

Vendor Evaluation Matrix

ERP Platform Replacement — Final-Round Scoring

Nimbus Manufacturing Co. • Procurement & IT Steering Committee • Prepared with Meridian Procurement Advisory

AT A GLANCE

VENDORS EVALUATED

4

WEIGHTED CRITERIA

15

CRITERIA CATEGORIES

5

DECISION GATE

Mar 12, 2026

Purpose

Nimbus Manufacturing Co. is replacing its 14-year-old on-premise MRP system ahead of the Fenwick Plant consolidation scheduled for Q1 2027. This matrix documents the final-round weighted evaluation of four shortlisted Enterprise Resource Planning (ERP) vendors, following an initial long-list screen of eleven respondents to the December 2025 RFP (ref. NMC-ERP-2026-04). The scoring below is the primary artifact the Procurement & IT Steering Committee will use to approve a contract award at the March 2026 gate review.

Four vendors advanced to this round after demonstrating minimum viable fit during discovery workshops: **Nexa Systems**, **Synapse Cloud**, **Vertex Solutions**, and **Apex Technologies**. Each was scored against 15 weighted criteria spanning five categories, using evidence from scripted product demonstrations, a two-day sandbox trial, three reference-customer calls per vendor, and a total-cost-of-ownership model built independently by Finance.

Shortlisted Vendors

74.0%

Nexa Systems

Incumbent-adjacent, deep functional fit,
premium pricing

87.0%

Synapse Cloud

Cloud-native, strongest technical architecture

70.6%

Vertex Solutions

Mid-market generalist, lowest 3-yr TCO

59.8%

Apex Technologies

Niche specialist, thin implementation bench

Percentages are the weighted composite score (Section 3); full criterion-level detail follows in the scoring matrix and category breakdown.

1 Evaluation Methodology

1.1 Scoring Scale

Each criterion was scored independently by at least three committee members on a 1–5 scale, then averaged and rounded to the nearest whole point for this matrix. Disagreements greater than two points triggered a re-score session with the vendor present. The scale follows the convention below, adapted from the vendor-selection framework of [Dickson \[1966\]](#):

Score	Label	Definition
5	Exceeds	Fully native capability, no configuration risk, validated in trial
4	Meets	Native capability, minor configuration required
3	Adequate	Achievable via configuration or a supported add-on
2	Weak	Requires custom development or a third-party bolt-on
1	Does not meet	No credible path within the 18-month implementation window

1.2 Weighting Approach

Category and criterion weights were set by the Steering Committee in a pairwise-comparison workshop prior to seeing any vendor responses, following the analytic hierarchy approach of [Saaty \[1980\]](#). This ordering matters: weights fixed to organizational priorities *before* scoring reduces the halo effect where a strong demo inflates a criterion's perceived importance. The five weighted categories, summing to 100 points, are:

Category	Weight	Rationale
Functional Fit	30%	Core manufacturing, inventory, and finance workflows must map with minimal customization
Technical Architecture	20%	API maturity and security posture gate the Fenwick Plant integration timeline
Implementation & Support	20%	18-month go-live window leaves little tolerance for schedule slip
Commercial Terms	15%	3-year TCO and contract flexibility, given planned headcount growth
Vendor Viability	15%	Multi-year dependency; financial stability and reference depth reduce lock-in risk

1.3 Evidence Sources

- **Scripted demonstrations** — all four vendors ran an identical 22-scenario script covering order-to-cash, plant-floor scheduling, and month-end close.
- **Sandbox trial** — a two-day hands-on session with live Nimbus test data, scored by end users from Finance, Operations, and Plant Engineering.
- **Reference calls** — three customer references per vendor, matched where possible to organizations of similar size and manufacturing mix.
- **Total cost of ownership model** — built independently by Finance from licensing quotes, implementation statements of work, and historical support-renewal escalation rates, per the criteria taxonomy in [Weber et al. \[1991\]](#).

This multi-criteria structure follows established supplier-selection literature [[Ho et al., 2010](#), [Chai et al., 2013](#)], which finds that blending quantitative TCO modeling with structured qualitative scoring outperforms either method used alone for complex, long-tenure software purchases.

