



❑ System Selections

In application software selection, business needs must be the driver versus technology -- a business first, technology second approach.



Challenges

When selecting or upgrading a system, it is imperative to find a solution that most closely meets the organization's needs without creating a costly, heavily modified solution. The key is to balance the organization's core requirements against potential solutions and to develop a cost-effective, upgradeable solution.

Business Solution Partners' seasoned consultants have years of experience at gathering requirements, selecting systems, and implementing them.

How we can help?

Our approach is to understand current processes, to ascertain potential best business practices and to develop a RFP that reflects those needs in a cost-effective manner. We baseline business needs for comparison with a product's capabilities.

- **Requirements Definition:** Using standard requirement lists in addition to our requirements gathering disciplines, we define your specific needs. We also suggest best business practices where appropriate. Requirements are ranked by order of importance.
- **RFP Development:** Using the requirements, we develop vendor RFP's and work with the vendors in providing useable proposals. We require vendors to clearly show how their product matches the client's requirements.
- **Initial Selections:** We work with the organization to rank vendor proposals on many factors including: vendor viability, responsiveness, requirements ranked by importance and industry specific needs. One to three finalists are selected.
- **Conference Room Pilot:** A script of essential activities is created along with associated data. The finalists are asked to walk through their systems ("Show Me" Sessions) using these scripts and data elements. Required modifications are documented and presented to vendor for estimates.
- **Final System Selection and Contract Negotiations:** We work with the organization to negotiate a contract that covers the basics as well as all essential modifications. Preliminary implementation plans are put together to ascertain total implementation costs.

Why Business Solution Partners?

- Evaluated ERP solutions including SAP, Oracle, PeopleSoft, Intenia/Lawson, JD Edwards, etc.
- Evaluated and installed Order Entry, Purchasing, Supply Chain Management, Financial, etc.
- Experienced with point solutions; Point of Sale, Supply Chain, Warehousing, CRM, SFA, Maintenance Management.