendors pitch their products and an ability to assess how it will perform in your workplace.

Partnering for Strategic Procurement

Adept saves time and reduces risk.

Adept Technology has the expertise and resources to ensure that the solution is right for your organisation and good value for money. We represent you to create a positive partnership with the vendor, reducing implementation risks and holding vendors to account.

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Develop requirements: One size does not fit all. We can prepare requirements to ensure that you capture exactly what you need from a new system, and define the criteria for entry/exit triggers that keeps the focus on the desired outcomes.
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Create an RFP and negotiate with vendors: We conduct the request for proposal process and assess the vendor responses, providing expert recommendations as to which vendor best meets your needs. Once a suitable vendor is identified we negotiate on your behalf to make sure you get the most suitable product and value for money, supported by a watertight agreement.
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Manage the process: Communication between client and vendor is essential to an effective procurement. By acting as a conduit, Adept keeps both parties on the same page, maintains records and creates an accountability framework.
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Deliver the outcomes: We define performance related metrics, including financial milestones, and make sure that critical success factors are met. We increase the certainty of the successful delivery of your outcomes.

Vendor management is often a stressful, high-energy endeavor. We provide the experience to make sure you achieve the outcomes you need.