

TEMPLATE 7

Vendor Evaluation Criteria

Evaluate on YOUR needs, not their demo.

Criteria	Weight	Vendor A	Vendor B	Open Source
Supports your integration style	30%	__/10	__/10	__/10
Matches your data volume	20%	__/10	__/10	__/10
Handles your domain complexity	20%	__/10	__/10	__/10
3-year total cost of ownership	15%	__/10	__/10	__/10
Internal team skill match	10%	__/10	__/10	__/10
Vendor stability / support	5%	__/10	__/10	__/10
TOTAL	100%	—	—	—

Ask them

- How does your product handle the integration style we actually need?
- Who's your largest customer by volume?
- Walk me through real-time updates from 20+ sources.
- What's the total 3-year cost for our record count, all-in?
- Do you have references in our industry who started with our domain?

Red flags

- X "We can do everything."
- X Demo runs on their sample data, not yours.
- X No pricing until a "scoping engagement."
- X No references in your industry.
- X Timeline too good to be true.