

Case Study:

*Vendor Intelligence:
Finding the viable options in a
niche software space*

TAC's Expertise-as-a-Service® (EaaS™) is a breakthrough concept designed to provide today's IT organization of any size with a flexible, scalable, networked set of services, skills, and solutions.

Issue:

TAC's client, a world-renowned arena with multiple venues to manage, was using two separate systems to book everything from professional and college sports, to graduations, meetings, concerts and more. Since the two systems were not integrated, users of each system lacked real-time information. The problems caused by this lack of real-time information were magnified due to the number of personnel that used these systems, including booking staff, finance, special event staff, sports properties, production staff and company management. The client was searching for software to effectively manage the various events they were scheduling at various facilities. When they went to identify vendors, they found a lot of information on hotel conference-center software, which did not fit their needs.



Question:

We are interested in anything you may have or know about event and venue management software.

Solution:

TAC Expert Ron Gandiza delivered a Personal Advisory Report (PAR) that outlined the viable options in the arena and event management software space, highlighting the strengths and weaknesses of the various solutions. *The PAR can be read at <http://www.tacadvisory.com/samplePARVenueScheduling.htm>.*

Client Action:

The client was "very satisfied" with the PAR we had delivered. While they had identified some of the vendors on the list, they had not identified the majority of them, including the one they ultimately selected. Their feedback to TAC was, "Gartner had nothing."

Contact TAC now to find out how to get the right answer to your question in the right context "right now."



TAC The Advisory Council