

HMI /SCADA Supplier Selection Service

SELECT THE OPTIMAL SOLUTION AND PARTNER FOR YOUR PROJECT

ARC STAR SERVICE FOR SUPPLIER EVALUATION AND SELECTION

You are undertaking one of the most important decisions that impacts your business, choosing a critical technology solution and partner that will help operate your plant for many years to come.

- Are you ready for this important task?
- Would you benefit from additional guidance or support with the project?
- Does your organization have a proven process that will lead to success?

If you are unsure about any of these questions, then you should leverage the supplier evaluation and selection resources that ARC Advisory Group has to offer.

ARC is a global industry leading provider of technology research and supplier information for operations management, supply chain, maintenance, engineering and project management. Our products and services integrate hands-on experience with global market research to deliver the intelligence you need to be successful.

ARC developed the STAR Service through years of experience in helping companies' select technology solutions. STAR guides you through project definition, team identification, criteria development, criteria prioritization, supplier short-listing, supplier polling, supplier results analysis, and supplier positioning. STAR also provides you with the right selection criteria and the information you need to correctly identify who are the market leading suppliers.

All too often, supplier selection is contentious, lacks key information, and is prone to delays. The ARC STAR Service leverages the Analytic Hierarchy Process (AHP) for criteria weighting and supplier rating, and enables your team to reach consensus without conflict. The ARC STAR Service is thorough, structured, and fair, producing results based on facts and sound logic.

For more information, please visit us at www.arcweb.com/services/supplier-selection/

STRATEGIC ISSUES

ARC has been researching the HMI/SCADA software market for many years and we understand the challenges that organizations have to overcome. We know where additional insight may be needed, and the features that a HMI/SCADA software solution needs to be a fit for this purpose. This includes:

- Technology and architecture
- Integration with business, engineering, supply chain, CPM/MES, plant equipment, and automation systems
- New technologies, such as Cloud, virtualization, mobile, and analytics
- Supplier's business viability
- Local and global presence
- Supplier's long term vision
- System operating software
- Software upgrades and patch support
- Version release frequency
- Hardware platform requirements
- Support model, training, and services

ARC STAR SERVICE KEY FEATURES AND BENEFITS

ARC STAR SERVICE OVERVIEW

On-line Web Hosted Solution
Microsoft Excel-based
Easy to Use, Fact-based Process

ARC STAR SERVICE FEATURES

Project and Team Definition
Criteria Selection
Criteria Weighting
AHP Criteria Analysis
Market Analysis
Supplier Profiling
Supplier Short-Listing
RFI Development
RFI Response Management
Supplier Response Evaluation
Kepner-Tregoe (KT) Analysis
Track process and results
Complete Process Documentation

ARC STAR SERVICE BENEFITS

Standardized Business Process
Comprehensive Selection Criteria
A Proven, Results Oriented Toolset
Shorter Project Cycle Time

ARC STAR SERVICE OPTIONS

ARC MIRA for Market Research
ARC Analysts for Process Facilitation

Criteria or Vision?	% Weights			Current or Vision?	Factors/Weights	Supplier Ratings														
	A	B	C			Supplier Normalized Scores														
1.0 SUPPLIER BUSINESS SCOPE																				
110 General																				
111 Established DCS supplier (Share/ARC Provided)	Current	20%	20%	0.25																
112 Established DCS supplier in Vertical (Share/AR)	Current	20%	20%	0.25																
113 Established DCS Supplier in Region (ARC Prov)	Current	20%	20%	0.25																
114 Established wide base automation supplier	Current	20%	20%	0.25																
115 Good Business Partner	Vision	20%	20%	0.25																
1.2.0 Commercial																				
121 Field Proven	Current	17%	17%	0.4																
122 Supplier Prequalified	Current	17%	17%	0.4																
123 No Unreleased products	Current	17%	17%	0.4																
124 Consequential Damages	Current	17%	17%	0.4																
125 Single Source Vendors	Current	17%	17%	0.4																
126 Corporate Purchase Agreement	Current	17%	17%	0.4																
2.0 SERVICES CAPABILITY AND QUALITY																				
2.1.0 Project Services																				
2.11 Project Management	Current	14%	14%	0.3																
2.12 Project Implementation	Current	14%	14%	0.3																
2.13 Control Code Design	Current	14%	14%	0.3																
2.14 Graphics Design	Current	14%	14%	0.3																
2.15 Installation	Current	14%	14%	0.3																
2.16 Check-out	Current	14%	14%	0.3																
2.17 Commissioning	Current	14%	14%	0.3																
2.2.0 Lifecycle Services																				
2.21 Training	Current	50%	50%	0.15																
2.22 Maintenance	Current	50%	50%	0.15																
3.0 STANDARD HARDWARE & SOFTWARE CAPABILITY																				
3.1	Current	50%	50%	0.15																

