

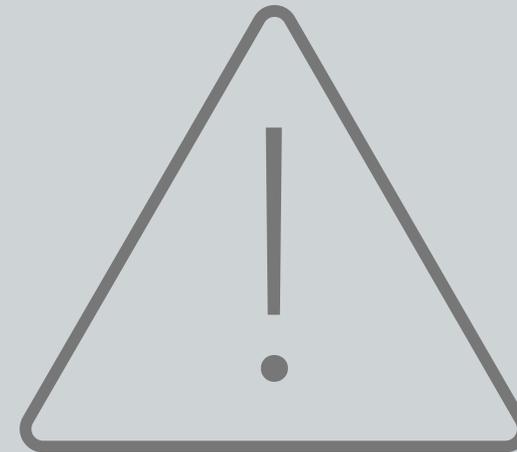
The Alentra Solution Selection Guide

A Systemized Approach to Selecting AI-enabled ERP, CRM & Analytics Platforms



Why Platform Selection Fails Sponsors

- No structured evaluation
- No leadership timing or governance model
- No readiness validation
- No capital protection
- No defensible ROI evidence



Demos and vendor momentum aren't a decision system.

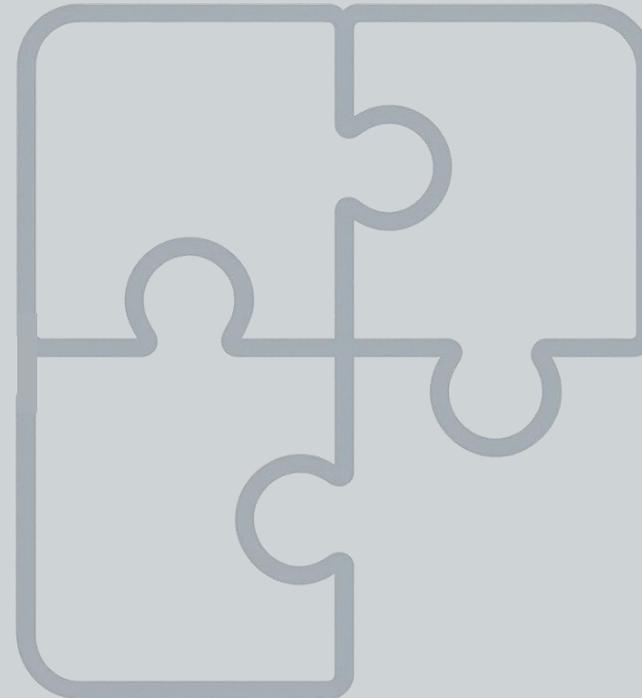
Sponsors are accountable for outcomes — but lack the structure to lead selection.

Note: The Sponsor is the executive accountable for outcomes, capital, and organizational readiness.

The Old Way Creates Drift

- Demo-led decisions
- Overloaded teams
- Unstructured or ambiguous requirements
- Misaligned expectations
- Late surprises
- Sponsors react instead of lead

The old way creates drift — even when teams work hard.



Vendors Have a Process — Sponsors Don't

Without a sponsor-side system, outcomes become unpredictable:

- Scope expands
- Costs escalate
- Risks surface late
- Decisions lack evidence
- Outcomes become unpredictable
- Every vendor brings a different delivery playbook



The Sponsor-Side Operating System™ gives Sponsors the structure vendors assume is already in place — but rarely is.

Systemized Solution Selection

A structured, evidence-based approach for Sponsors.

- Clear evaluation criteria
- Guardrails for scope, spend, and capital protection
- Readiness validation
- AI and data integrity checks
- Board-grade ROI logic and evidence

AI-enabled platforms increase data, integration, and readiness risks — making structured selection essential.



Clarity. Control. Evidence.

