

AI Vendor Evaluation

We independently assess AI vendors' products so you can buy with confidence — knowing exactly what you're getting before you commit the team, the budget, and the roadmap.

THE PROBLEM

- You're evaluating AI tools with no independent way to verify whether the product actually does what the vendor claims
- You're about to sign a contract worth far more than it appears — the full commitment includes the contract, integration time, and roadmap built around their product
- Vendor demos are designed to show best-case scenarios; you need to know what happens at scale, at the edges, and with your actual use case
- Your team can evaluate infrastructure and security — not AI model quality, hidden failure modes, or long-term vendor viability
- Every AI vendor is incentivized to oversell; every claim is marketing until independently verified

WHO THIS IS FOR

- CEOs, CTOs, VPs of IT, and procurement leads who are signing the vendor contract
- IT leads tasked with evaluating AI tools who lack specialized AI assessment capability
- Mid-market companies (\$5M–\$50M ARR) with lean IT teams evaluating enterprise AI products
- PE/M&A and corporate development teams assessing AI claims in acquisition due diligence
- Any organization where the full vendor bet — contract, integration, and roadmap — exceeds \$100K

WHAT YOU GET

Vendor AI Assessment Report

Independent evaluation of the vendor's product against their own claims — capability, reliability, limitations, and risks across your use case.

Claims Verification Matrix

Green/yellow/red on every vendor claim vs. available evidence — marketing, sales, and technical docs. The artifact that cuts through sales talk.

Risk & Limitation Brief

What the vendor isn't disclosing — failure modes, integration risks, hidden costs, dependency exposure, and long-term viability concerns.

Buy / Wait / Walk

A clear, opinionated, defensible recommendation with supporting rationale. Not "it depends." A real answer backed by the Claims Matrix — auditable, not arbitrary.

We don't hedge. You get a defensible Buy, Wait, or Walk — because that's what you actually need to make the decision.

Most firms give you "it depends" and a 50-page report. We give you an opinionated answer in 2–5 weeks — backed by the Claims Matrix so every conclusion is traceable. Available via AWS Marketplace, direct engagement, and partner network.

HOW IT WORKS

I. Scoping + Claims Inventory

Kickoff with the buyer to establish use case, decision criteria, and total stakes. Collect all vendor materials — marketing, sales, and technical docs. Build the full claims inventory. Establish vendor access level and set scope accordingly.

II. Assessment + Verification

Vendor demo or walkthrough, independent testing where possible, architecture doc review. Every claim analyzed against available evidence. Failure modes, limitations, and risks the vendor hasn't disclosed are identified and documented.

III. Synthesis + Recommendation

Build the Claims Matrix (green/yellow/red), draft the Risk & Limitation Brief, formulate the Buy/Wait/Walk recommendation. Peer review by a second principal before delivery — an opinionated answer must be bulletproof.

IV. Delivery + Strategy Session

Present findings and deliver the full artifact package. A 1hr session on the decision, negotiation leverage if concerns were found, and recommended next steps regardless of outcome.

LOGISTICS

Format	Independent vendor assessment
Duration	2–5 weeks depending on scope
Evidence	Public docs · demo · trial data · data room
Vendor access	Established Week 1 — determines scope and price
Purchasing	Direct · AWS Marketplace · Partners
Follow-up	Report + 1hr decision strategy session

WHAT THIS DOES NOT INCLUDE

- Simultaneous evaluation of multiple vendors (one at a time; two-vendor head-to-head available in Comprehensive tier)
- Integration planning, implementation support, or contract negotiation
- Ongoing vendor monitoring after the assessment

NEXT STEP

20-minute intro call with a Realis principal. We'll scope the engagement, establish access assumptions, and give you a fixed price before you commit.
realisolutions.com

ABOUT REALIS SOLUTIONS GROUP

Realis is a senior-only advisory firm at the intersection of artificial intelligence, emerging technology, and enterprise risk. Our advisors have built careers launching new technologies, navigating complex risk environments, and building governance frameworks that hold — protecting over \$4B in client revenue for enterprises and dozens of public-sector organizations.

- **From the Boardroom to the Courtroom** — spanning strategic board advisory through attorney-supported litigation risk and crisis management
- **No generalists, no junior bench, no filler** — every engagement is principal-led by operators who have held the roles your team is navigating

Over \$4B

client revenue protected

Decades

at the intersection of AI, risk & enterprise technology

Available in AWS Marketplace

Seller · Microsoft partner · Google partner