



PRODUCT SCORECARD

# Crises Control

**Emergency Notification** 

# **MARCH 2024**

Improving and Accelerating Enterprise Software Evaluation and Selection

19 Heather Park Drive Wembley, London, United Kingdom 4402085841385 21 Employees https://www.crises-control.com/ http://www.linkedin.com/company/crises-control



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# **How to Use the Scorecard**

The Product Scorecard is a comprehensive report designed to help clients make better purchasing decisions.

Data in the report is collected from real end users' of the product and analyzed in an exhaustive fashion with extensive data analytics.

Use this report to understand whether this product is right for your organization.

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# **Crises Control**

## EMERGENCY NOTIFICATION

When time is imperative our mass notification technology enables our customers to send alert messages to their target audience within seconds. These messages can be pre-defined or customised. With our App, customers can mass notify people at the touch of a button. Furthermore, you know in real-time who has acknowledged the message.

## 21 Employees

https://www.crises-control.com/

19 Heather Park Drive Wembley, London United Kingdom

The composite satisfaction score (Composite Score) is an average of four different areas of evaluation: Net Emotional Footprint, Vendor Capabilities, Product Features, and Likeliness to Recommend. The Net Emotional Footprint Score measures user emotional response ratings of the vendor (e.g. trustworthy, respectful, fair).





# 7.9/10 COMPOSITE SCORE

# **Likeliness to Recommend**

Promoters

Passives

Detractors

**\*\*\*** 

12<sup>%</sup> 2<sup>%</sup>

86%

RANK OUT OF 8

LIKELINESS TO RECOMMEND

94%

**EMERGENCY NOTIFICATION CATEGORY** 

# Plan to Renew

Definitely Will

Probably Will

**\*\*\*\***\*\*\*\*\*\*

Probably Not

Definitely Not

**87**%

**13**%

0% n% RANK OUT OF 8

**1st** 

PLAN TO RENEW

100%

**EMERGENCY NOTIFICATION CATEGORY** 

# **Satisfaction that Cost is Fair Relative to Value**

Delighted

Almost Satisfied

Disappointed

**47**%

**53**%

n%

0%

2<sub>nd</sub>

SATISFACTION

**87**%

**EMERGENCY NOTIFICATION CATEGORY** 

PRODUCT SCORECARD























:= Versi







# Vendor **Capability Satisfaction**

When making the right purchasing decision, use peer satisfaction ratings to decipher Crises Control's strengths and weaknesses, and determine which capabilities matter most to you. A scale of satisfaction ranging from Disappoints, Almost Satisfies, Highly Satisfies, and Delights is applied to each core vendor capability providing an ability to understand satisfaction across several business and IT competencies.

How satisfied are you with the following Crises Control capabilities?

## **Quality of Features**

**60%** 

The ability to perform at or above industry standards. Feature quality is just as important as quantity. Use this to do, easily, intuitively, reliably,



# **1st**



Ranked

1st of 8 in

Emergency Notification

89%

CATEGORY

**AVERAGE** 

**79%** 

SATISFACTION

## **Ease of IT Administration**

**50%** OF CLIENTS ARE DELIGHTED

Ease of use of the backend user interface.

This data indicates whether IT personnel will be able to resolve issues and perform configurations efficiently and effectively



## Ranked **1st** of 8 in Emergency Notification

86% CATEGORY



of 8 in Emergency Notification

86% SATISFACTION **79%** 

Ranked

1st

Emergency Notification

85%

CATEGORY

Ranked

**1st** 

SATISFACTION

of 8 in

CATEGORY **AVERAGE** 

## **Vendor Support**

**58%** OF CLIENTS ARE DELIGHTED

The ability to receive timely and sufficient support.
The importance of vendor support will vary for each organization depending on internal canabilities, but there will always be issues that only the vendor can resolve.



## Ranked 2nd of 8 in Emergency Notification

88% SATISFACTION **79%** CATEGORY

OF CLIENTS ARE DELIGHTED

data to determine if this product will do what you're purchasing it and effectively.

Disappoints

#### **Breadth of Features** Ranked

of 8 in **Emergency** 

90%

# 48%

**OF CLIENTS** ARE DELIGHTED The ability to perform a wide

variety of tasks. Users prefer feature rich software that enables them to perform diverse series of tasks. This data expresses user satisfaction with the product's breadth of features.

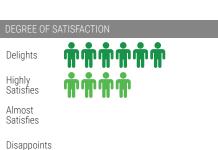


# **Ease of Implementation**

**56% OF CLIENTS ARE DELIGHTED** 

The ability to implement the solution without unnecessary disruption. Successfully implementing new

software is necessary to realize its full value and promote end user adoption. This data indicates whether or not the product is easy to implement.



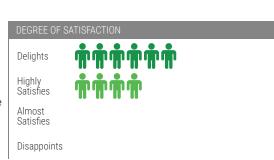
Ranked 2nd of 8 in **Emergency** 

88% SATISFACTION 80% CATEGORY AVERAGE

# **Usability and Intuitiveness**

**57%** OF CLIENTS ARE DELIGHTED

The ability to reduce training due to intuitive design. End user learning curves cost the organization money. Pay attention to your end users' technical ability to determine how important UX is in your



# **Ease of Customization**

**47%** OF CLIENTS ARE DELIGHTED

The ability to scale the solution to a business' unique needs. Don't get bogged down in a difficult customization; use this data to make sure you can easily achieve the functionality you need for your particular situation.



# **Availability and Quality of Training**

**53%** OF CLIENTS ARE DELIGHTED

Quality training allows employees to take full advantage of the software. Effective and readily available training enables users to get the most out of the software vou've chosen. Use this section to make sure your vendor's training programs and materials measure



Ranked 2nd of 8 in Emergency Notification

88% SATISFACTION **79%** CATEGORY **AVERAGE** 

## **Business Value Created**

**57% OF CLIENTS ARE DELIGHTED** 

The ability to bring value to the organization. Software needs to create value

for employees, customers. partners, and, ultimately, shareholders. This data expresses user satisfaction - or lack thereof – with the product's business value.





88% SATISFACTION **78%** CATEGORY **AVERAGE** 

# **Ease of Data Integration**

43% **OF CLIENTS** ARE DELIGHTED

The ability to seamlessly integrate data. Use this data to determine whether the product will cause headaches or make data integration easy.



# **Product Strategy and Rate of Improvement**

**OF CLIENTS** 

**ARE DELIGHTED** 

of 8 in Emergency Notification

84% SATISFACTION 78% CATEGORY **AVERAGE** 

# 41%

The ability to adapt to market

**change.**Vendors who don't stay on top of emerging needs and trends won't enable you to meet your business goals. Úse this data to separate innovators from imposters.



Disappoints

Ranked 2nd of 8 in **Emergency Notification** 

> 84% **75%** CATEGORY **AVFRAGE**

PRODUCT SCORECARD



Disappoints



Product Feature

Reasons for Leaving & Joining

Module
Satisfaction

Implementation

Staffing &

Selection Decisions

Market Size Comparison

Comparisons

Versions

Comments





# **Product Feature** Satisfaction

Pay attention to the features you need for your scenario by evaluating peer feature satisfaction ratings. Tolerate low scores on features that do not impact your business, instead focus on scores being high for features that matter. A scale of satisfaction ranging from Disappoints, Almost Satisfies, Highly Satisfies, and Delights is applied to each feature core to the **Emergency Notification market** 

How satisfied are you with the following Crises Control features and functionalities?

#### **EMERGENCY NOTIFICATION**

#### MANDATORY FEATURES

## **Distribution Lists**

**42%** OF CLIENTS **ARE DELIGHTED** 

Maintain a distribution list of contact information for notification recipients.

Delights Almost Satisfies

Disappoints

Ranked 2nd of 8 in Emergency Notification

84%

# SATISFACTION **79%** CATEGORY

2nd of 8 in

Emergency Notification

81% SATISFACTION 75% CATEGORY **AVERAGE** 

## **Multi-Channel Mass Notification**

Almost

Satisfies

Disappoints

**Contact Information Encryption** 

44% OF CLIENTS **ARE DELIGHTED** 

**39%** 

encrypted.

OF CLIENTS ARE DELIGHTED

Contact information is

notifications via multiple channels (e.g. email, phone, or SMS text messaging



6th of 8 in Emergency Notification

Ranked

82% SATISFACTION 83% CATEGORY

Ranked 6th of 8 in

Emergency Notification

**77%** providers. SATISFACTION

Receive notifications from subscribed weather alert



**Self-Service Contact Information Update** 

Almost

Satisfies

Disappoints

Disappoints

Ranked 2nd of 7 in Emergency Notification

SATISFACTION

78% CATEGORY

## **Weather Alert**

**52% OF CLIENTS ARE DELIGHTED** 

36%

OF CLIENTS ARE DELIGHTED

update their contact

via self-service option.

Ability to allow individuals to

information for notifications



## Ranked 3rd of 7 in

**Emergency Notification** 

88% SATISFACTION **85% CATEGORY AVERAGE** 

# **Scripting**

32% OF CLIENTS **ARE DELIGHTED** 

Pre-define messages for different audiences (e.g. IT staff vs. business users) and



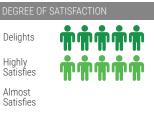
# Ranked

# Multi-Language Support

**47% OF CLIENTS ARE DELIGHTED** 

SECONDARY FEATURES

Send or translate alerts in



Disappoints

Satisfies

Disappoints

Ranked **1st** of 7 in Emergency Notification

**AVERAGE** 

86% SATISFACTION CATEGORY

**AVERAGE** 

# **Sequential Processing**

38% **OF CLIENTS ARE DELIGHTED** 

The ability to set alerts to be sent in a specific order to various audiences



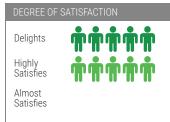
Ranked 2nd of 7 in Emergency Notification

84% SATISFACTION **78%** CATEGORY **AVERAGE** 

# **Conference Call Support**

**50% OF CLIENTS ARE DELIGHTED** 

Set up instant conference calls via the Emergency Mass Notification System (EMNS)



Ranked 3rd of 7 in **Emergency** 

SATISFACTION 87% CATEGORY **AVERAGE** 

# **Location-Based Notification**

Disappoints

**54% OF CLIENTS ARE DELIGHTED** 

Target alerts to specific



Ranked 3rd of 8 in **Emergency Notification** 

84% **CATEGORY** 

# **Scheduled Messaging**

**53% OF CLIENTS ARE DELIGHTED** 

Scheduling of one-time, multiple, or repeated messaging.



