

OEE Software RFP & Vendor Scorecard 2026

A weighted scoring rubric, a fill-in scorecard and 40 RFP questions to choose OEE software on measurement accuracy, not marketing.

How to use this kit

Buying OEE software fails on the same three things every time: the tool never really goes live, operators don't trust the numbers, and the ERP integration turns out to be an afterthought. This kit turns those risks into a scored, side-by-side evaluation you can run in an afternoon. Weight the criteria for your plant, score each shortlisted vendor 1–5, and let the totals — not the sales deck — pick the winner.

The weighted scoring rubric

Our default weighting puts measurement accuracy first, because a number nobody believes changes nothing. Adjust the weights to total 100%.

Weighted scoring rubric		
Measurement accuracy	40%	Tells a jam apart from a changeover from a speed loss; classifies the cause, not just the stop.
Time to live data	25%	First machine live the same day; no multi-month PLC project before a single number.
Total cost to value	20%	Hardware, install and integration included and predictable — not just the software line.
Operator adoption	15%	Fast, fair reason capture in the operator's language; the floor trusts and uses it.

Scorecard (photocopy or rebuild in a sheet)

Scorecard	
Measurement accuracy	40%
Time to live data	25%
Total cost to value	20%



Operator adoption	15%
Weighted total	100%

40 RFP questions that separate real platforms from demos

Data capture & accuracy

- How do you detect a stop — sensor, controller, power draw, or manual entry?
- Can you distinguish micro-stops and speed losses, or only on/off?
- How is a downtime reason attached to a stop, and by whom?
- What happens to data during a network outage?
- How do you handle machines with no PLC or a decades-old controller?

Deployment & IT

- How long from delivery to the first live machine, realistically?
- What hardware ships, and is it bought, rented or bundled?
- What access do you need to our OT network?
- Who installs, and how many hours per line?
- Can it run on-premise / without internet if required?

ERP & integration

- Is the ERP flow one-way or bi-directional?
- Which ERPs have you connected before (names)?
- Do orders, quantities and downtime reasons flow both ways?
- Is integration included or a paid add-on?
- How do operator/user accounts sync?

Cost, support & scale

- Is pricing per machine, per line or per site? Any minimums or site fees?
- What is the all-in first-year cost for our machine count?
- In which languages is the operator interface available?
- Where is support based and in what time zones?
- Is there a guaranteed pilot or money-back trial?

Tip: ask the pilot question first. A vendor confident enough to equip one line and only get paid if it finds real losses is telling you something the brochure can't.