2 Weighted Scoring Matrix

Scores are 1 (does not meet) to 5 (exceeds); see Section 1.1 for the full rubric. Weight is the criterion’s share of the 100-point total.

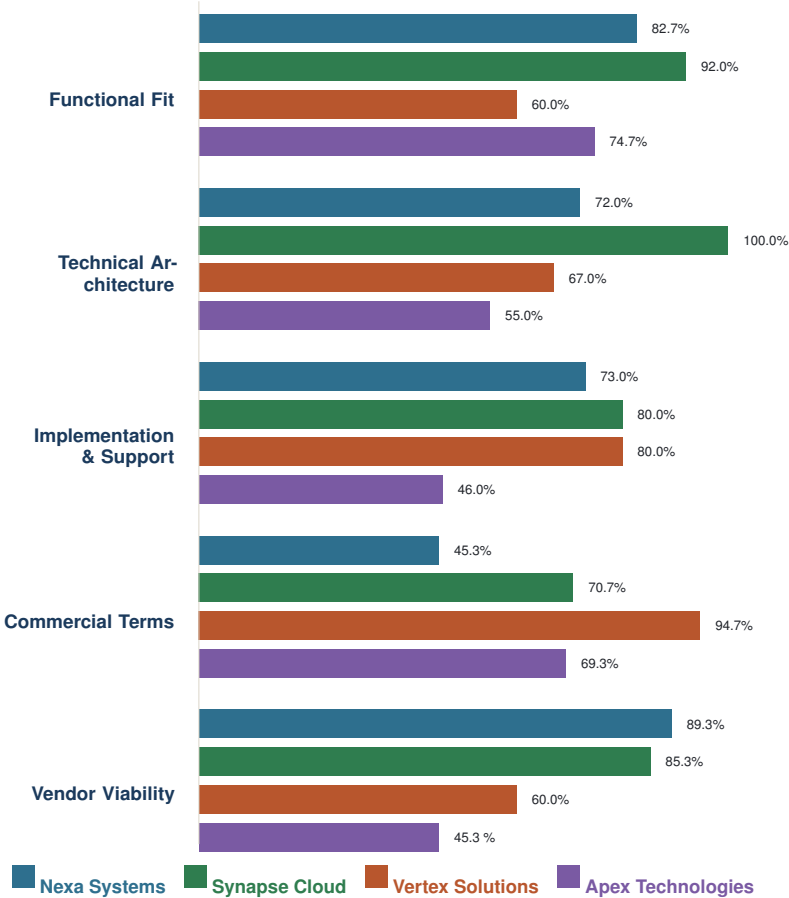
Criterion	Weight	Nexa	Synapse	Vertex	Apex
Functional Fitweight 30%					
Core process coverage (order-to-cash, MRP, month-end close)	12	5	4	3	4
Configurability without custom code	10	4	5	3	4
Reporting & analytics depth	8	3	5	3	3
Technical Architectureweight 20%					
Integration & API maturity	8	3	5	3	3
Security & compliance posture	7	4	5	4	3
Scalability under peak load	5	4	5	3	2
Implementation & Supportweight 20%					
Implementation timeline realism (18-month window)	7	3	4	4	2
Migration & data conversion support	7	4	4	4	2
Post-launch support SLA	6	4	4	4	3
Commercial Termsweight 15%					
Total cost of ownership, 3-year	7	2	3	5	4
Contract flexibility (term, exit, seat scaling)	4	2	4	4	3
Pricing transparency	4	3	4	5	3
Vendor Viabilityweight 15%					
Financial stability	6	5	4	3	2
Reference customer strength	5	5	4	3	2
Roadmap alignment (manufacturing focus)	4	3	5	3	3
Weighted Total (of 100)		74.0	87.0	70.6	59.8
Rank		2nd	1st	3rd	4th

Weighted Total = ∑(weight × score) across all 15 criteria, expressed as a percentage of the 500-point maximum (100 weight points × score of 5). Category-level subtotals appear in Section 4.

