Selection Criteria

1. Technical & Functional Fit | Weight: 40% (40 Points Max)

- User Architecture (10 Points)
- Relational Hierarchy & Budget Tracking (10 Points)
- Document Generation & Signature Flow (10 Points)
- Future Readiness, Agent Readiness & Developer Ecosystem (10 Points)

2. Commercial Proposal & 5-Year TCO | Weight: 30% (30 Points Max)

- License Budget Alignment (10 Points)
- Fixed-Price Implementation of Basic Functionalities (10 Points)
- Advanced implementation price (expressed as per hour cost) (10 Points)

3. Implementation Methodology & Partner Experience | Weight: 20% (20 Points)

- Turnkey Support & "Hypercare" (10 Points)
- Track Record & References (10 Points)

4. Security, GDPR & Futureproofing | Weight: 10% (10 Points Max)

- Data Residency & Security (4 Points)
- SharePoint Archive Mapping (3 Points)
- PEPPOL Access Point Readiness (3 Points)