

Vendor Evaluation

It is possible to get pricing for an upgrade from many sources that claim to have the expertise necessary for a successful project. Unfortunately, selecting the wrong vendor to perform an upgrade can be costly and you may not get what you were expecting. It's important to understand that not all vendors are the same and that you need to qualify them based upon specific criteria. The following is a means of ranking vendors and eliminating those that are not qualified.

Answer the following Questions

| | YES | NO |
|--|--------------------------|--------------------------|
| Do they have literature or a website that identifies them as being a specialist in the Plastic industry? | <input type="checkbox"/> | <input type="checkbox"/> |
| Is their proposed software fully developed? | <input type="checkbox"/> | <input type="checkbox"/> |
| Can they demonstrate their software (live) with its features and functions? | <input type="checkbox"/> | <input type="checkbox"/> |
| Do they have multiple user references within the Plastic industry? | <input type="checkbox"/> | <input type="checkbox"/> |
| Are they recognized in any Plastic industry publications? | <input type="checkbox"/> | <input type="checkbox"/> |
| Do they participate in industry trade shows? (NPE, Extrusion Conference, etc.) | <input type="checkbox"/> | <input type="checkbox"/> |
| Are they a member of the Plastics Industry Association? | <input type="checkbox"/> | <input type="checkbox"/> |
| Are they a UL508a panel shop? | <input type="checkbox"/> | <input type="checkbox"/> |
| Is the vendor's company more than ten years old? | <input type="checkbox"/> | <input type="checkbox"/> |
| Do they have four or more engineers on staff? | <input type="checkbox"/> | <input type="checkbox"/> |
| Do they have a standardized process flow for upgrades? | <input type="checkbox"/> | <input type="checkbox"/> |
| Do they have a means of remotely supporting their product? | <input type="checkbox"/> | <input type="checkbox"/> |
| Do they have a product manual? | <input type="checkbox"/> | <input type="checkbox"/> |
| Do they have customer references for extrusion? | <input type="checkbox"/> | <input type="checkbox"/> |

Total Number of "Yes" Answers _____

| <i>Run Away</i> | <i>Poor Value</i> | <i>Good Value</i> | <i>Very Qualified</i> | | | | | | |
|-----------------|-------------------|-------------------|-----------------------|----|----|----|----|----|----|
| 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 |

Run Away = This product should not be considered in the evaluation

Poor Value = Although it can be considered, it should not be considered an equal to other products

Good Value = This product should be considered as a possible solution

Very Qualified = This product would be the best choice for your solution