# How to Select the Perfect Partner for Your RPA Project

RPA is not just a buzzword. At a time when business leaders are in pressing need to leverage automation to thrive in the new reality, a low investment threshold and quick, tangible ROI makes **RPA the prime starting point** for digital transformation.

But to be able to unlock real value, you need to have the right partner.

The Product

The Vendor   **The Community**

The Trigon of Partner Qualification
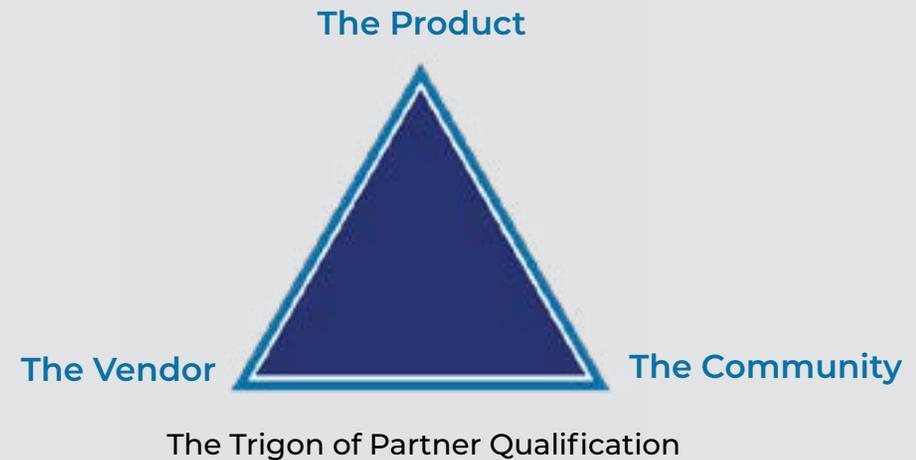
This checklist details all the qualifications you need in a good RPA partner that can go the long way. Use it to screen out vanity projects and bring real value to your RPA partnerships.

The Product

- RPA software is designed specifically for your target function

- The software can adapt to your existing system and tech stack

- The software delivers meaningful amount of automation and can scale as your processes grow more complex

- Software development includes a discovery process that identify problem areas and qualify them for automation fit. You want to look for a proven process like Saisystems' 5DS

- There is a defined timeframe of software delivery and implementation

- The time and effort requirements for implementation is within your acceptable range for the scope of the project

- The software has robust reporting capabilities that can give you visibility into all stages of the process, track its performance and gives meaningful data on efficiency and room for optimization

The Vendor

- The RPA vendor has a track record of delivering targeted RPA software with high success rate and strong ROI

- The vendor has strong work ethics, demonstrated by commitment to success and a willingness to cooperate with your team to find the root cause of the problem

- The vendor has a high-touch, hands-on implementation process with concierge level of customer service

- The vendor has a commitment to technological advancement, demonstrated by frequent product updates, robust development plans and a concrete roadmap

The Community

- The vendor is a thought-leader in the industry and displays technical know-how through best practices and self-service educational materials

- The vendor keeps up-to-date with latest trends and news in the industry

- The vendor's portfolio of past clients, areas of expertise and certifications align with your industry and your target process for automation

- The vendor receives good testimonials from past clients. Recommendations can give you insights into a vendor's process and its alignment with your expectations.

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