Vendor Capability
Satisfaction



87% SATISFACTION 84% **AVERAGE** 















# **Product Feature** Satisfaction

Pay attention to the features you need for your scenario by evaluating peer feature satisfaction ratings. Tolerate low scores on features that do not impact your business, instead focus on scores being high for features that matter. A scale of satisfaction ranging from Disappoints, Almost Satisfies, Highly Satisfies, and Delights is applied to each feature core to the **Emergency Notification market.** 

How satisfied are you with the following Crises Control features and functionalities?

#### **EMERGENCY NOTIFICATION**

## **Voice Recorded Alerts**

**50%** OF CLIENTS ARE DELIGHTED

Recording and broadcasting of voice alerts created by the sender's voice, rather than text-to-speech.

Delights Almost Satisfies

Ranked 3rd of 7 in Emergency Notification

86% SATISFACTION **81%** CATEGORY AVERAGE

#### SECONDARY FEATURES

## Single Sign-On (SSO)

Disappoints

43% OF CLIENTS ARE DELIGHTED

Login authentication linked to corporate login credentials, and user account information auto-populated to the expense profile. Delights Highly Satisfies Disappoints Ranked 3rd of 8 in Emergency Notification

85% SATISFACTION 84% CATEGORY **AVERAGE** 

# **Message Status Reporting**

44% OF CLIENTS ARE DELIGHTED

Message receipt confirmation and message status tracking/ reporting.

Almost Satisfies Disappoints Ranked 5th of 8 in Emergency Notification

**85%** SATISFACTION CATEGORY AVERAGE





























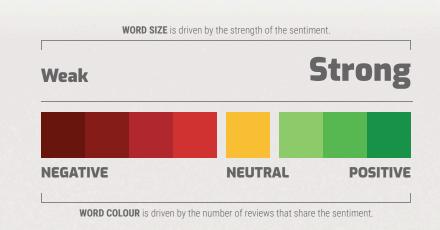




# **CRISES CONTROL**

# Word Cloud

As organizations become more and more dependent on software to automate and streamline operations, users are developing strong emotional connections to their applications and vendors. The SoftwareReviews Word Cloud aggregates the most commonly experienced pain points and prevailing opinions held by its users. Use this at-a-glance summary to evaluate the vendor-client relationship and product effectiveness. Additional data about each of the emotional sentiments can be found on the following pages.



**EFFECTIVE SECURITY PROTECTS** FRIENDLY NEGOTIATION **SAVES TIME CLIENT'S INTEREST FIRST** RELIAB CARING FAIR CRITICAL TRANSPARENT **EFFICIENT UNIQUE FEATURES** INTEGRITY **OVER DELIVERED** 





















Q Comparisons

Versions



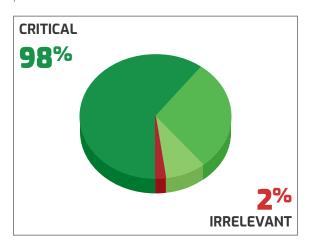




# CRISES CONTROL Emotional Footprint

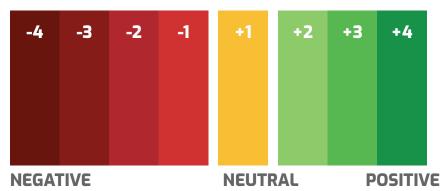
# Importance to Professional Success

How important is Crises Control to your current professional success?



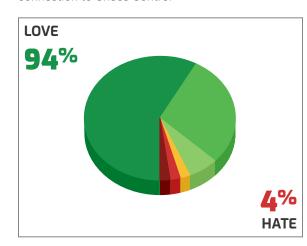
# B2B purchasing decisions not only rely on data and facts, but also gut instinct and emotional inputs. A vendors' Emotional Footprint can influence whether a client chooses to do business with the organization. The information displayed below represents the emotional sentiment held by end users of the software based on their experience with the vendor. Responses are captured on an eight-point scale.

## **EMOTIONAL SPECTRUM SCALE**



## Strength of Emotional Connection

Overall, describe the strength of your emotional connection to Crises Control



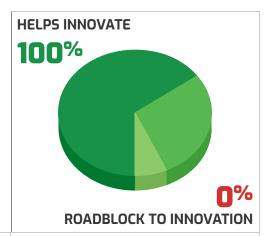


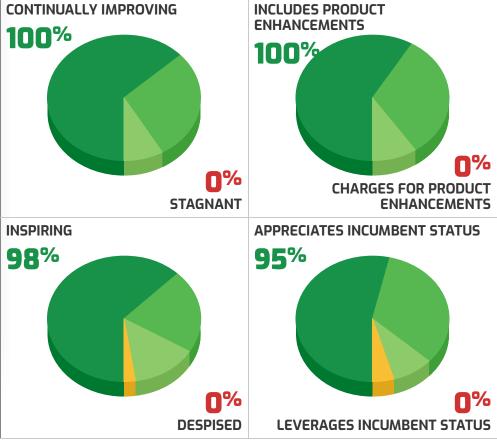


# Strategy and Innovation

A score ranging from minus 4 to plus 4 is applied to each individual's emotional reaction to each question.

As a customer, please share your feelings across Crises Control's Strategy and Innovation





























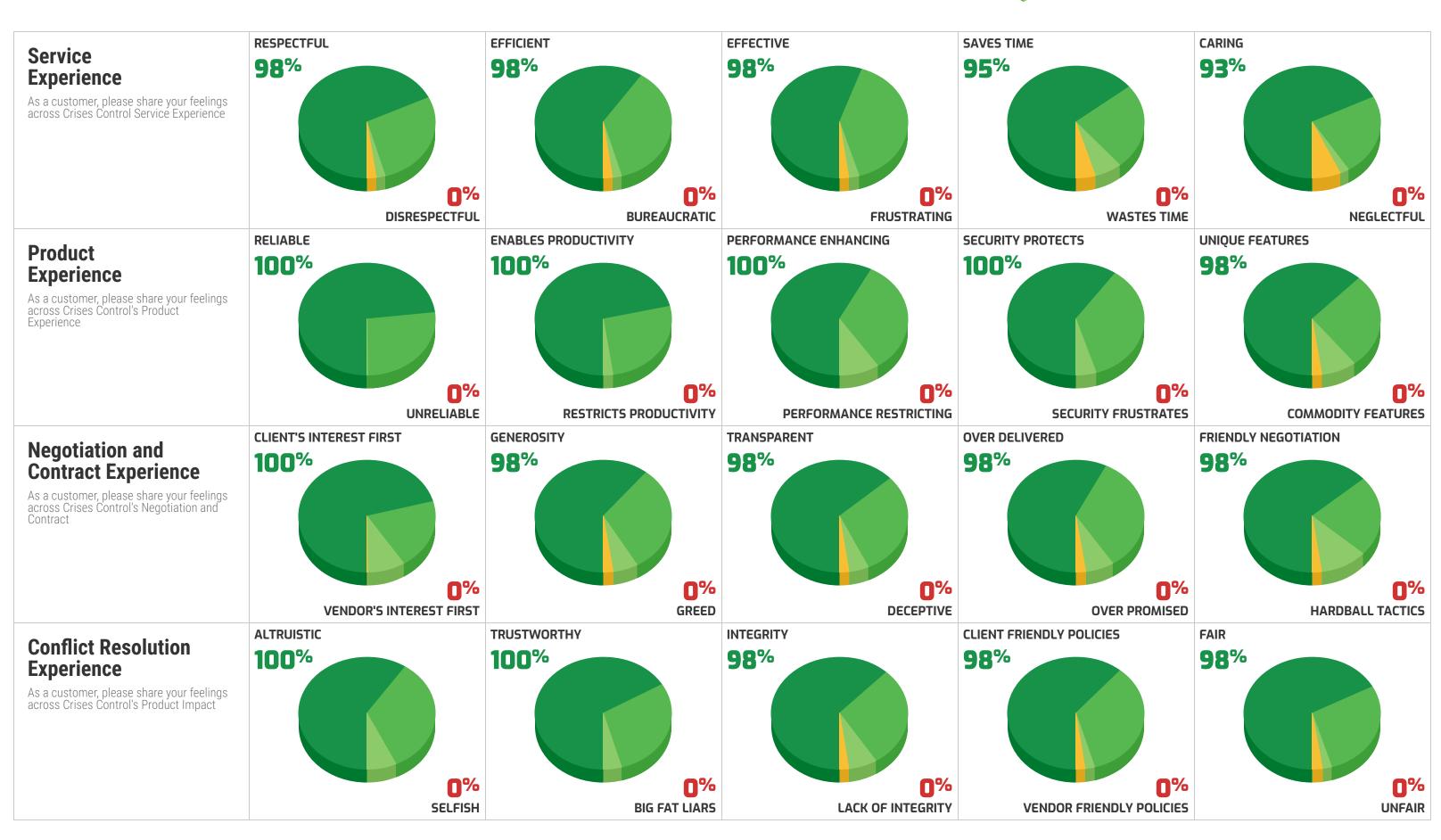










































# Relationships and Interaction

When interacting with Crises Control your peers express the following positive and negative sentiments across several teams. Use this to assess this vendors' service orientation and ease of partnership.

