



Software Selection

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Property & Casualty carriers planning to replace legacy systems must decide whether to build or buy the new system. CastleBay Consulting can assist your company with the evaluation of this complex decision via our **Software Assessment and Acquisition** service. If the decision is made to buy the new system, our **Software Selection** service is available to help your company in the search for and selection of vendor supplied software.

Developing a good methodology for the search, evaluation, and selection of the best solution and most appropriate vendor for your company's need can be difficult, expensive and time consuming. Identifying and allocating internal resources to lead and manage the effort can disrupt other critical projects and erode support for mission critical systems. Our **Software Selection** service is designed to help your company arrive at the most appropriate decision based on well defined criteria in a timely manner. Using CastleBay's services can greatly reduce your company's risk of coming to an inappropriate conclusion about this strategically important decision.

CastleBay's **Software Selection RoadMap** was developed and refined over years of assisting P&C carriers with software acquisition projects. Our service focuses on issues that are important to selecting the best software product and vendor relationship to fit your company's needs. CBC also provides unparalleled vendor market expertise which can quickly focus the search process on a small number of appropriate potential solutions.

CastleBay Intellectual Capital

CastleBay's Software Selection service is supported by a substantial body of intellectual capital that provides the client with:

- **rich functional and technical requirements templates**
- **vendor due diligence templates**
- **generic plans, selection criteria and steps**
- **and the tailoring services required to structure and execute a successful search and selection process.**

Our consultants have first hand knowledge and experience with the major P&C vendors and their software products, and we keep abreast of changes in the software market. CastleBay can add both speed and focus to your software decision process, from initial requirements definition and market scan through contract negotiations.

Our Software Selection service emphasizes:

- **risk mitigation for the carrier in the forms of financial mitigation and minimization of inappropriate choices**
- **vendor performance on practical and measurable selection tasks**
- **process and communications control by the carrier**
- **and consistency in evaluating vendors and reaching decisions.**

This process leads to timely and appropriate decision making in this strategically important area. We have successfully lead and supported the acquisition of underwriting, rating, policy administration, claims handling, billing, statistical reporting, reinsurance and document management software products.

CASTLEBAY CONSULTING

Lighting the way since 1998