



Nationwide Toll Free Office & FAX: (888)-767-0119

Technology Assessment, Planning, Procurement and Implementation:

Technology Needs Analysis

I do not sell hardware or software, I work for you to help you make the right choices on the right products for the right price.

Some questions I'll ask to help to get you the best technology for the money ... What do you need? Why? What do you want to accomplish? What software do you want? What is your budget? And much more ...

I work for you ... what I supply is the experience, knowledge and industry contacts to help you to secure the best prices DIRECT from the vendors, with no markups, referral fees or commissions. I do not work for any one vendor or manufacturer, which means I can be objective in helping you to choose the best products to meet your need and budget!

I know the pricing strategies that vendors have and I can help you choose, acquire and implement the right technology at a great market price.

Technology Business Plan

Development of Technology Business Plans, selection of Real Estate Databases, contact manager, Notebook computers & digital camera, Web site development criteria, e-mail usage and selection of other hardware/software.

Networking, assistant training and guidance, course selections and training, and other seminar selections .

Vendor Selection Guidance

In these fast-moving times of technological evolution, it is difficult to know what to look for in a vendor, be it an Internet Service Provider, Local Area Network solution provider, MLS Vendor or any other multi-faceted technology company. I can help you understand the possibilities, determine your priorities, assess the vendors against your need and assist in the selection process.

Client Needs Analysis and Solution Plans

Your business is real estate. My business is technology and its use in your business - a match made for success!

I have spent nearly 30 years in both the technology world and the real estate world, earning the right to call myself an expert. My clients will tell you ... I can help you!

Request for Proposal Creation, Assessment and Vendor Selection Guidance

I can save you time and money while helping to ensure that your selection is the very best one for your needs. [E-Mail](#) or call me for details and pricing quotes on these and other Consulting Services.

Liaison Services

Liaison Services can bridge the techno-gap that often exists between you and your vendors.

All too often, I hear nightmarish stories of how owners, agents or business managers have been duped by some techno-speaking vendor . . . Sometimes it's just a simple misunderstanding, sometimes it's intentional. Whatever the cause, Liaison Services has been created with your needs in mind!

All of my nearly 30 years of technology experience is available to help make communications between client and vendor more clear and more efficient.

No "Techno-Babble" is Policy - Keeping "IT" Simple is Our Goal!



Nationwide Toll Free Office & FAX: (888)-767-0119

Here are some sample listings of my Liaison Services. More detailed scope-of-effort bids can be made available on request.

Service:

Request for Quotation Preparation and Response Clarification

Delivery Method:

Onsite Meetings, Carefully drafted and explained proposals, response translations, on-site hosted vendor meetings for needed clarification.

Service:

Vendor Intervention and Relationship Management

Delivery Method:

I will review your vendor agreement (contract) for adherence to all terms and conditions. In many cases, I will be able to point out missing or ambiguous wording, asking for rewrite or addenda from the vendor. This can be a good time to repair or re-write any contractual misunderstandings.

Service:

Participation in or Management of Vendor Selection Processes

Delivery Method:

Usually, the process involved in selection of vendors for specific deliverables (MLS, Internet, Intranet, Local Area Networks, etc.) can become self-defeating. Staff skills, technology-awareness and more ... are stretched to the breaking point.

No "Techno-Babble" is Policy - Keeping "IT" Simple is Our Goal!