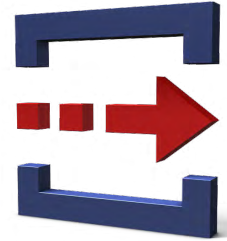


# 5 Things to Consider when Selecting a [ **Managed File Transfer Vendor** ]

An advanced managed file transfer (MFT) solution must provide your organization with the functionality to address all of its file transfer needs, both inside and outside the enterprise, and across all platforms. Information drives business today and with information volumes having increased exponentially over the last decade, MFT has become a critical enabler of the overall business process. It is imperative, therefore, that the following issues be considered carefully when choosing an MFT vendor.



## **1** Flexible Licensing Options

One size does not fit all when it comes to enterprise software. Whether you're a mid-sized organization or part of the Fortune 500, your managed file transfer vendor should offer a range of payment options to suit your needs and budgetary constraints. This might include options such as buying, leasing, or financing the software, or in some cases, securing an unlimited use license. Every organization is structured differently and your vendor should recognize these differences and be flexible in accommodating your unique licensing requirements or constraints.

## **2** True, Enterprise-wide Capabilities

Many vendors will claim that they offer enterprise-wide capabilities. Once the contract has been signed, however, you may discover that their solution is missing some of the features or capabilities you expected. Whether you need to automatically transfer files across platforms, to the mainframe, or securely over the Internet, you'll need a total solution that satisfies or exceeds all internal and external file transfer requirements. Seek a comprehensive software suite that guarantees security, while providing automation, flexibility, compliance, integration and cost savings.

## **3** Strong Customer Support

Principal complaints leveled at the biggest file transfer vendors are that they are difficult to work with, inflexible, and occasionally hostile. From unfair pricing practices, to expensive forced software upgrades and beyond, these vendors can seem to hold client organizations ransom. Before you sign anything, talk to your vendor about ongoing maintenance costs and make sure upgrades are included under your agreement. Ask to speak to several of their biggest customers and gauge how strong the relationship is. Are they flexible and responsive? Is the customer pleased with their business practices? These are critical differentiators and must not be overlooked at any cost.

## **4** Powerful Conversion Utilities

Legacy file transfer systems are embedded in many organizations, and the process of replacing them in your corporate environment can be a daunting task. That said, it is imperative to get up and running as quickly as possible, without wasting valuable time and resources. Look for a vendor with advanced conversion utilities and automated tools and routines that will help automate your migration from legacy applications.

## **5** Fast, Smooth Implementation

"Remember that time is money." This quote, by Ben Franklin, to a young tradesman in 1748 is still completely applicable when it comes to an organization's day-to-day business. When implementing a new software solution in your environment, you need the change to be fast and not disrupt existing processes or applications. Setbacks can drive up costs and affect entire systems. Choose a vendor that has proven success installing and maintaining their application and ask them for the evidence to back up their claims. Again – talk to their customers.

