

In 2026, cloud infrastructure modernization remains a top priority for organizations seeking agility, cost efficiency, and secure digital transformation. With the rapid evolution of cloud services, selecting the right consulting vendor is critical. But how do you objectively compare top cloud modernization providers like Future Processing, Cognizant, and Logicworks? This blog post shows you how to build and use a scoring matrix tailored to your requirements, helping you shortlist vendors effectively.

Why a Scoring Matrix Matters for Vendor Evaluation

A scoring matrix transforms subjective opinions into quantifiable data. It focuses your team on consistent criteria throughout the RFP and vendor evaluation process. This systematic approach is especially important for regulated industries such as finance or insurance, where security and compliance are non-negotiable.

Rather than being swayed by buzzwords like "best" or "innovative," your evaluation will emphasize what truly matters: technical fit, pricing transparency, compliance posture, and service delivery capabilities.

Key Vendor Evaluation Criteria for Cloud Modernization

When creating your scoring matrix, start with core criteria that reflect your organization's priorities. Here are essential categories to consider:

- **Cloud Platform Expertise:** AWS, Microsoft Azure, Google Cloud, or multi-cloud strategies.
- **Security & Compliance:** Certifications (e.g., SOC 2, HIPAA, GDPR), data residency, audit support.
- **Migration & Modernization Methodology:** Approach to legacy system modernization, automation tools, risk management.
- **Cost Transparency & Pricing Model:** Clear base quotes vs. opaque "starting at" pricing models.
- **Industry Experience:** Regulated industries such as finance, insurance, or healthcare.
- **Support & Managed Services:** 24/7 availability, proactive monitoring, escalation processes.
- **References & Case Studies:** Demonstrated success with comparable projects.
- **Innovation & Future-proofing:** Roadmap for new tech adoption, like containerization or serverless.

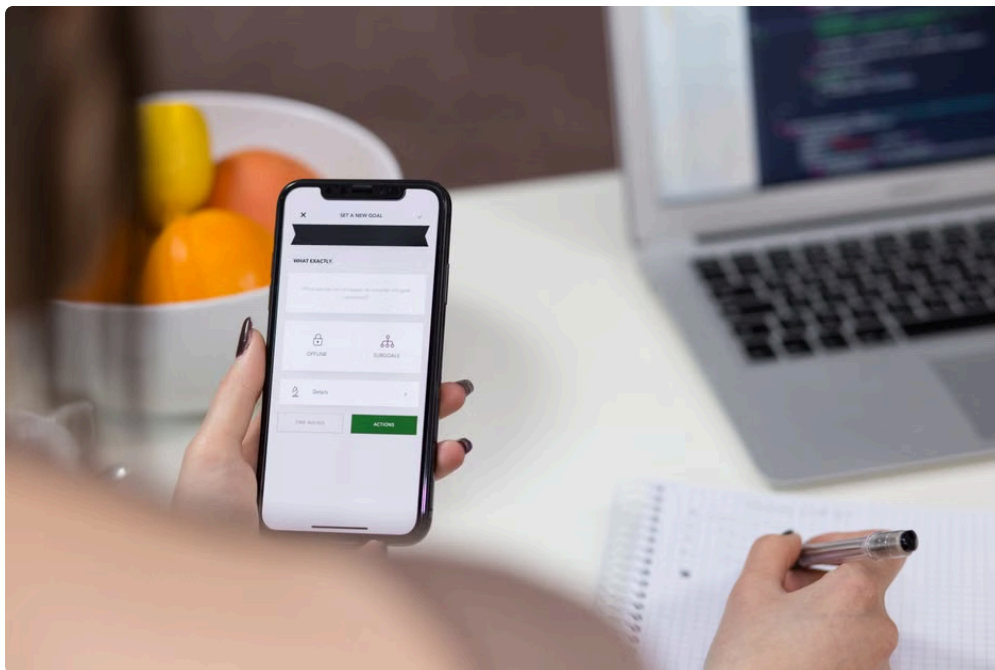
Example: How the Companies Stack Up

Let's briefly review how Future Processing, Cognizant, and Logicworks align on some of these criteria.

