



SWP Consultant

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ADVISORY

Core Platform Selection

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"We need a new system. We don't know how to evaluate the options — or who to trust."

Choosing the wrong platform is expensive — in money, in time, and in organizational disruption. Vendors are skilled at selling. Demos are designed to impress. What organizations need is a rigorous, independent process that puts their requirements first and keeps vendor relationships out of the room. Whether you're evaluating a CRM, a document management system, an ERP, a billing platform, or any other core system — this engagement gives you a clear, defensible recommendation.

SCOPE

- Structured requirements gathering with stakeholders
- Market scan and long-list of viable candidates
- Vendor demos and structured Q&A facilitation
- Weighted scoring matrix against defined criteria
- Total cost of ownership analysis

DELIVERABLES

- Vendor evaluation report
- Scored comparison matrix
- Executive recommendation with full rationale
- Implementation considerations and risk flags

Typical duration: 5–7 weeks

Scope and investment calibrated to your organization's size and context.



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