Company Considerations Worksheet

It might not be the first thing you think of when looking at technology, but the company you purchase from makes a difference. Implementation, customer support, and education are definitely aspects to take into consideration. But often, the company's mission, history, values, and even their point of view on your work are overlooked in this process.

This worksheet is intended to help you think about everything that the company itself brings to the table *outside* of the software.

Perspective on Their Work

What's the company's point of view? What do they think about the future of the industry? How do their values drive them forward in creating that future?

Use this section to write down the top three things you've learned about the company you are looking at and their point of view in the market.

1

2

3

Strategy

What strategies does the company bring to the table to make this project as successful as possible? How does their experience in the industry lend itself to an understanding of your campus and needs?

Use this section to list the top 3 ways the company's strategy will help this project excel. Try to identify how the structure of the company helps implement those strategies.

1

2

3

How will you form a lasting partnership with this company? What value will the company provide outside of just the technology? What value can you provide the company outside of just revenue?

Use this section to list out the ways you think the company can provide value to your institution outside of just the technology. Don't worry about repeating answers from other sections.

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