Solution Evaluation Tool

If you're in business, it is impossible to ignore how **technology evolves and impacts how we do business every day**. However, such rapid growth has its drawbacks, as it is easy to become overwhelmed with the amount of information available.

To select the best solutions **you don't have to be a tech expert**, because what truly matters is this: **nobody knows your business better than you**.
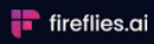
At **Intuilize**, like any other business, we have to select the best solutions to solve our business challenges. So we **developed a Solution Evaluation tool**, which we want to share with you.

6 Steps to Choose an Off-the-Shelf Solution

1. Identify the problem
2. Understand it in detail
3. Identify your options
4. Pilot the solutions
5. Review your pilot
6. Deploy

We Evaluated *Note-Taking* Solutions

At **Intuilize**, we are a remote team, working together, where all moving parts are in constant communication. It is crucial for us to preserve information accurately, protect the privacy of our customers, and maximize efficiency. When it became clear we needed a solution, we used our framework, and **the results look like this**:

FEATURE	Read	fireflies.ai	FELLOW	AVOMA	FATHOM
Enrollment	8	7	8	9	6
Scheduling	8	8	7	7	8
Interface	7	8	8	8	7
Accuracy: who was talking	5	8	5	7	8
Accuracy: content captured	8	7	7	8	7
Summary	7	8	9	8	7
Templates available for meeting types	0	0	8	0	0
Ease of sharing	6	8	6	7	9
Easy to review notes	7	6	8	6	9
Coaching insights	8	7	7	8	8
Sentiment	7	6	7	7	3
Integration options	2	2	10	3	3
Who owns the data	0	0	0	0	10
TOTAL	**79**	**90**	**94**	**91**	**93**

The template below will streamline your **Step 5**, but the groundwork that guarantees the best solution for your business comes from **Step 1: Identifying the problem.**

You may have noticed that all our evaluated solutions are AI-powered. But we did not set out to select an AI-tool. We focused on the nature of the problem and the options we had to solve it. Once **Step 2 and 3** were completed, we realized that AI was the way to go for us.

As part of **Step 4**, we identified the features that were most important for us. For example, in our business, **integration was crucial**, so it had more weight than other features for the final decision. But we only evaluated the features that mattered for our goals.

After finding the most important features, we tested each solution, and then graded its performance from 1 to 10, based on our experience and our needs. Once we added up the scores, it was easy to select the best solution for us. So now we are on **Step 6**, deployment.

You can use this framework to evaluate all sorts of tools according to your needs. You can evaluate any features and solutions, and apply it to any business challenge. You can replicate this template or even fill it out by hand. **What other tools could help you optimize your business?**

Solution Evaluation Tool Template

FEATURE	Solution A	Solution B	Solution C	Solution D	Solution E
Feature #1					
Feature #2					
Feature #3					
CRUCIAL Feature #1					
TOTAL					

> **Intuilize offers an AI-powered solution for price and inventory optimization. Born from over 25 years of experience in distribution, Intuilize transforms how businesses operate, generating 7-12X ROI for distributors.**

Intuilize offers:
- Proven results with no long-term contracts.
- Smooth onboarding for quick adoption with low time-investment from your team.
- Collaboration with your team to create a Sales Playbook preserving your tribal knowledge.
- Data-driven solutions that address real problems, based on real experience.

Ready to optimize and grow your distribution business? Let us help.