CONFUSED
-BY YOUR-
ERP SOFTWARE
SELECTION PROCESS?

Looking for new business management software (ERP software) and confused about the process you should follow?

You are not alone.

If you are a small to medium sized business and you are in the market for a new software solution to run your fi-nance, distribution, manufacturing, reporting, services, projects and mobility you might want to consider a software selection process that looks like this...

PART TWO

Ask your team members who were present during the demonstration to rate and document their findings. This post demonstration review should include how well the product was demonstrated, the look and feel of the product, the ease of use and ability to demonstrate fit to your requirements.

SHORTLIST OF ONE

Create a shortlist of one and start a more detailed investigation of the software and vendor.

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HIGH LEVEL SCOPE OF WORKS

Ask your potential software provider to do a high level scope of works. The objective behind this scope of works should be to establish a detailed and if possible fixed price proposal. The proposal should include all costs – hardware, software, cloud, annual fees and implementation.

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FIXED PRICE?

SME's should be asking for a fixed price proposal based on a scope of works. There are pros and cons to fixed price – and the success of a fixed price project is subject to a good scope of works.

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REVIEW

Now that you have completed the demonstration, product evaluation and high level scope of works you will be in a position to finalise your decision. This is a good time to be interviewing the team that will be involved in your implementation. Ask to be able to interview the project manager, team leader and consultants that will work on your implementation.

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REFERENCE SITES

Ask to talk to two reference sites to see if you can learn anything from their implementation of an ERP / business management solution? What worked for them and equally as important what did not work for them. What would they have done differently?

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AGREEMENT

Get the agreements (typically an End User License Agreement and Services Agreement) signed.

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KICK OFF

Get the project started.

leverage technologies

ERP Advice, Implementation & Support

Got a question about SAP Business One, SAP HANA or SAP Business One Cloud?

Maybe you have questions about Cloud ERP Software and how it can help you or perhaps you want to know more about Leverage Technologies and how we can help your business grow profitably.

Simply call us on 1 300 045 046