



TAMBELLINI GROUP
TRUSTED MARKET ADVISORS®

The Tambellini Group Advisory Services

FOR HIGHER EDUCATION INSTITUTIONS

The Tambellini Group® understands that building a modern technology environment is more than a project with a pre-determined timeline. In addition to the exclusive benefits received with your membership, The Tambellini Group offers advisory services to help institutions and their leaders create a technology strategy that meets the changing needs of a modern campus.

With more than 20 years of market research, analysts who have direct experience in IT leadership, and our exclusive work with higher education institutions, The Tambellini Group's advisory services are an extension of the highly personalized engagement delivered through your membership and are unmatched by any other firm in higher education.

BUDGETARY ESTIMATE

Work collaboratively with The Tambellini Group analysts and advisors to develop a preliminary budgetary estimate for a technology change initiative based on the desired vendor(s) solutions, expected timing and approach, and a brief assessment of the institution's current technology environment and available skills. The Tambellini Group delivers a working budget model through this service, including an estimated project budget based on vendor(s), project staffing recommendations, backfill, additional system considerations, and planning for change.

ASSESSMENT

The Tambellini Group analysts and advisors lead an assessment of core system areas to identify and confirm the institutional priorities and goals associated with a technology change initiative. Through the assessment, The Tambellini Group will document gaps, requirements, readiness for change, high-level budgetary estimates, and recommend necessary steps to move forward. The scope of the assessment can include student, finance, human capital management, advancement, CRM, and other technologies. The assessment provides insight into the available vendor solutions and how each aligns with higher education and institutional needs.

PRE-SELECTION VENDOR EDUCATION

Collaborate with our analysts and advisors to develop a pre-selection approach that educates key stakeholders about the latest vendor solutions for finance, human capital management, and student systems. The effort includes preparing for all aspects of prescriptive high-level

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vendor demonstrations, including the facilitation of planning conversations with vendors to gain alignment and clearly define expectations for vendor demonstrations. Analysts will also assist in developing a high-level estimated implementation timeline.

EVALUATION AND SELECTION

Gain support for an institutional selection of a solution and the related implementation services. The Tambellini Group works collaboratively with the institution to design and execute the evaluation and selection processes for the technology capabilities and implementation services required to be successful.

PROCUREMENT AND CONTRACT NEGOTIATION

The Tambellini Group's contract advisors have first-hand experience with industry best practices and standards. Each negotiation focuses on the institution's business priorities, aligning legal and fiscal requirements, and assisting in aligning contracts to mitigate project and financial risk to the institution while expediting the negotiation process. Our contract advisors have reviewed and negotiated thousands of new and renewal agreements and multi-million dollar contracts that included both products and services.

For more information:
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