



## HR Technology & Outsourcing

### VENDOR SELECTION

The most important thing to listen for is what is not being said. Making a wise HR technology or outsourcing decision requires being able to see past the polished marketing messages of vendors to observe what they have declined to address.

When a vendor offers full transparency, how will your organization weigh vastly different critical factors, such as total cost of ownership versus a vendor's technological infrastructure?

At Lockton, we know every employer's challenges and desired solutions are unique. To address these challenges, you need an ally with the ability to listen and understand your business goals and objectives. Your best ally is experienced with every level of problem, has worked with many types of organizations, and has successfully delivered holistic solutions. When it comes to choosing a new vendor, your best ally is Lockton.

Lockton maintains an extensive library of current and potential vendors. To keep our knowledge fresh, we evaluate each of these vendors each year on more than 500 points of functionality, pricing, and service. The result is a broad understanding of available partners and their solutions. This insight helps our clients make informed decisions.

#### You Can Rely on Lockton

We focus exclusively on the HR technology marketplace so you will have seasoned experts as your guide.

We will be your trusted advisor.

- ❖ During vendor selection you can feel confident your organization has considered all relevant solutions and vendors.
- ❖ During contract negotiation, we will ensure each contract is reviewed thoroughly, with an outcome that leaves you and the vendor satisfied with the agreement.
- ❖ During establishment of service-level agreements, we will implement guidelines that ensure a high level of performance.

We provide support for request for proposal (RFP) process administration, total cost of ownership analysis, critical factor value-based rankings, and signature-ready contracts.

Lockton Can Help.



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ANNIVERSARY

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