For immediate release

Build or Buy? Corridor Company Whitepaper Examines the Pros and Cons of Developing Customized Contract Management Solutions In-House Versus Purchasing a Solution

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Whitepaper Build vs. Buy, examines the full costs of building customized solutions as opposed to purchasing standard software.

Corridor Company, Inc., the leading provider of contract management software powered by the SharePoint platform, this week released Build vs. Buy, a whitepaper that examines the advantages and disadvantages of two common approaches to acquiring business software: buying a Commercial Off-the-Shelf (COTS) software product or building a customized solution, directly or indirectly. The whitepaper is available for download at Corridor's website at www.corridorcompany.com.

Build vs. Buy examines the following topics:

- Buy: Strengths and Weaknesses
- Build: Strengths and Weaknesses
- Cost Considerations – License or Subscription costs, Maintenance & Support fees, Development costs, and Implementation considerations
- Questions to Consider: Budget, Timeline, and Long-term Maintenance and Support

While every company has experienced buying software for particular purposes, companies seeking custom solutions for business-critical processes sometimes consider building one using their own IT resources. The Build option is attractive because initial costs are perceived to be lower than buying and because an internally developed solution holds the promise of a custom fit to a company's complex, industry-specific needs. In response, advocates of the Buy option point to the wider experience and greater technical expertise of software development companies, and reliable, cost-efficient support that these companies offer for maintaining and upgrading their software.

In a readable narrative with practical summaries, Build vs. Buy provides a grounded outline of the benefits and costs of both approaches. Since a decision to build or buy any product comes down to weighing the costs and advantages of each option, the whitepaper explores each choice in a succinct fashion. It also explores subjects such as escrow accounts for source code, standard maintenance & support agreements, and considerations for adjacent third party technologies.

"As a solution provider frequently challenged by the unique business requirements of our customer base, Corridor sees the validity of both perspectives," says Russ Edelman, CEO of Corridor Company. "There is tremendous benefit to offering an out-of-the-box solution. However, it is imperative that this

solution solve our customers' requirements. With CM[.app], our Contract Management App for SharePoint, we are able to leverage the SharePoint platform for its enterprise level infrastructure, scalability and security. We are also able to utilize the flexibility inherent in SharePoint to provide our customers with solutions that address their unique business requirements without the need for custom development. It's a win-win for us and for our client base."

Readers may obtain Build vs. Buy at Corridor's website at www.corridorcompany.com or by contacting Corridor Company.

About Corridor Company

Corridor Company is committed to continually evolving our software product line to meet the challenges of contracts and their proper management. With a business application platform that readily provides solutions for Contract, Proposal and Supplier Management, Corridor's end-to-end solutions enable customers to create contracts and proposals more efficiently, manage all processes more effectively, and ensure that revenue, profit and compliance are all fully optimized. Corridor's flexible licensing model, supporting implementation packages, and delivery options which include on premises, in the Cloud, or Office 365, ensure a solution tailored to fit the needs of your company. To learn why global to mid-sized clients choose Corridor as their Contract Management partner, visit www.corridorcompany.com.

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