

REQUEST FOR PROPOSAL

***ERP for
Commercial
Organizations***

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THIS DOCUMENT. It includes 300 to 600 questions (commercial, technical and functional) that are essential for future users of the software solution who want to draft specifications and formalize their requirements. Some of these standardized questions correspond to overall functional criteria; others to discriminating details.

The questions are organized around three fundamental, complementary themes:

Commercial criteria: a thorough survey of the key points of the software package's design and distribution, its pricing, the services available from the supplier (maintenance, start-up support, etc.), the contract (type of contract, guarantees available, etc.), the number of customers, user training, trial programs and documentation.

Technical criteria: points focused particularly on the environment required to run the software package: the type of hardware platform, the operating system requirements, the DBMS supported, the architecture, etc.

Functional criteria: organized around the category's primary functions, which all users can expect to be handled by the corresponding software packages. This analytical approach has been designed in response to the latest standards, the functional state of the art for the application category, and the structure of the software packages themselves.

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