

Four warehouse systems, scored against the eight things the site actually needs

Weights were fixed in the June workshop and locked before any demonstration was seen. Scores are the median of five assessors, each of whom scored independently and without sight of the others. No vendor scored above 3 on implementation risk, which is the finding the committee should read first.

RECOMMENDED

Corvus WMS

Highest weighted total and the only vendor with a named implementation lead on site for the cutover. Award subject to the reference call with Container Co. and a three-year price hold.

	Corvus WMS	Palletworks	Northgate Logic	Baseline Stock
	4.12 _{/5}	3.68 _{/5}	3.55 _{/5}	2.94 _{/5}
	\$412,000 over three years	\$368,500 over three years	\$501,200 over three years	\$246,900 over three years
Fit to the picking process as it runs today Weight 20%	4.6 · strong	3.8 · good	3.2 · adequate	3.4 · adequate
Total cost of ownership, three years Weight 20%	3.4 · adequate	4.1 · strong	2.6 · weak	4.8 · strong
Implementation risk and cutover plan Weight 15%	3.0 · adequate	2.8 · weak	2.9 · weak	2.2 · weak
Integration with the existing finance system Weight 15%	4.4 · strong	3.6 · good	4.2 · strong	2.4 · weak
Stock accuracy and reporting out of the box Weight 10%	4.5 · strong	3.9 · good	4.6 · strong	2.8 · weak
Support hours and response commitments Weight 8%	4.2 · strong	3.4 · adequate	3.8 · good	2.6 · weak
Roadmap, and the vendor's own stability Weight 7%	4.0 · good	3.2 · adequate	4.4 · strong	2.0 · weak
Training burden on the eleven site staff Weight 5%	4.8 · strong	4.4 · strong	3.0 · adequate	4.2 · strong
Weighted total Sum of score × weight, to two places	4.12 Ranked first on five of eight	3.68 Ranked first on none	3.55 Ranked first on two of eight	2.94 Ranked first on one of eight