OrbIT Strategy

Vendor Proposal Review Guide - Brochure

Intro

Vendor proposals often look polished, confident, and complete. The real risk is what sits underneath: assumptions, exclusions, vague delivery models, optimistic timelines, incomplete architecture, and commercial ambiguity.

The **Vendor Proposal Review Guide** helps executives, sponsors, and technology leaders review proposals with a sharper lens before committing to a supplier, programme, or major technology decision.

Description

This guide provides a practical, structured approach to assessing vendor proposals for ERP, SAP, cloud, integration, digital transformation, and technology delivery work.

It helps leadership teams move beyond presentation quality and commercial headline numbers, focusing instead on delivery credibility, solution fit, scope clarity, risk exposure, governance, resourcing, dependencies, and decision readiness.

Designed for busy executives, programme sponsors, CIOs, CTOs, enterprise architects, and transformation leaders, the guide supports more confident vendor evaluation, stronger challenge during procurement, and better-informed approval decisions.

Ideal for

- CIOs, CTOs, COOs, CFOs, and transformation sponsors reviewing major technology proposals
- Organisations comparing ERP, SAP, cloud, integration, or digital transformation suppliers
- Programme leaders preparing for vendor selection, commercial negotiation, or steering approval
- Enterprise architects and technology leaders supporting proposal assurance
- Mid-market and enterprise organisations seeking independent structure before supplier commitment
- Teams concerned about unclear scope, optimistic delivery plans, weak assumptions, or hidden costs

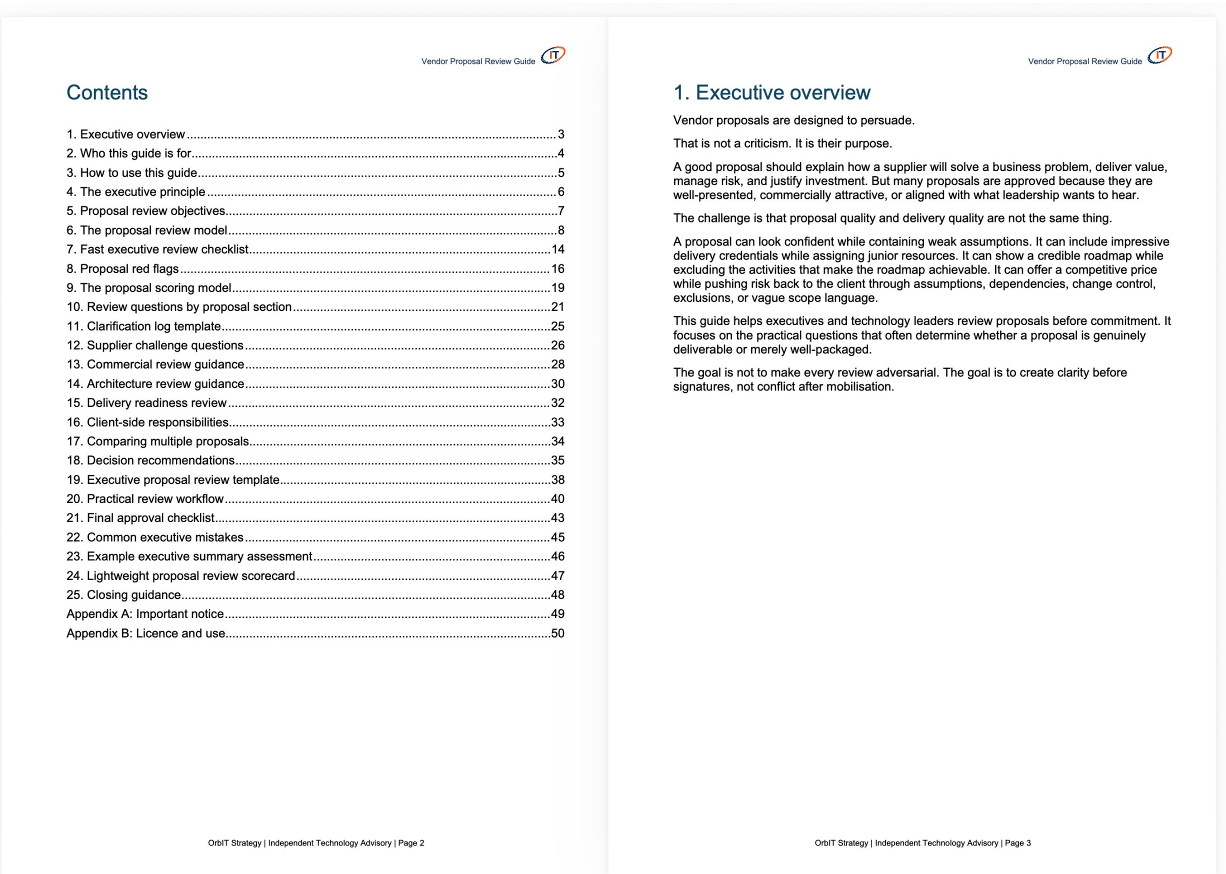
Contents

- **Vendor Proposal Review Guide (.pdf)**
  A practical executive guide for reviewing vendor proposals, identifying delivery and commercial risks, and improving decision quality before supplier commitment.

Key outcomes

- Review vendor proposals using a structured executive assessment model
- Identify vague scope, hidden assumptions, missing deliverables, and delivery risk
- Challenge timelines, resourcing, governance, architecture, and commercial claims
- Improve negotiation readiness before signing contracts or statements of work
- Support better steering group, procurement, and investment decisions
- Reduce the risk of approving proposals that look strong commercially but are weak operationally

Preview



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1. Executive overview

Vendor proposals are designed to persuade.

That is not a criticism. It is their purpose.

A good proposal should explain how a supplier will solve a business problem, deliver value, manage risk, and justify investment. But many proposals are approved because they are well-presented, commercially attractive, or aligned with what leadership wants to hear.

The challenge is that proposal quality and delivery quality are not the same thing.

A proposal can look confident while containing weak assumptions. It can include impressive delivery credentials while assigning junior resources. It can show a credible roadmap while excluding the activities that make the roadmap achievable. It can offer a competitive price while pushing risk back to the client through assumptions, dependencies, change control, exclusions, or vague scope language.

This guide helps executives and technology leaders review proposals before commitment. It focuses on the practical questions that often determine whether a proposal is genuinely deliverable or merely well-packaged.

The goal is not to make every review adversarial. The goal is to create clarity before signatures, not conflict after mobilisation.

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