



Enterprise Wireless Solutions Advisory Service

It's time for a simpler approach to implementing wireless solutions

Does this sound familiar?

I don't have time to...

...research the best wireless solutions

...figure out the payback for acquiring new technologies

...develop an RFP and interview vendors

We've been helping businesses large and small with choices in wireless technology for over fifty years. Why not let the Enterprise Wireless Alliance use its expertise to streamline your wireless solution acquisition process?

Wireless Solutions Advisory Service	Delivery*	Member Fee**	Non-Member Fee**
<p><i>Advisory Service I - Technology Solution Assessment</i></p> <p>EWA staff will interview your personnel to determine business requirements; prepare a written summary of needs; and select 3-5 solution vendors that meet your requirements. The recommendations will include detailed vendor information, local contact information, product or service description, general capital acquisition costs, vendor experience, rationale about the solution match, and customer references.</p>	5-10 Days	\$2,700	\$4,000
<p><i>Advisory Service II - Financial Analysis</i></p> <p>EWA staff will prepare a detailed financial analysis (e.g., payback period analysis, accounting and internal rates of return, net present value) of the capital and recurring costs necessary for product acquisition, installation, maintenance and other fixed costs associated with the technology solution. May require Advisory Service I, depending on your research to date.</p>	5-10 Days	\$1,800	\$3,000
<p><i>Advisory Service III – RFI Preparation</i></p> <p>EWA staff will prepare a complete Request for Information to be submitted to prospective vendors consistent with the customer's Technology Solution Assessment. Customer sends RFI and manages all vendor inquiries and follow-up. Pre-requisite is Advisory Service I.</p>	30-45 Days	\$3,600	\$5,000

Wireless Solutions Advisory Service	Delivery *	Member Fee **	Non-Member Fee **
<p><i>Advisory Service IV – RFI Preparation and Results Analysis</i></p> <p>EWA staff will prepare a complete Request for Information to be submitted to prospective vendors consistent with the customer’s Technology Solution Assessment. EWA manages inquiries and responses from vendors, and produces a report summarizing information gathered, possible solutions and recommended next steps. Pre-requisite is Advisory Service I. Includes Advisory Service III.</p>	45-60 Days	\$6,100	\$7,900
<p><i>Advisory Service V – RFP Preparation</i></p> <p>EWA staff will prepare a formal Request for Proposal to be submitted to prospective vendors consistent with the customer’s Technology Solution Assessment. Customer sends RFP and manages all vendor inquiries and makes technology acquisition decision exclusively. Pre-requisite is Advisory Service I.</p>	30-60 Days	\$4,500	\$6,100
<p><i>Advisory Service VI – RFP Preparation and Results Analysis</i></p> <p>EWA staff will prepare a formal Request for Proposal to be submitted to prospective vendors consistent with the customer’s Technology Solution Assessment. EWA manages inquiries and responses from vendors, produces proposals summary, vendor recommendation and rationale. Pre-requisite is Advisory Service I. Includes Advisory Service V.</p>	60-90 Days	\$12,000	\$14,700

* Delivery timeframes may vary, depending on project scope.

** Travel costs additional, for engagements involving onsite meetings.

The Enterprise Wireless Alliance (EWA) is a non-profit trade association and FCC-certified frequency coordinator devoted to preserving spectrum rights and promoting access for enterprises with wireless technologies, applications, and users. We provide advocacy, education, frequency coordination, spectrum planning, research, and solutions advisory services for our members and clients. EWA helps enterprises, dealers, service providers, and technology vendors and manufacturers develop, discover, procure, deploy, and manage wireless voice and data solutions that promote corporate productivity. We manage the Enterprise Wireless Solutions Center® to help businesses save time discovering the latest wireless applications and solutions and technology vendors.

Please contact Eric Hill, Vice President of Business Solutions, to discuss your wireless requirements. 703-797-5107 or Eric.Hill@EnterpriseWireless.org