Based on your interactions and relationships with Crises Control, please summarize what you experienced

100%

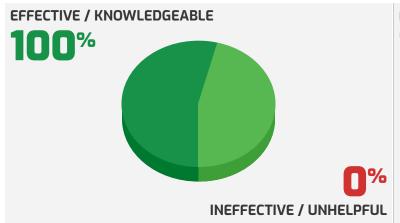
**POSITIVE SENTIMENTS** 

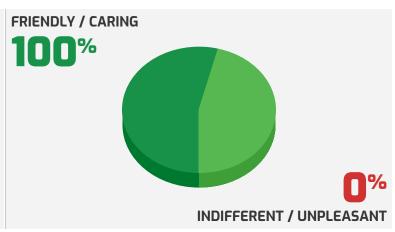
0%

**NEGATIVE SENTIMENTS** 

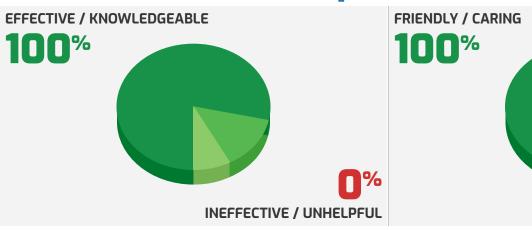
NET **RELATIONSHIP FOOTPRINT** +100

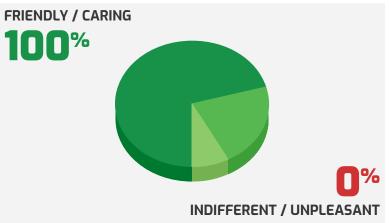
## **Sales Team**



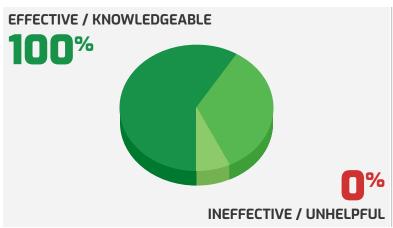


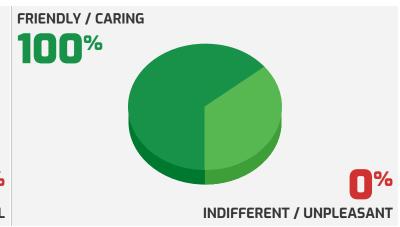
# **Technical and Product Specialists**



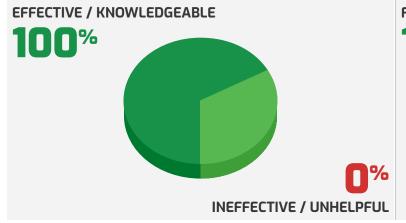


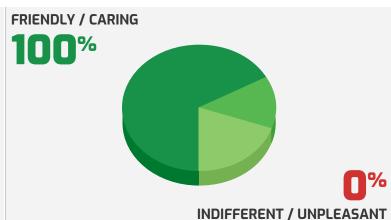
# **Client Service Team**





# **Leadership Team**































# Joining Crises Control

See why clients left which previous vendors for Crises Control and their average increase or decrease in satisfaction with that move. Determine if your reasons for selecting match the most common ones, and predict your own change in satisfaction by looking at your





90%



2 people are 95% more satisfied with Crises Control over their previous vendor on average





























# **What Discounts are Available?**

Every company provides discounts, but pricing flexibility changes per vendor.

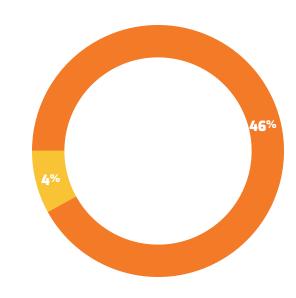
Have you been able to negotiate a discount or price reduction?

# **DISCOUNTS AT INITIAL PURCHASE**

# **Primary Reason For Discount**

Reasons for discounts vary. Analyze the most popular types of discounts provided from Crises Control.

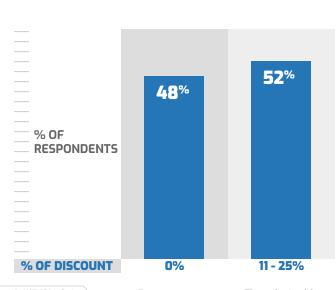
Please select the primary reason for the discount or price reduction.



#### Legend

Optimized Usage or Licenses Threatened to Switch Vendors

# **Discount % Provided**



What percent discount or price reduction did you receive or negotiate from the initial list

# What are Clients of Crises **Control Planning to Spend Next** Year?

Please indicate your expected percentage increase or decrease due to adding or removing modules or services next year, as well as the expected percentage increase or decrease in cost per license.

Based on satisfaction, and broken up into buckets of thirds, see whether satisfaction correlates with anticipated spend.

BOTTOM 3RD RANKED SATISFACTION	MIDDLE 3RD RANKED SATISFACTION	TOP 3RD RANKED SATISFACTION
COST PER LICENSE  13%	COST PER LICENSE	COST PER LICENSE
# OF LICENSES 13%	# OF LICENSES 10%	# OF LICENSES 13%
ADD-ON COSTS 1%	ADD-ON COSTS  0%	ADD-ON COSTS  0%

Vendor Capability
Satisfaction

Implementation

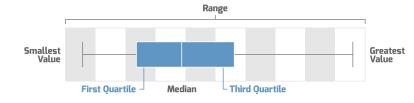






# Implementation vs Satisfaction

See how popular different types of implementation can influence satisfaction with Crises Control, the time taken to implement the product, and the cost associated. Use cost, time, and satisfaction levels to make the right decision for you.



IMPLEMENTATION TYPE % of respondents	IMPLEMENTATION SATISFACTION	AVG WEEKS	WEEKS TO IMPLEMENT AVG COST TO IMPLEMENT
Minimal Implementation Required	100% †††††††††	3.0	1.2 1.6 2 2.4 2.8 3.2 3.6 4 4.4 4.8
With the Vendor 46%	87% † † † † † † † † †	1.5	1 1.2 1.4 1.7 1.9 2.2 2.4 2.6 2.9 3.1

# **Training**

How much have you spent on formal user and administrative training in the last year? How much do you need to spend on training in order to receive the most out of the product? See how the amount spent on training influences likeliness to recommend. Determine whether it's worth paying for training at

100% of Companies Spent **Zero Dollars on Training NO TRAINING Average Likeliness to Recommend** 

**Organizations Experience** a **Change in Likeliness to Recommend** When They Spend an Average of -- ON TRAINING **Average Likeliness to Recommend** 

**Organizations Experience** a **Change in Likeliness to Recommend** When They Spend an Average of -- ON TRAINING **Average Likeliness to Recommend** 





























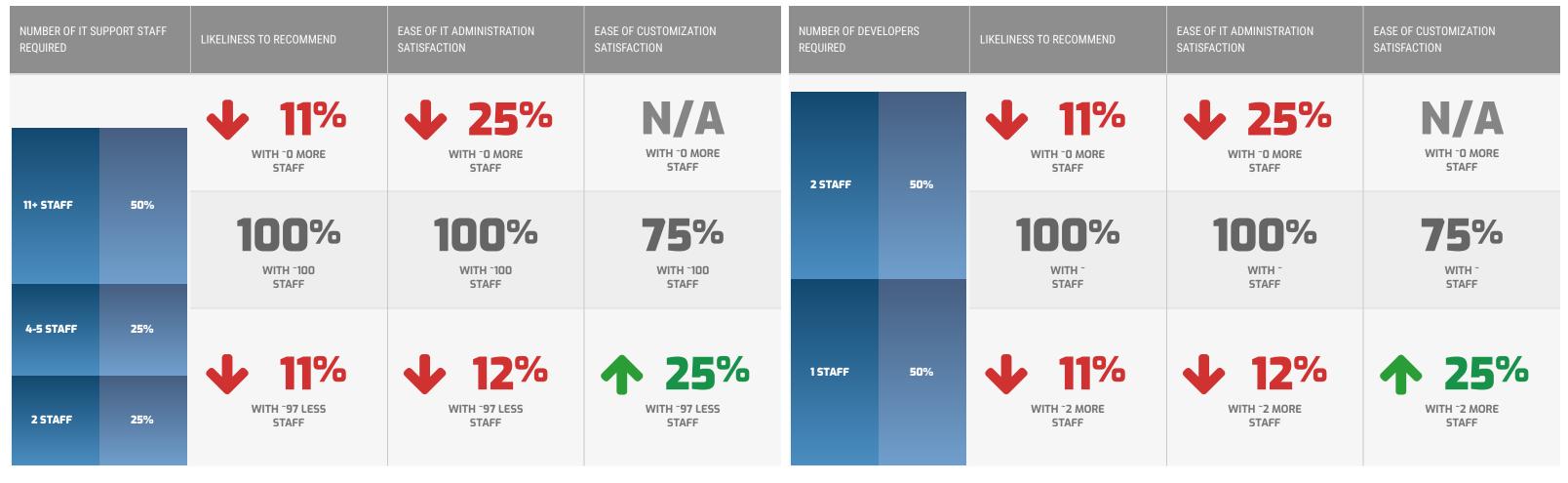






# Staffing and Ownership

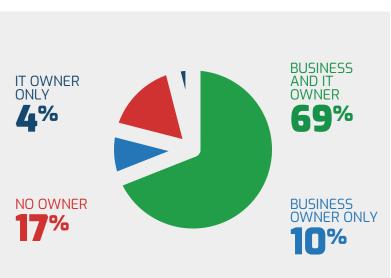
Be prepared. Ensure you staff the maintenance of Crises Control correctly or risk dissatisfaction. See how likeliness to recommend, satisfaction with the ease of IT administration and satisfaction with the ease of customization correlates with the amount of staff supporting and maintaining the software. Determine how many support staff and developers you'll need to be successful and what



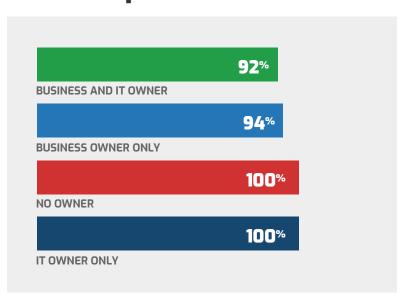
## **Staff Salaries**

SALARY	SUPPORT	
\$100K +	0%	
\$76 - \$100K	50%	<b>♦</b> \$97K
\$51 - \$75K	0%	
\$31 - \$50K	50%	<b>№</b> \$32К
<= \$30K	0%	
SALARY	DEVELOPER	is
\$100K +	0%	
\$76 - \$100K	50%	<b>†</b> \$97К
\$51 - \$75K	0%	
\$31 - \$50K	50%	<b>†</b> \$39К
<= \$30K	0%	

## **Established Clear Ownership**



## **Ownership Satisfaction**







Product Feature
Satisfaction

Reasons for Leaving & Joining

Implementation

Selection Decisions

Market Size

Comparisons

Versions

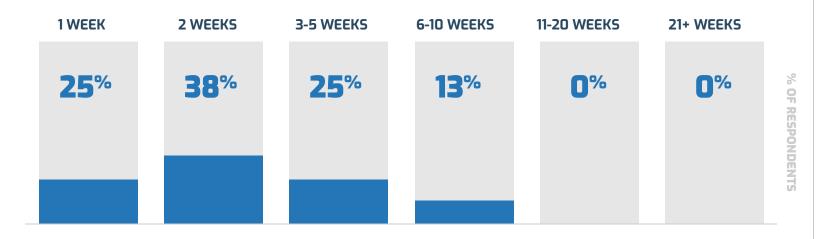




# **How Selection Decisions are Made**

Spend the right amount of time making your decision. See how formal peers' selection processes are to allocate appropriate resourcing for this project.

