

SIX STEPS TO HELP YOU FIND THE RIGHT IMPLEMENTATION PARTNER



CLIENT- FOCUSED

You need a partner who understands your business and their specific needs. You need someone who will listen to YOUR concerns.

PRODUCT KNOWLEDGE

You need a partner that knows their product inside and out. Based on your current business processes, they should be able to come in and assess what needs to be improved and how their product can help.



TRACK RECORD OF SUCCESSFUL PROJECT COMPLETIONS

Not only should they mention the various verticals they have worked with, but specifically what they have done for each organization and how their service improved the way that organization conducts business.

PROFESSIONAL

The potential partner should not only have a professional looking website, but they should also be present on social media and blog often. That means they are staying current on best practices.



EXPERIENCE WITH A VARIETY OF INDUSTRIES

There should be evidence of this on their website. A good implementation partner with experience with a wide variety of verticals will be able to tailor an implementation plan to you.

ARE THEY A GOOD MATCH FOR YOU?

If you have ever done business with someone you just don't click with, it is not a good experience. Your team has to work closely with their team.

