

Projects

10 things you should consider when selecting an IT company for your Project.

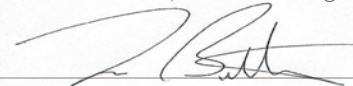


Competition

See how Acropolis differs from the alternatives:

| | | |
|---|-------------------------------------|--------------------------|
| <p>1. The provider has experience There are many facets to a successful IT project and depth of knowledge takes years to accumulate, not just the weeks or days leading up to your project. Don't trust your project to a start-up. Look for a provider in business for at least 10 years with certifications relevant to the objectives of your project.</p> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| <p>2. Microsoft Gold Partner This certification means the provider gets positive ratings from clients and keeps current on the latest technology. In addition, Gold Partners can leverage Microsoft resources for project objectives and ongoing support. This certification represents less than 10% of all Microsoft Partners worldwide.</p> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| <p>3. They have a support infrastructure in place Most projects require ongoing maintenance and support to realize the greatest potential of your investment. Ensure that your provider has the staff and support infrastructure to serve you after you have paid them for the project.</p> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| <p>4. Visit their office Do they run their business like you run yours? If they don't want you to meet at their office, there is probably a good reason.</p> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| <p>5. Are they willing to take the risk? Anyone can perform projects on a time and material basis, but are they willing to fix the cost-shifting the risk of delays and problems from you to them?</p> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| <p>6. Have they provided a detailed scope in writing? So many times with technology, the real benefit comes with a dialog around your business needs. The importance of a Scope of Work means that the provider understands your needs and more importantly, they have a process to ensure problems are an exception and not the rule.</p> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| <p>7. Do they have a positive track record? If you are not sure, ask for references on similar projects. Always Google their company name to see if there has been any good or bad press about their company.</p> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| <p>8. Project process In order for any project to be successful, the provider must utilize project management methodologies. Ask your provider to explain the approach they will take to ensure your project is a success.</p> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| <p>9. Are they learning on your project? You don't want someone with very little experience responsible for the outcome of your project. Ask your provider for engineer resumes and to list engineer certifications with their years of experience.</p> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| <p>10. Other key business partnerships Make sure that your provider has other key vendor partnerships in addition to Microsoft. The interoperability between technologies is many times the difference between success and failure. Also, ensure that your provider belongs to IT and business peer groups so that they have access to resources and exposure to processes beyond their own expertise.</p> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |

A salesperson may *claim* to meet these criteria, but make them sign it – the president should stand by his word.



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