- Strategy alignment
- Structured requirements
- Vendor scoring model
- Decision logic
- Capital-protection checkpoints

Everything a Sponsor needs to lead selection



Lead Selection With Confidence

- Predictable leadership timing
- Transparent evaluation
- Clear, defensible platform decisions
- Reduced selection and implementation risk
- Stronger outcomes

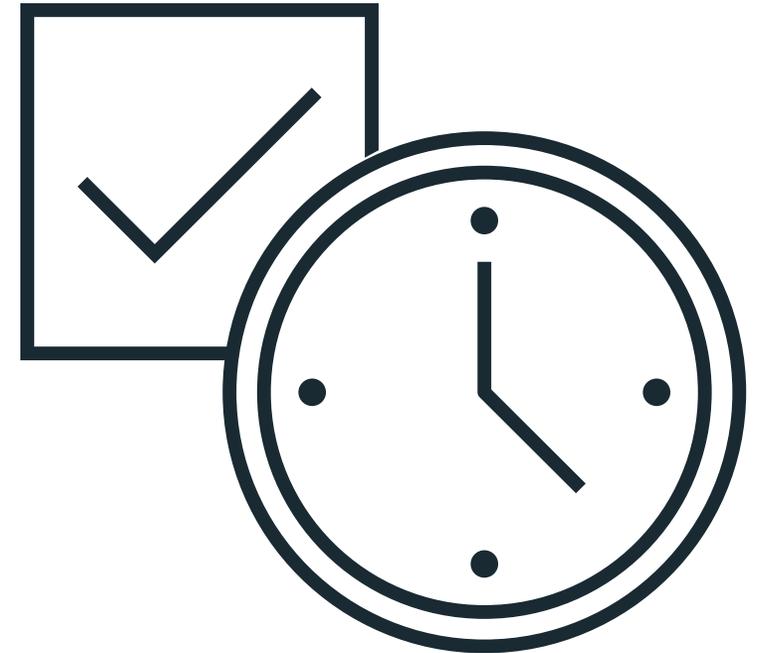
Replace intuition with structure



When to Engage Alentra

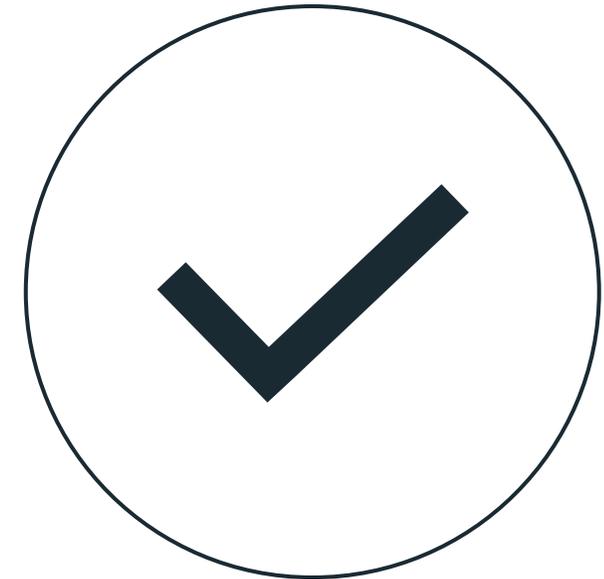
Engage Alentra before you finalize scope, select a vendor, or enter implementation — when the Sponsor's decisions matter most.

This is the moment where structure protects capital, enforces readiness, and ensures defensible decisions.



What Sponsors Gain in Solution Selection

- Clear, defensible decisions
- Evidence instead of intuition
- Predictable pacing
- Vendor accountability
- Capital protection
- A platform choice you can defend 18 later – when outcomes are measured.



You stay in control — not the vendor, not the implementer, not the technology.

Get the Solution Selection Guide (Free)

Request the Executive Summary (6 pages) or Full Edition (70 pages) — the playbook Sponsors use to lead selection with clarity and control.

What You'll Gain:

- Capital protection logic
- ROI evidence
- Structured evaluation models
- Sponsor-side leadership timing

How to Request:

Visit alentraadvisory.com to request the guide.

Prefer direct contact? Email **tim@alentraadvisory.com**

Your clarity starts here.