3 Category Breakdown

Category	Nexa	Syn.	Vertex	Apex
Functional Fit	82.7	92.0	60.0	74.7
Technical Architecture	72.0	100.0	67.0	55.0
Implementation & Support	73.0	80.0	80.0	46.0
Commercial Terms	45.3	70.7	94.7	69.3
Vendor Viability	89.3	85.3	60.0	45.3
Weighted Total	74.0	87.0	70.6	59.8

All figures are the category subtotal expressed as a percentage of that category’s maximum attainable points (Section 3).



Reading the Categories

Synapse Cloud leads on Technical Architecture and Functional Fit, the two heaviest categories, which drives its overall lead despite mid-pack Commercial Terms. **Vertex Solutions** inverts that pattern — the cheapest package by a wide margin, but weakest Functional Fit, reflecting a generalist platform without manufacturing-specific depth. **Apex Technologies** trails in every category except raw functional coverage, and its Implementation & Support score (46.0) is the lowest single result on the matrix, driven by a three-person delivery team with no prior discrete-manufacturing engagement of Nimbus’s scale.

4 Recommendation

Recommended Award: Synapse Cloud

Weighted Score 87.0 / 100

Synapse Cloud scored highest on both heavily-weighted categories (Functional Fit, Technical Architecture) and posted the strongest reference calls of the four vendors, with all three references citing on-time go-lives within the last 18 months. The Committee recommends proceeding to final contract negotiation, with Finance and Legal engaged on the three conditions below before signature.

Conditions of Award

1. Synapse Cloud's 3-year TCO (Commercial Terms: 70.7) must be re-quoted with a 5-year term option to test whether the multi-year discount closes the gap with Vertex Solutions.
2. A binding SLA credit schedule must be added to the master services agreement; the current draft offers only a service-credit cap of one month's fees.
3. Data-migration scope for the 11-year Fenwick Plant transaction history must be fixed in the statement of work before signature, not treated as a change order post-kickoff.

Fallback Position

Should negotiation fail on the SLA credit schedule, the Committee's second choice is **Nexa Systems** (74.0), on the strength of its Vendor Viability score (89.3, the highest of the field) and lowest implementation risk profile. Nexa's Commercial Terms score (45.3) reflects list pricing only; a renewal-discount counter was not solicited in this round and should be if this path is taken.

Vendors Not Recommended

- **Vertex Solutions (70.6)** — the strongest Commercial Terms score in the field (94.7) does not offset a Functional Fit score of 60.0, the weakest result in the heaviest-weighted category. Retain as a bench option if scope is later reduced to finance-and-inventory only.
- **Apex Technologies (59.8)** — Implementation & Support (46.0) and Vendor Viability (45.3) both fall below the Committee's 55-point minimum threshold for any category. Not recommended for a program of this scale regardless of commercial terms.

Next Steps

- Route this matrix to the Steering Committee for the March 12, 2026 gate review
- ✍ Legal to redline the Synapse Cloud master services agreement against the three award conditions
- 📅 Target contract signature by March 27, 2026 to hold the Q1 2027 Fenwick go-live date
- 🗓 Schedule a kickoff call with Synapse Cloud's assigned implementation lead within five business days of signature

This matrix was compiled by Meridian Procurement Advisory on behalf of the Nimbus Manufacturing Co. Procurement & IT Steering Committee. Underlying scoring worksheets and reference-call notes are retained in the procurement file under ref. NMC-ERP-2026-04 and are available to Committee members on request.

References

- Junyi Chai, James N. K. Liu, and Eric W. T. Ngai. Application of decision-making techniques in supplier selection: A systematic review of literature. *Expert Systems with Applications*, 40(10):3872–3885, 2013.
- Gary W. Dickson. An analysis of vendor selection systems and decisions. *Journal of Purchasing*, 2(1):5–17, 1966.
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- Thomas L. Saaty. *The Analytic Hierarchy Process: Planning, Priority Setting, Resource Allocation*. McGraw-Hill, New York, 1980.
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