

Software selection and Contract negotiations for £250k Finance software project



At a glance

- Project Background 250 users over several sites
- One vendor already some way down the sales path
- Vendor selection using RFP and real 'use cases'

Project background

A central Accounts Payable department had used a manual, paper-based invoice authorisation process for multiple business units. The requirement was for an electronic workflow based process.

They required support in choosing the right system for a multi-company, multi-currency environment.

Our results

- Business case gained finance approval and funding
- Minimum disruption to finance team during RFP process
- Rigorous selection process revealed most suitable software provider
- Contract negotiated to include detailed requirements and fixed pricing

Clients Project Outcomes

- Software delivered more benefits than predicted
- Early user involvement in project fostered buy in
- Successful go live with 100% uptime and invoice accuracy, on budget, on time

Approach and Methods

- Use cases for multi-company and currencies
- RFP process and vendor demo's
- User involvement in decision making process

Final Words

We are experts at running the appropriate level of buying process to suit your project. We'd be happy to discuss your requirements.

Contact us on 0800 953 0070 or at enquiries@turnstoneservices.com

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