



Trovarit AG - Methodology in 5 Minutes

Trovarit AG is a vendor-independent consulting firm for ERP selection, tendering, contract negotiation and implementation across the DACH midmarket. We guide organisations from requirements through to go-live in a structured and neutral way.

Our 6-step process:

- 1. Pre-study & requirements capture
- 2. Market screening & longlist
- 3. RFP / tender & shortlist
- 4. Demos / proofs & scoring matrix
- 5. Contract negotiation & decision
- 6. Implementation support & quality assurance

Why clients choose us:

- 100% vendor-independent - no kickbacks, no reselling.
- Structured, value-based approach with scoring matrix and TCO analysis.
- Transparent decision documentation instead of gut feeling.
- Support through acceptance and implementation QA.

Typical deliverables:

- Requirements catalogue / specification
- RFP package and scoring matrix
- Value and TCO analysis
- Contract and risk checklist
- Project handbook & implementation QA

"With Trovarit we finally had a neutral partner that guided us through ERP selection and made our decision measurable." - CFO of a manufacturing company

Contact

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