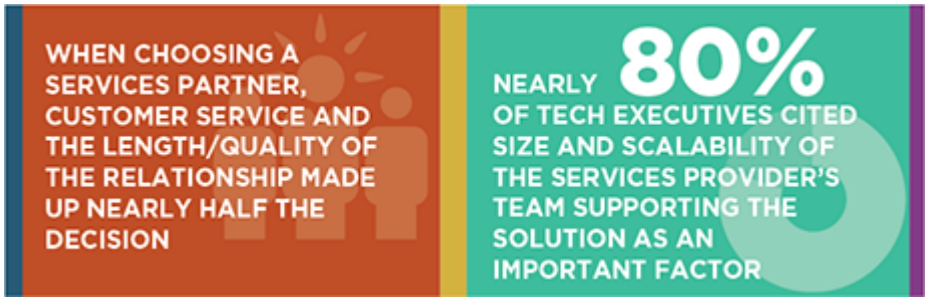
The Key to Successful IT Transformations

Finding the Right Services Partner

September 28, 2020

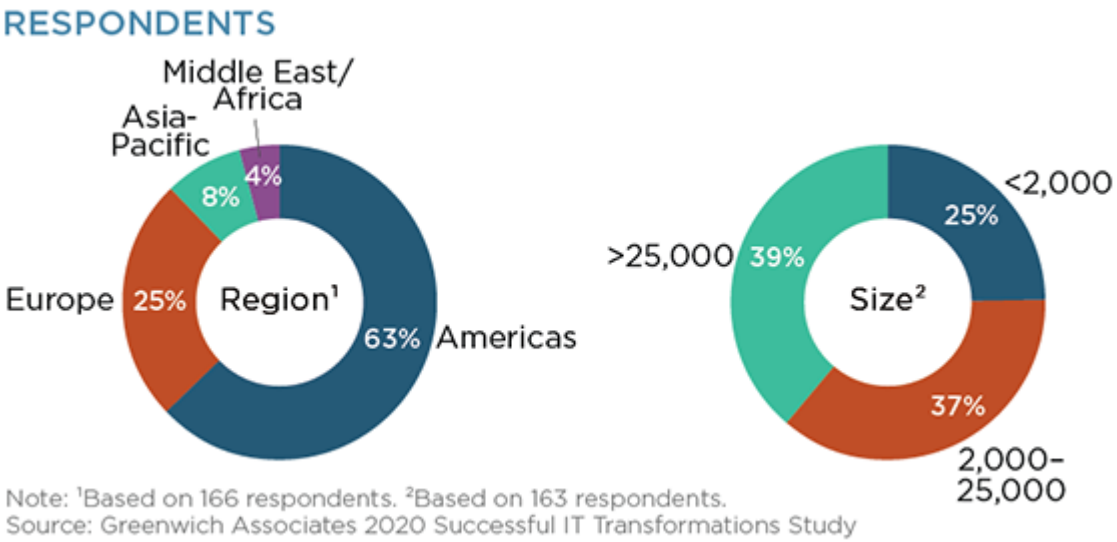
Executive Summary:



In this Greenwich Report, we examine the role that selecting the right vendor plays in the overall success of technology transformations and how that vendor can help avoid many of the common pitfalls organizations encounter along the journey. We also explore the key hallmarks of a top-tier services partner.

Methodology:

Between October and December 2019, Greenwich Associates interviewed 160 technology professionals in financial services companies. Questions covered a range of topics, including key success drivers, methodologies, delivery preferences, and vendor selection criteria.



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