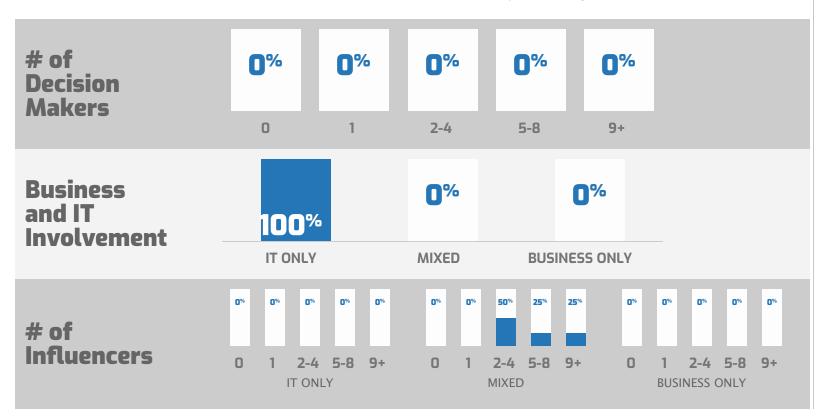
How much time and effort (in weeks) was spent making your selection decision?



# Who Made the Selection

Involve the right people when purchasing. See who peers' involved in the decision to ensure you're involving the right mix of business and IT.

How many people were involved in the following capacities during this vendor selection decision?



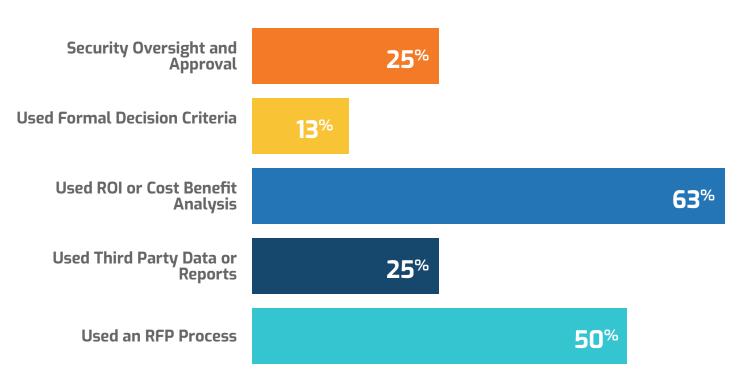
# Selection Methodology

Software that is integral to the business needs a full, formal, front-to-back selection process which takes time and resources. Some software can be purchased with less involvement. Understand what process you should

# **Selection Process,** Oversight, and Approval

What processes, oversights, and approvals were used in your evaluation and

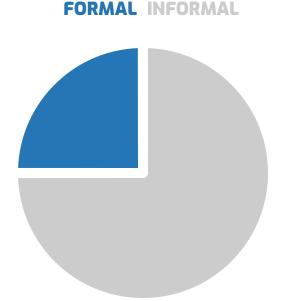
Discover the most popular types of selection processes, oversights, and approvals used for Crises Control. Because companies may use more than one process when selecting software, these percentages don't necessarily add to



# How Effective is the **Selection Process**

82% EFFECTIVE















Module Satisfaction









Comparisons

Versions





# **Market Size Comparison**

Most products aren't well-suited for businesses of all shapes and sizes. See which market segment Crises Control fits best. "Small" businesses range from 1 to 500 employees, "Medium" businesses range from 501 to 5,000 employees, and "Large" businesses have more than 5,000 employees.

	SMALI +83	NET PROMOTER SCOR	RE		HEDIUM  BES  +99  NET PROMOTER SCOR	ST FIT		+50 NET PROMOTER SCO	RE
NET PROMOTER	Promoters Passives Detractors	<b>† † † † † † †</b> † † † † †	86% 11% 3%	NET PROMOTER	Promoters	99% 1% 0%	NET PROMOTER	Promoters	50% 50% 0%
CAPABILITY SATISFACTION	Delighted Highly Satisfied Almost Satisfied Disappointed	* * * * * * * * * *	47% 48% 5% 0%	CAPABILITY SATISFACTION	Delighted Highly Satisfied Almost Satisfied Disappointed	83% 17% 0% 0%	CAPABILITY SATISFACTION	Delighted Highly Satisfied Almost Satisfied Disappointed	59% 36% 5% 0%
FEATURE SATISFACTION	Delighted Highly Satisfied Almost Satisfied Disappointed	ተ ተ ተ ተ ተ ተ ተ ተ	41% 54% 4% 1%	FEATURE SATISFACTION	Delighted Highly Satisfied Almost Satisfied Disappointed	60% 35% 2% 3%	FEATURE SATISFACTION	Delighted Highly Satisfied Almost Satisfied Disappointed	65% 35% 0% 0%
IMPLEMENTATION SATISFACTION	Delighted Highly Satisfied Almost Satisfied Disappointed	ተ ተ ተ ተ ተ ተ ተ ተ ተ	53% 41% 6% 0%	IMPLEMENTATION SATISFACTION	Delighted Highly Satisfied Almost Satisfied Disappointed	80% 20% 0% 0%	IMPLEMENTATION SATISFACTION	Delighted Highly Satisfied Almost Satisfied Disappointed	50% 50% 0% 0%
COST SATISFACTION	Delighted Highly Satisfied Almost Satisfied Disappointed	* * * * * * * * *	40% 60% 0% 0%	COST SATISFACTION	Delighted Highly Satisfied Almost Satisfied Disappointed	81% 19% 0% 0%	COST SATISFACTION	Delighted	100% 0% 0% 0%
ORG FIT		ISTING PERSONAL RELATIONSHIP  / INSTALLED PRODUCT OR VENDOR		ORG FIT	1: COST 2: EXISTING PERSONAL RELATIONSHIP 3: PREVIOUSLY INSTALLED PRODUCT OR VENDOR		ORG FIT	1: ARCHITECTURAL PLATFORM FIT 2: COMPELLING SALES EXPERIENCE 3: COST	
IMPORTANCE	CAP COST F 3% 1% 9		ORG 2%	IMPORTANCE	CAP COST FEAT 8% 0% 88%	ORG 4%	IMPORTANCE	CAP COST FEAT 5% 0% 91%	ORG 4%
PLAN TO RENEW		100%		PLAN TO RENEW	100%		PLAN TO RENEW	100%	

































# Years of Ownership

See how longevity of ownership affects satisfaction across the product.

In what year did you implement Crises Control?

# OF YEARS	% OF RESPONDENTS	HOW LIKELY TO RECOMMEND?	VENDOR CAPABILITY	FEATURES AND FUNCTIONALITY	LIKELY TO RENEW
1					
2					
3					
4	22%	89%	89%	92%	92%
5	33%	100%	94%	94%	100%
6-10	44%	96%	87%	87%	100%
11+					
A	VERAGE	94%	87%	84%	100%

# Role of Customers

See how department or seniority affects satisfaction across the product.

Please select your current role.

		'			
ROLE	% OF RESPONDENTS	HOW LIKELY TO RECOMMEND?	VENDOR CAPABILITY	FEATURES AND FUNCTIONALITY	LIKELY TO RENEW
INFORMATION TECHNOLOGY	56%	94%	86%	84%	100%
VENDOR MANAGEMENT					
HUMAN RESOURCES	-				
C-LEVEL	12%	95%	86%	86%	100%
SALES AND MARKETING	10%	100%	92%	95%	100%
INDUSTRY SPECIFIC ROLE	2%	89%	82%	82%	83%
PUBLIC SECTOR					
FINANCE	14%	90%	94%	84%	100%
OPERATIONS	2%	89%	84%	85%	67%
CONSULTANT	2%	89%	82%	75%	69%
STUDENT OR ACADEMIC	2%	100%	68%	66%	67%
OTHER					
AVERAG	iΕ	94%	87%	84%	100%

# **Involvement** of Customers

See how involvement with the product affects satisfaction across the product. Because users can be involved with a product in more than one capacity, the % of Respondents column doesn't necessarily add to 100%.

What is or was the nature of your involvement with this product?

INVOLVEMENT	% OF RESPONDENTS	HOW LIKELY TO RECOMMEND?	VENDOR CAPABILITY	FEATURES AND FUNCTIONALITY	LIKELY TO RENEW
VENDOR MANAGEMENT AND RENEWAL					
END USER OF APPLICATION	50%	92%	85%	84%	100%
IT DEVELOPMENT, INTEGRATION, AND ADMINISTRATION	28%	95%	82%	81%	100%
IT LEADER OR MANAGER	22%	95%	86%	83%	100%
INITIAL IMPLEMENTATION	10%	94%	80%	83%	100%
BUSINESS LEADER OR MANAGER	8%	98%	89%	<b>79</b> %	100%
VENDOR SELECTION AND PURCHASING	6%	100%	90%	88%	100%
OTHER					
AVERAGE		94%	<b>87</b> %	84%	100%

# Usage Level of Customers

See how the frequency of interaction with the product affects satisfaction.

How often do you use the features and functionality of this software?

USAGE	% OF RESPONDENTS	HOW LIKELY TO RECOMMEND?	VENDOR CAPABILITY	FEATURES AND FUNCTIONALITY	LIKELY TO RENEW
DAILY	<b>52</b> %	96%	91%	90%	100%
OCCASIONALLY	22%	94%	78%	75%	100%
WEEKLY	16%	92%	87%	82%	100%
PREVIOUSLY USED	6%	100%	78%	<b>79</b> %	100%
RARELY OR NEVER	4%	67%	100%	86%	46%
AVERAGE		94%	87%	84%	100%



Execut Summ



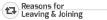




































## Sherry C.

Role: Finance Industry: Consulting Involvement: End User of Application

# **Neutral 7/10**

### **Valuable Emergency** Solution

#### **What differentiates Crises Control from** other similar products?

Crises Control has an accurate distribution list that offers details concerning the many users.

#### What is your favorite aspect of this product?

Crises Control enhances growth in matters risk assessment for stable performance

#### What do you dislike most about this product?

Crises Control have effortless support for more improvements

#### What recommendations would you give to someone considering this product?

Crises Control is systematic in delivering emergencies.

