

SELECTING AN AMS? YOU NEED A CONSULTANT

Selection consultants are constantly scanning the association technology environment, so that you don't have to.

ABOUT DENNISON & ASSOCIATES

An association consulting firm offering technology selections and implementation services, operational optimization, and technology assessments.

www.dennison-associates.com

Vanessa Dennison, CBAP
Principal
301-873-8108
vanessa@dennison-associates.com



Thinking about a new AMS?

When you're looking for a new AMS or other technology, an experienced consultant can make your selection smoother and more successful, and start the change management process with your team.

Consultants have extensive knowledge of most major association technology solutions on the market today, and cultivate relationships with vendor sales teams. And we talk with associations about their experiences with their vendors all the time.

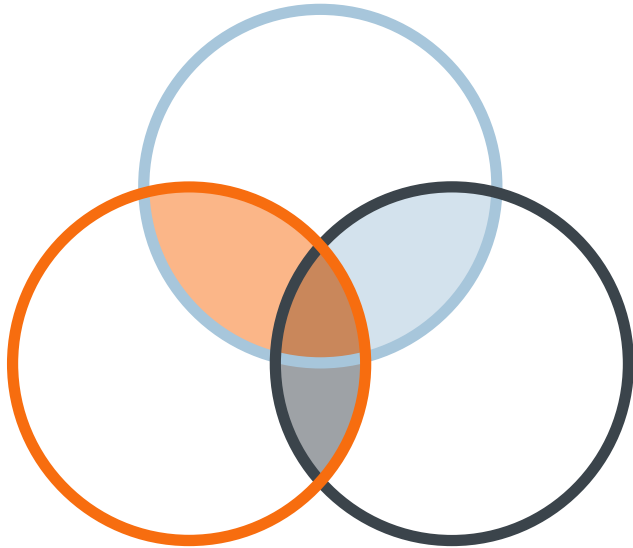
We know how to communicate your needs and get you the most accurate, complete proposal possible. We can insulate you from sales calls, and keep vendors honest, pointing out when you're seeing smoke and mirrors.

At decision time, we provide structure to your internal conversations, with decision management tools and facilitation. And when your process is fair and thorough, you have buy in from your Board and staff for the change that's coming.

You can manage your own selection, but working with a consultant can set you up for success before your project even starts.

SETTING THE STAGE FOR SUCCESSFUL CHANGE MANAGEMENT

A consultant can help build consensus and ownership during the selection, and set expectations for implementation.



Several ways a consultant can improve your selection:

- Constant technology environment scanning
- Knowledge of vendor sales teams and processes
- Comprehensive RFP development
- Quickly finding products for your requirements
- Managing vendor relations and communication
- Insight into vendor and product reputation
- Matching vendor's culture to your staff needs
- Set expectations with your team and leadership
- Organize the process for you and the vendors
- Reduce workload for you and your staff
- Obtain complete and accurate answers
- Ensure thorough and targeted demonstrations
- Keep vendors honest
- Advise on how much to budget for overages
- Provide objective and qualitative decision tools
- Facilitate and build internal consensus
- Set the stage for change management
- Document business case for board approval
- Reduce risk from an incomplete evaluation
- Advise on implementation considerations
- Increase the likelihood for implementation success

THE DENNISON & ASSOCIATES DIFFERENCE

TAILORED
SERVICES FROM
A TRUSTED
PARTNER

We provide boutique, customized service to our clients, and tailor our methodology to each client's needs, existing capabilities, and budget. And we partner with our clients tightly, holding your hand every step of the way.

If you prefer a consultant that will come in, complete the selection, and move on, we are not your best fit.

But if you want a consultant that will hold your hand every step of the way, and care about your outcomes as much as you do, we are your first call.

Contact us for a free consultation.

