The Buyers' Guide to Data Integration Software

CloverDX™

Before you speak to anyone establish your needs

What are you trying to do?
- Data ingest
- Data for BI & Analytics
- API integration
- Data migration
- Data error management
- Data transformation & movement

General considerations:
- Budget?
- Number of data sources?
- Where is your data mostly located?
- Where does your data need to be?
- Future business needs?
- Data quality?

Technical considerations:
- Open source Vs commercial software?
- Cloud Vs on-premise?
- Performance Vs security?
- Visual interface Vs developer tool?
- Admin & hardware resources available/required?

Creating your vendor shortlist

How to identify appropriate vendors:
- Ask lots of questions
- What's included/not included in the price?
- Have you decided on an appropriate licensing model?
- What support is on offer?
- Will the vendor help with implementation and set-up?

Dos & don'ts:
- Do consider a proof of concept
- Do consider more than one vendor
- Don't take solution promises on face value
- Do think about current and future needs
- Don't assume all solutions/vendors are alike

Demos & evaluations:
- Do both for each shortlisted vendor
- Ensure any evaluation is a full version of the software
- Don't accept canned demos
- Test software against your specific use case
- Test the vendor, as well as the software

Who will be using the software?

User profile:
- Will the software be used by technical or business teams, or both?
- Do you want an easy to use visual too or something for developers to code in, or both?
- Is it for internal users, external consultants or a combination of both?
- Do you have experienced staff or is training required?
- Have you considered cultural factors, change management and new ways of working?

Implementation

Challenges of working with a new technical solution:
- Expect trouble
- Lean on the vendor to mitigate the risk of your project going wrong – ensure help when you need it!
- A good vendor will help design your data architecture and provide consultancy services if required
- Make sure your vendor of choice provides adequate support and documentation
- Set clear goals and expectations, establishing KPIs so you can measure success