## **Core Competitive Dimensions**

VENDOR CAPABILITY	VENDOR CAPABILITY
SATISFACTION	IMPORTANCE

Availability and Quality of Training

**Usability and Intuitiveness** 

Vendor Support

4	Breadth of Features	-
3	<b>Business Value Created</b>	-
4	Ease of Customization	-
3	Ease of Data Integration	-
4	Ease of Implementation	-
4	Ease of IT Administration	-
3	<b>Product Strategy and Rate of Improvement</b>	-
4	Quality of Features	-

PRODUCT FEATURE	PRODUCT FEATUR
SATISFACTION	IMPORTANCI

4	Conference Call Support	-	
3	Contact Information Encryption	-	
4	Distribution Lists	-	
3	Location-Based Notification	-	
3	Message Status Reporting	-	
3	Multi-Channel Mass Notification	-	
4	Multi-Language Support	-	
4	Scheduled Messaging	-	
4	Scripting	-	
4	Self-Service Contact Information Undate		



## Angelina Q.

Role: Industry Specific Role **Industry: Transportation** Involvement: End User of Application

# Recommends 9/10

### **Mass Emergency Notifications Made Easy**

#### **What differentiates Crises Control from** other similar products?

For emergency notifications, Crises Control offers top and leading features. It's fast, effective, and scalable

#### What is your favorite aspect of this product?

I like that sending notifications is easy and fast It's affordable and easy to deploy Sending mass notifications is easy

#### What do you dislike most about this product?

Crises Control hasn't been a challenge in any way.

#### What recommendations would you give to someone considering this product?

Trecommend Crises Control as an emergency notification software. It has worked for us is probably what your business needs.

## **Core Competitive Dimensions**

VENDOR CAPABILITY	VENDOR CAPABILITY
SATISFACTION	IMPORTANCE
Availability and Ou	sality of Training

5	Availability and Quality of Training	
4	Breadth of Features	
4	<b>Business Value Created</b>	
3	Ease of Customization	
3	Ease of Data Integration	
3	Ease of Implementation	
3	Ease of IT Administration	
3	Product Strategy and Rate of Improvement	
4	Quality of Features	
3	Usability and Intuitiveness	
3	Vendor Support	

#### **PRODUCT FEATURE** PRODUCT FEATURE **SATISFACTION IMPORTANCE**

3 Conference Call Support

	**	
3	Contact Information Encryption	-
3	Distribution Lists	-
3	Location-Based Notification	-
3	Message Status Reporting	-
4	Multi-Channel Mass Notification	-
4	Multi-Language Support	-
3	Scheduled Messaging	-
3	Scripting	-
3	Self-Service Contact Information Update	-
4	Sequential Processing	-

## Nderu M.

Role: Finance Industry: Finance Involvement: End User of Application

# Recommends 9/10

### **Perfect Bulk Messaging** Solution

#### **What differentiates Crises Control from** other similar products?

Crises Control makes sending mass messages easy and within seconds. Not many tools can deliver this

#### What is your favorite aspect of this product?

I like that creating and and sending bulk messages is easy. It's fast to send messages It's easy to track

#### What do you dislike most about this product?

I have no any dislikes as Crises Control has been

#### What recommendations would you give to someone considering this product?

I recommend Crises Control because it hasn't failed us more so when sending bulk messages

#### **Core Competitive Dimensions**

**VENDOR CAPABILITY VENDOR CAPABILITY SATISFACTION IMPORTANCE** 

4	Availability and Quality of Training	
3	Breadth of Features	
4	Business Value Created	
3	Ease of Customization	
4	Ease of Data Integration	
3	Ease of Implementation	
3	Ease of IT Administration	
3	<b>Product Strategy and Rate of Improvement</b>	
4	Quality of Features	
4	Usability and Intuitiveness	
3	Vendor Support	

#### PRODUCT FEATURE PRODUCT FEATURE **SATISFACTION IMPORTANCE**

3	Conference Call Support	-
3	Contact Information Encryption	-
4	Distribution Lists	-
3	Location-Based Notification	-
3	Message Status Reporting	-
3	Multi-Channel Mass Notification	-
3	Multi-Language Support	-
4	Scheduled Messaging	-
3	Scripting	-
3	Self-Service Contact Information Update	-
3	Sequential Processing	-













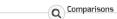












Market Size









## **Edward R.**

Role: Information Technology Industry: Consulting Involvement: IT Leader or Manager

# Neutral 8/10

### **Good product on sending** automated mass notification

**What differentiates Crises Control from** other similar products?

Easy to use and mobile app capabilities

What is your favorite aspect of this product?

Can launch alerts using mobile app

#### What do you dislike most about this product?

uploading or updating users is a bit complicated

#### What recommendations would you give to someone considering this product?

if will be launched or implemented, use their support as they can guide you easily

## **Core Competitive Dimensions**

VENDOR	CAPABILITY VEN	IDOR CAP	ABILITY
SATISFA	CTION	IMPOF	RTANCE
4	Availability and Quality of Train	ning	3
3	Breadth of Features		3
3	<b>Business Value Created</b>		3
2	Ease of Customization		3
2	Ease of Data Integration		3
2	Ease of Implementation		3
3	Ease of IT Administration		3
3	Product Strategy and Rate of Ir	nprovement	3
4	Quality of Features		3
3	Usability and Intuitiveness		3
4	Vendor Support		3

PRODUCT FEATURE	PRODUCT FEATURE
SATISFACTION	IMPORTANCE

Conformed Call Support

-	Conference Call Support	2
-	Contact Information Encryption	3
4	Distribution Lists	3
4	Location-Based Notification	2
3	Message Status Reporting	3
4	Multi-Channel Mass Notification	3
-	Multi-Language Support	3
4	Scheduled Messaging	3
2	Scripting	3
3	Self-Service Contact Information Update	3
3	Sequential Processing	3

#### COST, ORGANIZATION, AND ARCHITECTURAL FIT

Architectural Fit	2
Cost	3
Existing Relationship	3
Managing Risk	2
Political Reasons	2
Previously Installed	3
Sales Experience	2
Skill and Staff Fit	2
Social Responsibility	3
Vendor Market Share	3
Vendor Reputation	3



## James C.

Role: Information Technology Industry: Technology Involvement: IT Development, Integration, and Administration

# Recommends 10/10

### **Amazing product - thanks** team.

**What differentiates Crises Control from** other similar products?

The team that implements is really flexible and really help out when needed.

What is your favorite aspect of this product?

Ease of use! - Great for our covid protocls.

What do you dislike most about this product?

Nothing to dislike!

What recommendations would you give to someone considering this product?

If the cost is affordable, it is great.

### **Core Competitive Dimensions**

4	Availability and Quality of Tra	ining	
4	Breadth of Features		3
4	<b>Business Value Created</b>		3
3	Ease of Customization		3
3	Ease of Data Integration		3
4	Ease of Implementation		3
4	Ease of IT Administration		3
4	<b>Product Strategy and Rate of</b>	Improvement	3
4	Quality of Features		3
4	Usability and Intuitiveness		3
3	Vendor Support		3

4	Contact Information Encryption	2
4	Distribution Lists	2
4	Location-Based Notification	2
4	Message Status Reporting	2
4	Multi-Channel Mass Notification	2
	Multi-Language Support	2
4	Scheduled Messaging	2
3	Scripting	2
3	Self-Service Contact Information Update	2
-	Sequential Processing	2

#### **COST, ORGANIZATION, AND ARCHITECTURAL FIT**

Architectural Fit	3
Cost	4
Existing Relationship	4
Managing Risk	3
Political Reasons	3
Previously Installed	4
Sales Experience	3
Skill and Staff Fit	3
Social Responsibility	4
Vendor Market Share	4
Vendor Reputation	4



## April G.

Role: Consultant Industry: Technology Involvement: IT Leader or Manager

# Recommends 9/10

### **Fantastic product!"**

**What differentiates Crises Control from** other similar products?

It can notify multiple users at the same time.

What is your favorite aspect of this product?

It can notify multiple users at the same time.

What do you dislike most about this product?

Sometime slow

What recommendations would you give to someone considering this product?

Great Product for companies

### **Core Competitive Dimensions**

**VENDOR CAPABILITY** 

**IMPORTANCE** 

**VENDOR CAPABILITY** 

SATISFACTION

SATISFACTION **IMPORTANCE** Availability and Quality of Training **Breadth of Features Business Value Created Ease of Customization** Ease of Data Integration

Ease of Implementation Ease of IT Administration **Product Strategy and Rate of Improve Quality of Features** 

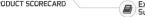
**Usability and Intuitiveness** 

Vendor Support PRODUCT FEATURE PRODUCT FEATURE

Conference Call Support **Contact Information Encryption** Distribution Lists **Location-Based Notification** Message Status Reporting **Multi-Channel Mass Notification** Multi-Language Support Scheduled Messaging **Self-Service Contact Information Update Sequential Processing** 

#### COST, ORGANIZATION, AND ARCHITECTURAL FIT

**Architectural Fit** Cost **Existing Relationship Managing Risk** Political Reasons **Previously Installed** Sales Experience **Skill and Staff Fit** Social Responsibility Vendor Market Share **Vendor Reputation** 



























Market Size















## Patrick J.

Role: Information Technology Industry: Technology Involvement: End User of Application

# Recommends 10/10

## **Excellent Product with Amazing Features!**

**What differentiates Crises Control from** other similar products?

Crises Control is a one of a kind Crises Management Platform

What is your favorite aspect of this product?

The ability to roll-out notification simultaneously

#### What do you dislike most about this product?

None. Everything about Crises Control is of great

What recommendations would you give to someone considering this product?

everything you need to manage your organization's crises

## **Core Competitive Dimensions**

VENDOR	CAPABILITY V	ENDOR CAP	ABILITY
SATISFA	CTION	IMPO	RTANCE
4	Availability and Quality of T	raining	3
4	Breadth of Features		3
4	<b>Business Value Created</b>		3
4	Ease of Customization		3
4	Ease of Data Integration		3
4	Ease of Implementation		3
4	Ease of IT Administration		3
4	Product Strategy and Rate	of Improvement	3
4	Quality of Features		3
4	<b>Usability and Intuitiveness</b>		3
4	Vendor Support		3

PRODUCT FEATURE	PRODUCT FEATURE
SATISFACTION	IMPORTANCE

4 Conference Call Support

	contende can capport	_
4	Contact Information Encryption	2
4	Distribution Lists	2
4	Location-Based Notification	2
4	Message Status Reporting	2
4	Multi-Channel Mass Notification	2
4	Multi-Language Support	2
4	Scheduled Messaging	2
4	Scripting	2
4	Self-Service Contact Information Update	2
4	Sequential Processing	2

#### COST, ORGANIZATION, AND ARCHITECTURAL FIT

Architectural Fit	
Cost	4
Existing Relationship	
Managing Risk	3
Political Reasons	3
Previously Installed	4
Sales Experience	3
Skill and Staff Fit	3
Social Responsibility	4
Vendor Market Share	4
Vendor Reputation	4



## Lenosio G.

Role: Information Technology Industry: Technology Involvement: IT Development, Integration, and Administration

# Recommends 10/10

## Easy to use and very well organized

**What differentiates Crises Control from** other similar products?

It is very reliable and quick with action.

