



Engagement Summary

- Development of RFI's / RFP's and related selection documentation
- Inventory of related requirements/objectives
- Prioritization of selection criteria
- Management of the distribution and collection process
- Interpretation of the evaluation results
- Management of the POC process
- Scoring of the POC results
- Assisting the Client in making the final

Level of Effort

Logic Trends vendor evaluation and selection process, depending on the number of vendors and amount of products being evaluated, will take approximately:

- 3 weeks to conduct the evaluation
- 2-3 weeks to conduct the POC

Industry-Leading IP

Our unique Evaluation Process includes the following custom tools to assist in clients in making the most informed and fully vetted decision possible:

- Vendor RFI / RFP's
- Vendor Evaluation Matrix
- Vendor Scorecards
- POC Strategy Documents
- POC Use Case and Configuration Document
- Vendors Feature Functional Comparisons

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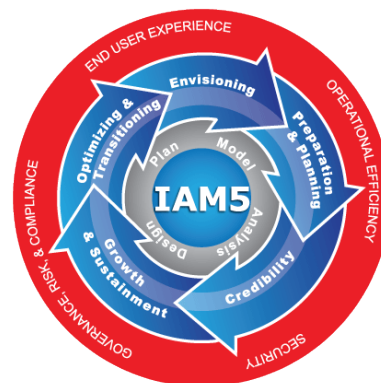
Atlanta Dallas Chicago New York

Challenge

Organizations planning for an Identity & Access Management (IAM) program will often be faced with making a strategic decision surrounding selection of an Identity and Access Governance Platform. Many turn to analyst firms for magic quadrant or other technology assessments, which typically do a good job of evaluating vendors based on a standard set of criteria. Others approach vendors directly as part of an RFP process, and some utilize a combination of the two.

However, there are inherent and potentially costly pitfalls associated with all of these approaches :

1. Every organization has unique business requirements that, as a whole, can not be adequately taken into account by baseline assessments and ratings intended for consumption by a general audience.
2. By not initially generating the necessary business alignment with all stakeholders in the organization, many IAM programs are destined to fail before they even begin.
3. Many organizations have a unique combination of objectives (sometimes interdependent on one another) that they are seeking to address through a technology choice that must ensure short-term and long-term needs are met.
4. By taking a technology-first approach, many organizations will focus on the pros and cons of the solutions being evaluated and how they "fit" within the existing infrastructure. Missing in that equation are careful consideration of the processes, the people and how the vendors' solution roadmap aligns with the organization's IT and business roadmaps.
5. Technology vendors are tasked with selling licenses and shortening sales cycles, and by nature are not always focused on clients' best interests. While most organizations can overcome this bias through careful evaluation of the technology, they fail to take advantage of the invaluable expertise and insight that an experienced, independent advisor can provide.



The Logic Trends IAM5™ Process

Solution: Logic Trends Vendor Evaluation & Selection Services

At Logic Trends, our clients are looking to focus their efforts on selecting the right vendor—the *first time*—in a judicious manner that will best align with their short- and long-term business needs and requirements.

Logic Trends leverages a vendor agnostic approach, years of deployment experience, and a repeatable evaluation process with analysis tools to assist clients in arriving at an informed and logical decision. In addition, Logic Trends' close relationship with technology partners allows IAM strategists to make informed recommendations based not only on the current state of the technology and clients' unique drivers and requirements, but also provide year-over-year roadmaps that align the right solution with long-term business and IT plans.

Logic Trends works closely with all of the business units to execute customized discovery processes and execute a programmatic approach to arriving at a sound recommendation:

