

evaluating needs



Are you at the point where you need our software?

Part of the software purchasing process is determining what you really need out of your software, what you can live without, and when you're at the point where you are ready to move forward with something new.

Here are some questions we've come up with from our own experience of buying software along the years, that helps us see the big picture of whether or not we're ready to move forward with a purchase process. Perhaps putting all your needs and wants together, and comparing it to our software, will give you a better idea of if we're the perfect solution for you.

1. Why do I need new software? What problems am I having with my current system that need fixed? (I.e., System crashed, Don't like current system, Too time consuming, Not easy to use, etc.)

2. Does the software have the ability to do everything I need and/or want it to do?

What I Need or What from the Software:	Can SherWare do this?	
List Needs & Wants:	Yes	No



3. Is there anything I wish it could do, or hope it can do, that will make the thought of buying it even better?

What are my wish list items I'd love to have:	Can SherWare do this?	
Wish List Items:	Yes	No

4. What are my deal breakers in purchasing oil and gas software?

What can't I live without?	Does SherWare have this?	
List deal breakers:	Yes	No

4. Will purchasing this software in the end make my life/job/work environment (easier)? List some adjectives you think could help describe how this software will help.

5. Does it fit within the budget that's been set, or am I willing to purchase it anyways regardless of price because of how it will benefit me?

Yes. I think it's what we're looking for.

No. I'm not willing to spend that much.

If you answered no, review your brainstorming here to see if it's truly worth it.

Will you find another program that has everything you need for the price you've set?

6. What other concerns or questions do I have that need to be answered before I purchase?

Concerns or questions I have:

Now that you have this worksheet filled out and a list of any additional concerns or questions, please contact us to discuss, so we can help you get the answers you need to move forward.

Contact us at: info@sherware.com, sales@sherware.com or by calling 888-446-2218.

By answering these questions honestly and taking the time to brainstorm about each topic, you should have a pretty good idea of if our software products are a good fit for your company and what you want to accomplish.

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