What Your Partner or Business Owner Needs to Know About File Sharing with SmartVault

4 Tips to Build a Business Case for Switching Tech Vendors

Making decisions about what tech vendor to go with is not always easy. It takes countless hours of research, and just when you think you have found the perfect solution, your manager or partner says there isn't a need for it.

It's hard to get people on board with change, especially when it involves adopting new technology. This article will provide four tips to help you present a business case to your manager or partner to convince them why a digital file-sharing solution like SmartVault is suitable for your firm.

Outline Your Pain Points

Because many managers and c-level team members aren't in the weeds every day, it can be hard for them to understand why current processes aren't working out. Before you try to convince them how a software solution can benefit you, try to explain what hurdles you are currently facing.

You might be facing issues such as:

- **Hindered workflow:** Instead of completing a task in one to two steps, you have to walk through dozens of steps. You've likely found a workaround for a feature you think should already exist.

- **Wasted time:** Because so many documents are stored locally on various computers, you're having difficulty finding the information you need. You could be wasting countless hours searching for something that should have been more accessible.

- **Poor security:** Clients may not feel comfortable emailing you their most sensitive information (and rightfully so). Still, you don't have an alternative method of receiving their files unless they want to deliver them manually - and truth be told, no one wants to take this approach anymore.

You should also present the pain points in a concise format, so there's a clear business case for change to additional decision-makers.

Map Out How the Solution Can Help

Once you've outlined your pain points, you need to outline how a tech solution can alleviate these issues. Pinpoint specific features that stand out to you and explain how they will help in detail. These features might look like:

eSignature Integration

Electronically send files for eSignature directly from your document management platform and avoid the extra steps of downloading signed files and uploading them back into the correct file folder.

Document request lists

Streamline the way you request and collect documents with customizable request lists that create a straightforward way for clients to send you the documents you need.

Bank-level security

Your data should be secure while in transit and at rest, using SSL and AES-256 encryption to protect all of your clients' most sensitive data.

Gather Social Proof

Most tech vendors showcase multiple case studies on how their software has helped users like you. Collect your favorite ones and highlight all they have achieved using their software solution. Additionally, check out review sites like Capterra, SourceForge, G2, or Crozdesk to see what users are saying that they believe essential for you to know. These reviews can help explain why users have made the switch and give you full transparency about what they like and don't like about specific products.

Present Value and Price

When putting together a business case, some of the biggest mistakes include laying out final costs without providing the value or potential ROI. For example, Google Drive might be free, but does a free solution make your day-to-day easier? Compare that to SmartVault, which begins at $80 a month for two users but includes unlimited storage, unlimited collaborators, built-in workflows, request docs, and more! SmartVault users have reported that with a best-of-breed tech stack, they were able to put $30K back in their bottom line. Would a free document storage solution do that for you? *(The answer is likely not)*

Be as clear and concise as possible when you're ready to present your business case. Have all your research in a digestible format, whether a slide deck or printed report. If your manager or partner wants to see how the software works for themselves, many tech vendors offer free trials so that you can see if their software is fit for you and your firm's needs.

As a final takeaway, be prepared for the pushback you get from other team members. Change is hard on everyone and scary for a variety of reasons. Make sure you're ready with these tips on how to increase technology adoption amongst your workforce.

SmartVault

Built with bank-level security, SmartVault offers a cloud-based document management system and client portal designed to help you reduce costs, raise productivity and employee happiness, stay in compliance, and deliver higher levels of service.

SCHEDULE A DEMO

smartvault.com