What is your favorite aspect of this product?

Daily notifications regarding covid

What do you dislike most about this product?

not applicable

What recommendations would you give to someone considering this product?

Fantastic and comes with great perks

## **Core Competitive Dimensions**

/ENDOF	CAPABILITY	VENDOR CAP	ABILITY
SATISFA	CTION	IMPO	RTANCE
3	Availability and Qua	lity of Training	6
3	Breadth of Features		6
4	Business Value Cre	ated	6
	Ease of Customizat	ion	6
3	Ease of Data Integra	ation	6
4	Ease of Implementa	tion	6
3	Ease of IT Administ	ration	6
3	Product Strategy an	d Rate of Improvement	6
4	Quality of Features		6
4	Usability and Intuiti	veness	6
	Vendor Support		6
PRODUC	T FEATURE	PRODUCT F	EATURE
SATISFA	CTION	IMPO	RTANCE
	Conference Call Su	pport	0
3	Contact Information	Encryption	2

_	Contenence Can Support	
3	Contact Information Encryption	2
4	Distribution Lists	4
-	Location-Based Notification	
-	Message Status Reporting	1
4	<b>Multi-Channel Mass Notification</b>	4
3	Multi-Language Support	2
4	Scheduled Messaging	4
-	Scripting	4
4	Self-Service Contact Information Update	4
3	Sequential Processing	1

#### **COST, ORGANIZATION, AND ARCHITECTURAL FIT**

Architectural Fit	0
Cost	0
Existing Relationship	0
Managing Risk	0
Political Reasons	0
Previously Installed	0
Sales Experience	0
Skill and Staff Fit	3
Social Responsibility	0
Vendor Market Share	0
Vendor Reputation	0



## eugene a.

**Role: Information Technology** Industry: Technology Involvement: End User of Application

# Recommends 10/10

### Intuitive application.

**What differentiates Crises Control from** other similar products?

no comment

What is your favorite aspect of this product?

Informative.

What do you dislike most about this product?

n.a. - not applicable

What recommendations would you give to someone considering this product?

None so far.

## **Core Competitive Dimensions**

**VENDOR CAPABILITY VENDOR CAPABILITY** SATISFACTION **IMPORTANCE** Availability and Quality of Training **Breadth of Features Business Value Created** 

Ease of Data Integration Ease of Implementation Ease of IT Administration **Product Strategy and Rate of Improver Quality of Features Usability and Intuitiveness** 

**Ease of Customization** 

Vendor Support

PRODUCT FEATURE PRODUCT FEATURE SATISFACTION **IMPORTANCE** 

Conference Call Support **Contact Information Encryption** Distribution Lists **Location-Based Notification** Message Status Reporting **Multi-Channel Mass Notification** Multi-Language Support Scheduled Messaging **Self-Service Contact Information Update Sequential Processing** 

#### COST, ORGANIZATION, AND ARCHITECTURAL FIT

**Architectural Fit** Cost **Existing Relationship** Managing Risk **Political Reasons Previously Installed** Sales Experience **Skill and Staff Fit** Social Responsibility Vendor Market Share **Vendor Reputation** 

**Executive** Summary



















Market Size













## Claire J.

Role: C-Level Industry: Technology Involvement: Business Leader or Manager

# Recommends 10/10

## Great to team. Fast, efficient product

**What differentiates Crises Control from** other similar products?

Ease of use of product

What is your favorite aspect of this product?

How easily I can alert people around the world

What do you dislike most about this product?

The easy customer journey

What recommendations would you give to someone considering this product?

Great product, implement now!

## **Core Competitive Dimensions**

VENDOR SATISFA	CAPABILITY CTION	VENDOR CAP	ABILITY RTANCE
4	Availability and Quality of	f Training	3
4	Breadth of Features		4
4	<b>Business Value Created</b>		4
4	Ease of Customization		3
4	Ease of Data Integration		3
4	Ease of Implementation		3
4	Ease of IT Administration		3
4	Product Strategy and Rat	e of Improvement	4
4	Quality of Features		
4	Usability and Intuitivenes	s	4
4	Vendor Support		4
PRODUC	T FEATURE	PRODUCT F	EATURE

SATISFACTION

4	Conference Call Support	2
4	Contact Information Encryption	2
4	Distribution Lists	2
4	Location-Based Notification	2
4	Message Status Reporting	2
4	Multi-Channel Mass Notification	2
4	Multi-Language Support	2
4	Scheduled Messaging	2
4	Scripting	2
4	Self-Service Contact Information Update	2
4	Sequential Processing	2

**IMPORTANCE** 

#### COST, ORGANIZATION, AND ARCHITECTURAL FIT

,	
Architectural Fit	3
Cost	3
Existing Relationship	3
Managing Risk	3
Political Reasons	3
Previously Installed	3
Sales Experience	3
Skill and Staff Fit	3
Social Responsibility	3
Vendor Market Share	3
Vendor Reputation	3



## Kristina W.

Role: Information Technology Industry: Technology Involvement: End User of Application

# Recommends 10/10

# **Amazing Product! A must**

**What differentiates Crises Control from** other similar products?

user-friendly product and up to date with current

What is your favorite aspect of this product?

A very user-friendly product

What do you dislike most about this product?

Nothing. This product always impress me.

What recommendations would you give to someone considering this product?

A good product and will definitely recommend to my colleagues.

### **Core Competitive Dimensions**

	VENDOR SATISFA	CAPABILITY VENDOR CA	PABILITY ORTANCE
	4	Availability and Quality of Training	3
	4	Breadth of Features	3
	4	Business Value Created	3
	4	Ease of Customization	3
	4	Ease of Data Integration	3
	4	Ease of Implementation	3
	4	Ease of IT Administration	3
	4	Product Strategy and Rate of Improvement	nt 3
	4	Quality of Features	3
	3	Usability and Intuitiveness	3
	3	Vendor Support	3
	PRODUC SATISFA	T FEATURE PRODUCT CTION IMP	FEATURE ORTANCE
0	4	Conference Call Support	3
	4	Contact Information Encryption	2

4	Conterence Can Support	5
4	Contact Information Encryption	3
3	Distribution Lists	3
4	Location-Based Notification	3
4	Message Status Reporting	3
3	Multi-Channel Mass Notification	3
4	Multi-Language Support	3
4	Scheduled Messaging	3
4	Scripting	3
3	Self-Service Contact Information Update	3
4	Sequential Processing	3

#### **COST, ORGANIZATION, AND ARCHITECTURAL FIT**

Architectural Fit	2
Cost	3
Existing Relationship	3
Managing Risk	2
Political Reasons	2
Previously Installed	3
Sales Experience	2
Skill and Staff Fit	2
Social Responsibility	2
Vendor Market Share	2
Vendor Reputation	2



# Angelito B.

**Role: Information Technology** Industry: Technology Involvement: IT Development, Integration, and Administration

**VENDOR CAPABILITY** 

# Recommends 10/10

# Wonderful product. Never fails to evolve end-users

#### **What differentiates Crises Control from** other similar products?

It's difference from other software is that it always reinvent itself and making sure it still has it's uniqueness while adhering itself to the current trends.

#### What is your favorite aspect of this product?

It is always a user-friendly product. The ease of use of this product.

#### What do you dislike most about this product?

Nothing it is almost a perfect one.

#### What recommendations would you give to someone considering this product?

Value and ease of use.

### **Core Competitive Dimensions**

VENDOR CAPABILITY

ACIAI	DOI	CAFADICITI	ACIADOIL CAL	ADICITI
SATI	SFA	CTION	IMPO	RTANCE
3	;	Availability and Quality of	Training	1
3	}	Breadth of Features		1
3	}	<b>Business Value Created</b>		3
3	}	Ease of Customization		
3	}	Ease of Data Integration		
3	}	Ease of Implementation		
3	}	Ease of IT Administration		
3	}	Product Strategy and Rate	e of Improvement	2
3	}	Quality of Features		
3	}	<b>Usability and Intuitivenes</b>	s	
3	}	Vendor Support		
		T FEATURE CTION	PRODUCT F	EATURE RTANCE
- T		Conference Call Support		2

5	Conterence Call Support	- 5
3	Contact Information Encryption	1
3	Distribution Lists	1
3	Location-Based Notification	3
3	Message Status Reporting	3
3	Multi-Channel Mass Notification	3
3	Multi-Language Support	1
3	Scheduled Messaging	1
3	Scripting	2
3	<b>Self-Service Contact Information Update</b>	3
3	Sequential Processing	1

#### **COST, ORGANIZATION, AND ARCHITECTURAL FIT**

Architectural Fit	6
Cost	4
Existing Relationship	6
Managing Risk	6
Political Reasons	4
Previously Installed	5
Sales Experience	6
Skill and Staff Fit	6
Social Responsibility	6
Vendor Market Share	6
Vendor Reputation	4





































## Ed F.

Role: Information Technology Industry: Telecommunications Involvement: IT Development, Integration, and Administration

# Recommends 10/10

## **Fantastic product! It's** responsiveness to

**What differentiates Crises Control from** other similar products?

It's responsiveness to any crisis

What is your favorite aspect of this product?

Ease of use

What do you dislike most about this product?

User friendly

What recommendations would you give to someone considering this product?

