



## Service Sheet 1

# Discovery Toolset Acquisition Service



SAM Practice recognises that every organisation is different and has different requirements when approaching any project. For this reason, SAM Practice does not supply inventory or discovery software, despite the fact that it remains an integral part of the processes and procedures we advise on. SAM Practice does, however, work with best-of-breed partners to assist our clients in investigating, evaluating, trialling and finalising the toolsets which best support their business function. Rather than try and push a toolset because it contains additional margin or incentive for the partner, SAM Practice have devised a service to specify, evaluate and implement the most effective solutions to allow the most efficient ongoing management and utilisation of discovery products, today and in the future.

## Benefits

- Vendor impartial advice
- Working for the client's best interests
- Industry experience of solution options
- Best-of-breed partners
- Remove pain of evaluating solutions
- Reduce resource required for internal decision.

## Stages

1. Specification meeting
2. Vendor shortlist
3. Feature specification comparison checklist
4. Primary evaluation
5. Evaluation report
6. Solution selection
7. POC
8. POC report
9. Final report
10. Decision sign-off.

## Deliverables

- Vendor overview presentation
- Specification document
- Evaluation report
- POC report
- Final report
- Final project presentation.