

“ KCG’s observations and recommendations were insightful, to-the-point, and presented an ideal balance of business and technology perspectives. ”

David Arbutnot
VP, Information Systems

“ It was the best procurement process that we’ve been through. ”

Jamie McKee
Director, AltumSoftware

The Challenge

The MS Society (MS) required a solution that would facilitate and improve the way grant monies for MS research were allocated. The anticipated growth in research funding required a more robust and flexible technology solution.

Solution

As an alternative to the traditional software procurement method (i.e., RFP, feature-based software demos, etc.), KCG instituted an innovative approach which streamlined the selection process and ensured the identified technology would meet the MS business requirements. To accomplish this, KCG:

- Leveraged its knowledge of the industry as well as its extensive professional network to scan the marketplace and quickly determine a short-list of potential solutions.
- Conducted business process flow workshops to fully document business processes along with the key areas of need/improvement.
- Findings were consolidated and provided along with supplementary information to short-listed vendors and were used to ensure potential vendors demonstrated the value of their solution given the client’s business needs...as opposed to selling general features and functionality.

The Benefits

- Time and money was saved by short-listing relevant and capable vendors.
- Both the client and vendors found the process more engaging and collaborative.
- This approach made it easier to assess the vendors understanding of the business need...and therefore simplified the decision to select the most capable vendor.
- Procurement process served as a valuable input into the design of the solution...thereby saving the client time and money during the subsequent implementation phase.