Criteria	Future Processing	Cognizant	Logicworks
Cloud Platform Expertise	Strong in Azure and hybrid cloud modernization, flexible with AWS	Deep capabilities across AWS, Azure, and Google Cloud; strong multi-cloud experience	Specialized in AWS migrations and managed cloud services
Security & Compliance	GDPR and ISO 27001 certified, focus on EU data privacy	Comprehensive global compliance including HIPAA, PCI-DSS, SOC 2	Known for strong SOC 2 and financial industry compliance support
Pricing Transparency	Clear base quote provided after initial scoping	Linked pricing to service tiers; some "starting at" figures require clarification	Transparent pricing models detailed upfront

Building Your Cloud Modernization RFP Scoring Matrix

Here's a step-by-step guide to creating your own tool for vendor comparison:



1. **Define Your Weightings:** Decide which evaluation criteria are most critical. For example, prioritize security for regulated industries or technical expertise for highly customized cloud environments.
2. **Assign a Scoring Scale:** Use scales like 1–5 or 1–10 to rate each vendor against every criterion.
3. **Gather Data:** Collect detailed responses from RFPs, vendor presentations, and reference checks.
4. **Score Each Vendor:** Each evaluator on your team scores vendors independently to reduce bias.
5. **Aggregate Scores:** Calculate weighted totals to rank vendors objectively.
6. **Review and Discuss:** Use the numeric results to focus your qualitative discussions on any discrepancies or nuances.

Sample Scoring Matrix Template

Criteria	Weight (%)	Vendor A	Score (1-5)	Vendor B	Score (1-5)	Vendor C	Score (1-5)	Weighted Score A	Weighted Score B	Weighted Score C
Cloud Platform Expertise (AWS, Azure, etc.)	20	4	5	3	0.8	1.0	0.6			
Security & Compliance	25	3	5	4	0.75	1.25	1.0			
Pricing Transparency	15	5	3	4	0.75	0.45	0.60			
Migration Methodology	20	4	4	5	0.8	0.8	1.0			
Support & Managed Services	20	3	5	4	0.6	1.0	0.8			
Total		100	3.70	4.50	3.99					

In this example, Vendor B scores highest by a clear margin, which can trigger a deeper evaluation or proofs of concept.

Accounting for Multi-Cloud and Hybrid Cloud Realities

Modern cloud modernization projects rarely mean moving everything to a single cloud. Many enterprises opt for multi-cloud [fingerlakes1](#) or hybrid cloud architectures to optimize costs, avoid vendor lock-in, or meet localized compliance requirements.

When evaluating vendors like Future Processing, Cognizant, and Logicworks, check their flexibility around AWS, Microsoft Azure, and even Google Cloud integrations:

- **Future Processing:** Very strong hybrid Azure capabilities suitable for EU-focused data jurisdictions.
- **Cognizant:** Large-scale multi-cloud expertise spanning AWS, Azure, and Google Cloud, ideal for enterprises with diverse infrastructure.

- **Logicworks:** Deep AWS expertise and managed services, suitable for AWS-centric modernization with strict compliance demands.

Security and Compliance: Non-Negotiable in 2026

Regulated industries require strong encryption, audit trails, and certifications. Vendors must demonstrate:

- How their modernization approach preserves or enhances your compliance posture.
- Clear responsibilities for shared security models with AWS or Azure.
- Transparent documentation of controls and risk assessments.

Ask vendors about handling data residency, especially with recent geopolitical changes affecting data sovereignty.

Common Migration Gotchas to Watch Out For

Here are some pitfalls to catch during vendor evaluation:



- Vague pricing—Always ask what’s included in the base quote to avoid surprises.
- Lack of clear migration rollback or disaster recovery plans.
- Missing third-party compliance attestations or incomplete documentation.
- Overreliance on rehosting (lift-and-shift) without modernization benefits.
- Ignoring long-term operational support and cost optimizations post-migration.

Final Tips for Effective Cloud Consulting Comparison

1. **Request Detailed RFP Answers:** Insist on specifics over buzzwords.
2. **Include Technical and Business Stakeholders:** Get a 360-degree evaluation perspective.
3. **Use the Scoring Matrix as a Discussion Tool:** Numbers help but context matters.
4. **Pilot or Proof of Concept:** When in doubt, test the chosen vendor in a limited scope.
5. **Update Your Matrix Over Time:** Cloud maturity changes, so revisit criteria periodically.

By applying a scoring matrix with well-thought-out **vendor evaluation criteria**, you harness a structured way to conduct an **RFP scoring** process tailored to your organization's unique cloud modernization goals. It cuts through vendor hype and reveals who truly fits your vision for modern, secure, and scalable cloud infrastructure in 2026.