A Highly Recommended Tool for IT Productivity

## **Core Competitive Dimensions**

**Breadth of Features** 

**Business Value Created** 

**Ease of Customization** 

Ease of Data Integration

**Ease of IT Administration** 

**Usability and Intuitiveness** 

**Conference Call Support** 

**Distribution Lists** 

Contact Information Encryption

**Location-Based Notification** Message Status Reporting **Multi-Channel Mass Notification** Multi-Language Support Scheduled Messaging

**Sequential Processing** 

Self-Service Contact Information Undate

COST, ORGANIZATION, AND ARCHITECTURAL FIT

Vendor Support

PRODUCT FEATURE

SATISFACTION

**Architectural Fit** Cost

**Existing Relationship** Managing Risk **Political Reasons** Previously Installed Sales Experience **Skill and Staff Fit** Social Responsibility Vendor Market Share **Vendor Reputation** 

**Product Strategy and Rate of Improve** 

**VENDOR CAPABILITY VENDOR CAPABILITY What differentiates Crises Control from SATISFACTION IMPORTANCE** other similar products? Availability and Quality of Training

PRODUCT FEATURE

**IMPORTANCE** 

It's easy to navigate

What is your favorite aspect of this product?

**Easy to navigate** 

Roxanne G.

Industry: Technology

Role: Information Technology

Involvement: IT Leader or Manager

Recommends 10/10

Everything in it

What do you dislike most about this product?

Not applicable

What recommendations would you give to someone considering this product?

That it's easy to use

## **Core Competitive Dimensions**

**VENDOR CAPABILITY VENDOR CAPABILITY** SATISFACTION **IMPORTANCE** 

2	Availability and Quality of Training	
2	Breadth of Features	
2	Business Value Created	
2	Ease of Customization	
2	Ease of Data Integration	
2	Ease of Implementation	
2	Ease of IT Administration	
2	<b>Product Strategy and Rate of Improvement</b>	
2	Quality of Features	
2	Usability and Intuitiveness	
2	Vendor Support	

PRODUCT FEATURE	PRODUCT FEATUR
SATISFACTION	IMPORTANC

2	Conference Call Support	-
1	Contact Information Encryption	-
2	Distribution Lists	-
2	Location-Based Notification	-
2	Message Status Reporting	-
2	Multi-Channel Mass Notification	-
2	Multi-Language Support	-
2	Scheduled Messaging	-
2	Scripting	-
2	Self-Service Contact Information Update	-
3	Sequential Processing	-



## archie r.

**Role: Information Technology** Industry: Technology Involvement: IT Development, Integration, and Administration

# Recommends 10/10

## **Fantastic product!**

**What differentiates Crises Control from** other similar products?

Not applicable

What is your favorite aspect of this product?

Not applicable

What do you dislike most about this product?

Not applicable

What recommendations would you give to someone considering this product?

Not applicable

## **Core Competitive Dimensions**

**VENDOR CAPABILITY VENDOR CAPABILITY SATISFACTION IMPORTANCE** 

4	Availability and Quality of Training	
4	Breadth of Features	
4	Business Value Created	100
4	Ease of Customization	
4	Ease of Data Integration	
4	Ease of Implementation	
4	Ease of IT Administration	
4	<b>Product Strategy and Rate of Improvement</b>	
4	Quality of Features	
4	Usability and Intuitiveness	
4	Vendor Support	
PPODIIC	T FEATURE PRODUCT F	FATLIDE

#### SATISFACTION **IMPORTANCE**

Conference Call Support

4	Contact Information Encryption	
4	Distribution Lists	0
4	Location-Based Notification	
4	Message Status Reporting	
4	Multi-Channel Mass Notification	
4	Multi-Language Support	
4	Scheduled Messaging	
4	Scripting	0
4	Self-Service Contact Information Update	
4	Sequential Processing	0

#### **COST, ORGANIZATION, AND ARCHITECTURAL FIT**

Architectural Fit	
Cost	
Existing Relationship	
Managing Risk	
Political Reasons	
Previously Installed	
Sales Experience	
Skill and Staff Fit	
Social Responsibility	
Vendor Market Share	
Vendor Reputation	





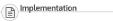
































## Dyrol C.

Role: Information Technology Industry: Technology Involvement: IT Development, Integration, and Administration

**VENDOR CAPABILITY** 

# **Neutral 7/10**

## **Fantastic product, with a** watchful eye

**What differentiates Crises Control from** other similar products?

Its the way Crises Control alert you to every possible issue regarding managing your systems.

What is your favorite aspect of this product?

The alert system

What do you dislike most about this product?

no dislike

What recommendations would you give to someone considering this product?

Yes I would recommend this product to companies

## **Core Competitive Dimensions**

**VENDOR CAPABILITY** 

**IMPORTANCE** 

**SATISFACTION IMPORTANCE** Availability and Quality of Training **Breadth of Features Business Value Created Ease of Customization** Ease of Data Integration **Ease of Implementation** Ease of IT Administration

Product Strategy and Rate of Improvem

Vendor Support PRODUCT FEATURE PRODUCT FEATURE

**Quality of Features** 

SATISFACTION

**Usability and Intuitiveness** 

	Conference Call Support	2
3	Contact Information Encryption	2
3	Distribution Lists	2
4	Location-Based Notification	2
4	Message Status Reporting	2
	Multi-Channel Mass Notification	2
	Multi-Language Support	2
3	Scheduled Messaging	2
	Scripting	2
3	Self-Service Contact Information Update	2
3	Sequential Processing	2

#### COST. ORGANIZATION. AND ARCHITECTURAL FIT

Architectural Fit	3
Cost	3
Existing Relationship	3
Managing Risk	3
Political Reasons	3
Previously Installed	3
Sales Experience	3
Skill and Staff Fit	3
Social Responsibility	3
Vendor Market Share	3
Vendor Reputation	3



Easy to use

## ANCA O.

Role: Operations Industry: Technology Involvement: IT Leader or Manager

# Recommends 9/10

# **What differentiates Crises Control from**

How fast it can be implemented.

other similar products?

What is your favorite aspect of this product?

Ease of use and implementation.

What do you dislike most about this product?

At the moment nothing to dislike.

What recommendations would you give to someone considering this product?

Test it first to check compatibility with your business needs.

## **Core Competitive Dimensions**

**VENDOR CAPABILITY VENDOR CAPABILITY** SATISFACTION **IMPORTANCE** Availability and Quality of Training **Breadth of Features Business Value Created Ease of Customization** Ease of Data Integration **Ease of Implementation** Ease of IT Administration **Product Strategy and Rate of Improvemen Quality of Features Usability and Intuitiveness** Vendor Support PRODUCT FEATURE PRODUCT FEATURE SATISFACTION **IMPORTANCE** 

**Conference Call Support** Contact Information Encryption 10 **Distribution Lists Location-Based Notification Message Status Reporting Multi-Channel Mass Notification** Multi-Language Support Scheduled Messaging Self-Service Contact Information Undate Sequential Processing

#### **COST, ORGANIZATION, AND ARCHITECTURAL FIT**

Architectural Fit	5
Cost	3
Existing Relationship	
Managing Risk	5
Political Reasons	
Previously Installed	
Sales Experience	0
Skill and Staff Fit	5
Social Responsibility	5
Vendor Market Share	0
Vendor Reputation	

## Ali N.

Role: Information Technology Industry: Technology Involvement: End User of Application

# Recommends 10/10

## Very easy to use and straight to the point.

#### **What differentiates Crises Control from** other similar products?

Crises Control is the first application I've used that's like this but I am sure there are similar applications out there.

What is your favorite aspect of this product?

How easy it is to use.

What do you dislike most about this product?

Nothing at the moment.

What recommendations would you give to someone considering this product?

Absolutely do it.

## **Core Competitive Dimensions**

**VENDOR CAPABILITY VENDOR CAPABILITY SATISFACTION IMPORTANCE** 3 Availability and Quality of Training **Breadth of Features Business Value Created Ease of Customization** Ease of Data Integration **Ease of Implementation** Ease of IT Administration **Product Strategy and Rate of Improve Quality of Features Usability and Intuitiveness** 30 Vendor Support PRODUCT FEATURE PRODUCT FEATURE SATISFACTION **IMPORTANCE** 

#### Conference Call Support **Contact Information Encryption Distribution Lists Location-Based Notification Message Status Reporting Multi-Channel Mass Notification** Multi-Language Support

30 Scheduled Messaging **Self-Service Contact Information Update Sequential Processing** 

#### COST, ORGANIZATION, AND ARCHITECTURAL FIT

Architectural Fit Cost **Existing Relationship Managing Risk Political Reasons Previously Installed** Sales Experience Skill and Staff Fit Social Responsibility Vendor Market Share **Vendor Reputation** 





































# Stephanie E.

Role: Sales and Marketing Industry: Technology Involvement: End User of Application

# Recommends 10/10

## Easy to use and very important to have

**What differentiates Crises Control from** other similar products?

Customer service is above and beyond. A very hardworking team passionate about their product.

What is your favorite aspect of this product?

Ease of use

What do you dislike most about this product?

Nothing really.

What recommendations would you give to someone considering this product?

If you have the business need, it's a no brainer. And we all should have this as a business need.

## **Core Competitive Dimensions**

VENDOR	CAPABILITY	<b>VENDOR CAP</b>	<b>ABILITY</b>	
SATISFACTION		IMPO	IMPORTANCE	
4	Availability and Quality of	Training		
3	Breadth of Features		4	
4	<b>Business Value Created</b>		4	
4	Ease of Customization			
-	Ease of Data Integration		4	
4	Ease of Implementation			
4	Ease of IT Administration		4	
4	<b>Product Strategy and Rat</b>	e of Improvement	4	
3	Quality of Features			
4	Usability and Intuitivenes	s	4	
4	Vendor Support		4	

PRODUCT FEATURE

SATISFACTION

-	Conference Call Support	1
4	Contact Information Encryption	3
4	Distribution Lists	3
4	Location-Based Notification	1
4	Message Status Reporting	2
4	Multi-Channel Mass Notification	3
4	Multi-Language Support	3
4	Scheduled Messaging	3
4	Scripting	3
4	Self-Service Contact Information Update	3
4	Sequential Processing	3

PRODUCT FEATURE

**IMPORTANCE** 

#### COST. ORGANIZATION. AND ARCHITECTURAL FIT

Architectural Fit	2	
Cost	2	
Existing Relationship	2	
Managing Risk	2	
Political Reasons	2	
Previously Installed 2		
Sales Experience	2	
Skill and Staff Fit	2	
Social Responsibility	2	
Vendor Market Share	2	
Vendor Reputation	2	



## Saahil S.

Role: Sales and Marketing Industry: Electronics Involvement: IT Leader or Manager

# Recommends 10/10

### Very easy to use!

**What differentiates Crises Control from** other similar products?

COVID-19 Support

What is your favorite aspect of this product?

