

Customer

Leader in Outdoor Recreation

Publications, services, support for Recreational Vehicles

Location

USA –offices in California and other states

Objectives

- Select a content management system to empower editors to be able to make changes without dependency on developers
- Software selected to fit into the existing dot NET architecture and proposed budget

Approach

- Developed the business case and budget with input from key stakeholders and senior management
- Used FitforProjects standard software selection matrix to gain agreement on all functional requirements
- Drove a global vendor selection process, involving key stakeholders in all decisions
- Multi step selection process:
 - Initial list of vendors via secondary research and RFI process
 - RFP process limited to 3 vendors
 - Customized Proof of Concept from each vendor before final decision
 - Reference checks

Result

- Vendor selected with finalized contract in **under two months**
- Comprehensive contract negotiated including support, training, and pilot sites development
- Negotiated implementation deal to have Vendor work as part of client Agile team
- Negotiated significant reduction in costs & rates for customized vendor development

What the customer said

"FitforProjects surpassed all our expectations in helping us to select and implement a new web content management system. They wasted no time in establishing a project organization that included our senior executives, business staff, and external vendors. They delivered consistently on their promises, communicated well, and seemed to anticipate our needs. We especially found their Agile development approaches invaluable for rolling out new web sites at a very rapid pace. I highly recommend them for anyone who needs to move quickly on business-critical projects"

Joe Daquino, SVP Online Marketing, Outdoor Recreation Company
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If you would like your business to experience similar results, contact us at contact@FitforProjects.com