

EFFICIENTLY SCALING SALES

# Vendor Management Checklist

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Have we formalized an architecture review board?

Can we satisfy most of the requirements without customization?

Have we asked for back-channel advice?

Are we scheduling our purchasing to align with the end of quarter or year, to get the best pricing?

Are we making the most of multi-year agreements, end-of-quarter deals, and add-ons?

Are we keeping up with how the integration landscape is evolving?

Have we updated our documentation?

Are we managing systems according to best practices? (Agile, CI/CD, NPI process, etc.)