Interactions

What do you dislike most about this product?

Nothing really

What recommendations would you give to someone considering this product?

Not really sure

### **Core Competitive Dimensions**

**VENDOR CAPABILITY VENDOR CAPABILITY** SATISFACTION **IMPORTANCE** 4 Availability and Quality of Training

4	Breadth of Features	
4	<b>Business Value Created</b>	
4	Ease of Customization	
4	Ease of Data Integration	
4	Ease of Implementation	
4	Ease of IT Administration	
4	Product Strategy and Rate of Improvement	
4	Quality of Features	
4	Usability and Intuitiveness	
4	Vendor Support	

PRODUCT FEATURE	PRODUCT FEATUR
SATISFACTION	IMPORTANCE

4	Conterence Call Support	
4	Contact Information Encryption	
4	Distribution Lists	
4	Location-Based Notification	
4	Message Status Reporting	
1	Multi-Channel Mass Notification	
4	Multi-Language Support	
4	Scheduled Messaging	
4	Scripting	
4	Self-Service Contact Information Update	
4	Sequential Processing	



## Shivanjali S.

Role: Student or Academic **Industry: Consulting** Involvement: End User of Application

# Recommends 10/10

#### **Fantastic Product and** Team

**What differentiates Crises Control from** other similar products?

Client Service

What is your favorite aspect of this product?

Friendly and helpful staff

What do you dislike most about this product?

Have had positive experiences only

What recommendations would you give to someone considering this product?

To reach out to them

### **Core Competitive Dimensions**

**VENDOR CAPABILITY VENDOR CAPABILITY SATISFACTION IMPORTANCE** 

3	Availability and Quality of Training	6
3	Breadth of Features	6
3	<b>Business Value Created</b>	7
3	Ease of Customization	6
3	Ease of Data Integration	6
3	Ease of Implementation	6
2	Ease of IT Administration	6
2	<b>Product Strategy and Rate of Improvement</b>	6
3	Quality of Features	6
3	Usability and Intuitiveness	6
2	Vendor Support	6
PROPUS	T SCATURE PRODUCT S	CATUR

**PRODUCT FEATURE** PRODUCT FEATURE SATISFACTION **IMPORTANCE** 

3	Conference Call Support	1
2	Contact Information Encryption	2
2	Distribution Lists	2
2	Location-Based Notification	1
3	Message Status Reporting	2
3	Multi-Channel Mass Notification	2
3	Multi-Language Support	2
2	Scheduled Messaging	2
2	Scripting	2
3	Self-Service Contact Information Update	2
3	Sequential Processing	2

#### **COST, ORGANIZATION, AND ARCHITECTURAL FIT**

Architectural Fit	
Cost	
Existing Relationship	
Managing Risk	- 1
Political Reasons	
Previously Installed	1
Sales Experience	0
Skill and Staff Fit	
Social Responsibility	1
Vendor Market Share	- 1
Vendor Reputation	1







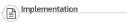






























## Michael R.

Role: Information Technology Industry: Other Involvement: End User of Application

# Recommends 10/10

### A great system that helps us communicate better

#### **What differentiates Crises Control from** other similar products?

Crises Control is easy to use with tons of features that make it easy to communicate instantaneously with all of our staff and clients via their mobile devices, saving our organization significant time and speeding the return to business.

#### What is your favorite aspect of this product?

Our aim of using Crises Control is to get information out clearly to our staff members and clients and prompt them to respond quickly. Crises Control delivered all that we needed. The intuitive user interface design makes it easy for users and admin to use swiftly. Everything is straightforward and no explanation is needed on what to do.

#### What do you dislike most about this product?

I have not experienced any setback with the product. I works great for our company.

#### What recommendations would you give to someone considering this product?

Since its implementation, we have placed a very high value on client feedback and our staff members. For me, Crises Control stands out because it continually strives to provide an easyto-use, action-ready, business disruption solution.

## **Core Competitive Dimensions**

VENDOR CAPABILITY VENDOR CA		VENDOR CAP	<b>ABILITY</b>
SATISFACTION IMP		IMPO	RTANCE
3	Availability and Quality of	Training	3
3	Breadth of Features		
3	<b>Business Value Created</b>		3
4	Ease of Customization		3
3	Ease of Data Integration		3
3	Ease of Implementation		3
3	Ease of IT Administration		3
3	<b>Product Strategy and Rate</b>	of Improvement	3
3	Quality of Features		3
3	Usability and Intuitiveness	;	3
3	Vendor Support		3

PRODUCT FEATURE	PRODUCT FEATURE
SATISFACTION	IMPORTANCE

3	Conference Call Support	2
3	Contact Information Encryption	3
3	Distribution Lists	3
3	Location-Based Notification	2
3	Message Status Reporting	3
3	<b>Multi-Channel Mass Notification</b>	3
3	Multi-Language Support	3
3	Scheduled Messaging	3
3	Scripting	3
3	<b>Self-Service Contact Information Update</b>	3
3	Sequential Processing	3

#### COST, ORGANIZATION, AND ARCHITECTURAL FIT

LOST, ORGANIZATION, AND ARCHITECTURAL FIT		
Architectural Fit	2	
Cost	3	
Existing Relationship	3	
Managing Risk	2	
Political Reasons	2	
Previously Installed	3	
Sales Experience	2	
Skill and Staff Fit	2	
Social Responsibility	3	
Vendor Market Share		
Vendor Reputation	3	



## Josephine P.

Role: C-Level **Industry: Communications** Involvement: Business Leader or Manager

# Recommends 9/10

## **Great customer team and** product

**What differentiates Crises Control from** other similar products?

The customer service team are amazing

What is your favorite aspect of this product?

Support package

What do you dislike most about this product?

interface is in development and getting better

What recommendations would you give to someone considering this product?

good planning is essential

## **Core Competitive Dimensions**

4	Availability and Quality of Training	- 1
4	Breadth of Features	- 1
3	Business Value Created	1
3	Ease of Customization	1
4	Ease of Data Integration	- 1
3	Ease of Implementation	1
3	Ease of IT Administration	1
3	Product Strategy and Rate of Improvement	1
4	Quality of Features	- 1
3	Usability and Intuitiveness	1
3	Vendor Support	1
PRODUC	T FEATURE PRODUCT F	EATURE
ATICE/	ACTION IMPO	RTANCE

3	Conference Call Support	4
3	Contact Information Encryption	4
3	Distribution Lists	4
3	Location-Based Notification	4
3	Message Status Reporting	4
3	Multi-Channel Mass Notification	4
3	Multi-Language Support	4
4	Scheduled Messaging	4
3	Scripting	4
3	Self-Service Contact Information Update	4
3	Sequential Processing	4

#### **COST, ORGANIZATION, AND ARCHITECTURAL FIT**

Architectural Fit	3
Cost	3
Existing Relationship	3
Managing Risk	3
Political Reasons	3
Previously Installed	3
Sales Experience	3
Skill and Staff Fit	3
Social Responsibility	3
Vendor Market Share	3
Vendor Reputation	3



## Chandni L.

Role: Sales and Marketing Industry: Biotechnology **Involvement: Initial Implementation** 

# Recommends 10/10

## Easy to use and competitive price

**What differentiates Crises Control from** other similar products?

Ease of use

What is your favorite aspect of this product?

sharing documentation

#### What do you dislike most about this product?

nothing specific, any communications product needs to be managed closely because of the privacy implications. This is not unique to this product, it is the nature of communication products in general.

What recommendations would you give to someone considering this product?

fast implementation, helpful team

### **Core Competitive Dimensions**

**VENDOR CAPABILITY** 

SATISFA	CTION	IMPO	RTANCE
4	Availability and Quality of Training		2
4	Breadth of Features		3
3	Business Value Created		3
3	Ease of Customization		2
_			_

VENDOR CAPABILITY

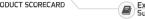
3 Ease of Data Integration Ease of Implementation Ease of IT Administration Product Strategy and Rate of Improve **Quality of Features** Usability and Intuitiveness Vendor Support

PRODUCT FEATURE PRODUCT FEATURE SATISFACTION **IMPORTANCE** 

4	Conference Call Support	
4	Contact Information Encryption	3
3	Distribution Lists	3
4	Location-Based Notification	2
4	Message Status Reporting	3
4	Multi-Channel Mass Notification	3
3	Multi-Language Support	3
4	Scheduled Messaging	3
3	Scripting	3
4	Self-Service Contact Information Update	3
3	Sequential Processing	3

#### COST, ORGANIZATION, AND ARCHITECTURAL FIT

Architectural Fit	3
Cost	3
Existing Relationship	3
Managing Risk	3
Political Reasons	3
Previously Installed	3
Sales Experience	3
Skill and Staff Fit	3
Social Responsibility	3
Vendor Market Share	3
Vendor Reputation	3









































## Maria C.

Role: Finance Industry: Technology Involvement: End User of Application

# Recommends 9/10

### **Value for Money!** Pleasantly functional, secure.

#### **What differentiates Crises Control from** other similar products?

UK based, and easy to use. I have needed very little training to use the tool. Also the tool way put in place less than 2 weeks after we decided to go with Crises Control.

#### What is your favorite aspect of this product?

Support team are very pleasant, responsive and helpful! :)

#### What do you dislike most about this product?

Crises Control cannot send messages via

#### What recommendations would you give to someone considering this product?

Reach out and try it yourself in the free trial!

#### **Core Competitive Dimensions VENDOR CAPABILITY VENDOR CAPABILITY** SATISFACTION **IMPORTANCE** Availability and Quality of Training **Breadth of Features Business Value Created Ease of Customization** Ease of Data Integration Ease of Implementation Ease of IT Administration **Product Strategy and Rate of Improvement Quality of Features Usability and Intuitiveness** Vendor Support PRODUCT FEATURE PRODUCT FEATURE SATISFACTION **IMPORTANCE Conference Call Support Contact Information Encryption Distribution Lists Location-Based Notification Message Status Reporting Multi-Channel Mass Notification** Multi-Language Support **Scheduled Messaging** Scripting **Self-Service Contact Information Update** Sequential Processing COST, ORGANIZATION, AND ARCHITECTURAL FIT **Architectural Fit** Cost **Existing Relationship Managing Risk Political Reasons Previously Installed** Sales Experience **Skill and Staff Fit** Social Responsibility **Vendor Market Share** Vendor Reputation



























