

## Decision Story Daptiv PPM



### About Sonosite

Headquartered in Bothell, Washington, SonoSite, Inc. specializes in the development of hand-carried ultrasound (HCU) systems for use in a variety of medical specialties in a range of clinical settings. The Company designs its products for applications where ultrasound has not typically been used, such as emergency medicine, surgery, critical care, internal medicine and vascular access procedures, as well as for imaging in traditional applications, such as radiology, cardiology, vascular medicine and obstetrics and gynecology (OB/Gyn). Its product portfolio consists of the M-Turbo system, the S Series ultrasound tools, the MicroMaxx system, the TITAN system, the 180 series and the iLook series. In July 2007, the Company acquired LumenVu, Inc.

## Decision Stories – Why Daptiv?

### *Interview with Chan Seth, IT Project Manager*

#### **What drove your company to look into collaborative business software? What were your motivations, and what were your business needs?**

Some individuals were using MS Project, as well as SharePoint but we needed a robust 'solution' to manage our projects, particularly within the PMO group.

#### **What process did you go through to select a vendor? What was your criteria?**

The SonoSite team had utilized the following criteria in their evaluation of vendors:

- Information submitted in an proposal and RFP worksheet
- Information obtained from the listed references
- Technical merit
- Experience and qualifications of the vendor
- Vendor's responsiveness to the scope of work and stated requirements
- Proposed timeline
- Demonstrations by the vendors
- Competitive price
- Quality of the product and services offered
- Capacity of the vendor to perform the contract or provide the service promptly, within the time specified, and without delay or interference
- Character, integrity, reputation, judgment, training, experience and efficiency of the vendor
- Demonstrated financial stability

#### **In addition to Daptiv, did you look into other collaborative business software providers? If so, which ones did you look into and why didn't you choose them?**

The selection of vendors were made by the PMO team through evaluation of the demonstrated solution, review of Gartner Magic Quadrant and communicated interest from both the PMO and the vendors for further evaluation of business opportunities. We selected three companies to participate in the proposal process:

- Daptiv, Inc – *Leader in the Gartner PPM Magic Quadrant*
- Planisware – *Challenger in the Gartner PPM Magic Quadrant*
- Tenrox – *Neither Challenger or Leader*

### **Why did you choose Daptiv?**

- Daptiv was the only vendor offering an on-demand solution.
- Daptiv was the only vendor who proposed a post implementation plan; both Tenrox and Planisware did not.
- Daptiv proposed the simplest integration solution.
- Daptiv's and Planisware's workflow are simple and configurable; Tenrox's solution was too complex.
- Daptiv's solution offers the simplest user-interface.
- Both Tenrox and Planisware did not propose onsite consulting services unless additional fees are considered.
- Planisware's and Tenrox's project management plan was too complex for SonoSite's needs.

### **What do you like most about Daptiv (benefits of product, why Daptiv as a company is unique)?**

Daptiv was the only vendor that dominated all aspects of the RFP review criteria, offering a great portfolio of basic and advanced functionality, competitive pricing, backed by dependable support capability, as proven in the Post Project Plan implementation that was presented to us. Daptiv was also recognized as the leader in the Gartner PPM Magic Quadrant doing business with customers worldwide and the only vendor with the simplest and most flexible application licensing pricing model. Daptiv's solution is highly configurable offering the simplest user-interface. Furthermore, Daptiv's dynamic outlook and product innovation, is exemplified by their Greenhouse community, a customer forum with access to their developers and product roadmap, suggests that Daptiv will not be complacent and will continue to enhance their solution to meet customer's needs.

### **How do you hope to use Daptiv PPM?**

Initially we will be rolling out Daptiv PPM for our PMO group but our Engineering group is also very interested in leveraging the Daptiv solution. There is even potential that we'll roll Daptiv PPM out to the whole company.