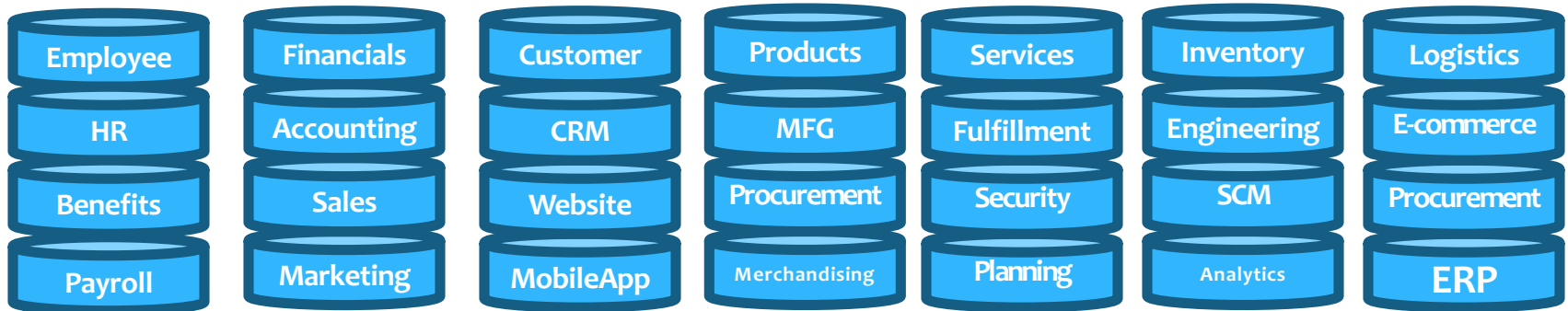




# Popular Systems for Companies

No organization buys enterprise software for the sake of owning it. It's all about the return on investment or ROI. By definition, the best-fit software is the product that maximizes the benefits above and delivers the highest possible return compared to other potential software products. Best-fit does not mean perfect; it means the best of the available products.



# Services we provide

- Review of your system architecture & design
- Review of your hardware and network infrastructure
- Review of your ERP Configuration
- Gap Analysis of Functions
- Review of business processes (current vs enhanced)
- Written report of recommendations
- Functional & Technical Specifications
- Change Management Plan
- Optimizations Metrics

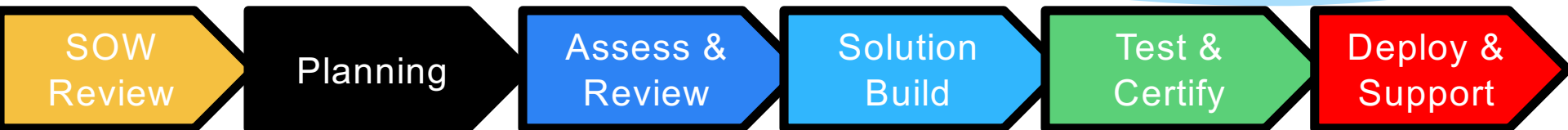
# Systems Optimization Review

- Increase ROI by adjusting or adding functionality that is available in current version of ERP package.
- Compare ROI on ERP package current state vs estimated application lifecycle vs Upgrading to higher version.
- Complete Request for Information(RFI) scoring grid. Helps for usability study and recommendations.
- Requirements and solution value comparison via a FIT study. FIT scores used as metric for decisions.

# Systems Optimization Review

- As interfaces update/add/remove data errors can occur. These "kick-outs" will require manual intervention to prevent and/or correct. **How many man hours are wasted on these processes?**
- System configuration utilization waste. **Has your company enabled all functions within your ERP package?**
- Tedious tasks and business functions. **Are there repetitive tasks that can be automated or streamlined?**
- Re-Training and Job Aids. **Does your staff have proper training and tools to perform their jobs efficiently?**

# Our Rollout Process



SOW  
Review

Planning

Assess &  
Review

Solution  
Build

Test &  
Certify

Deploy &  
Support

- Prepare Statement of Work
- Process Review
- Systems Review
- SME's Interviews & Questionnaires
- Improvement Report
- Recommendations Review

- Setup Project Team
- Project Plan\Test Plan
- Kick-Off meeting
- Planning Sessions
- Design Sessions
- Functional\Technical Specifications
- Sign-Off
- Build and UAT

- Adjustments & Cut-Over Tasks revisions
- Management Training
- Staff Training
- Deployment Tasks
- Cut-Over Tasks
- Go-Live Support and Metrics collections
- Review in 90 days

# RFI Scoring

**1.Increases** in things like revenue, profit, growth, efficiency, speed, compliance.

**2.Reductions** in things like costs, time, complaints, attrition, complexity.

**3.Improvements to** things like productivity, processes, quality, reliability.

**4.Creation of** things like strategy, alignments, new products, new processes.

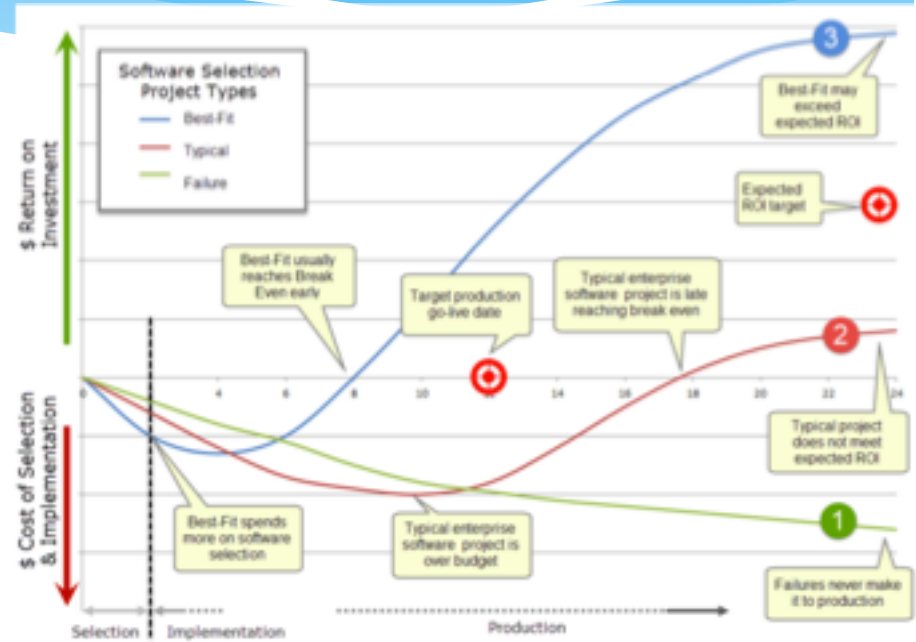
Weight	Rating Name	Description
0	Does not meet	Software does not meet the requirement at all, or feature is missing.
0.5	Future version	Features that satisfy this requirement are planned for a future release of the software
1	Slightly meets	Software has very limited ability to satisfy this requirement. Serious deficiencies exist that can't easily be worked around.
2	Partly meets	Software has significant deficiencies in meeting this requirement. These limitations can be worked around with effort, but there are real compromises.
3	Mostly meets	The software largely meets the requirement. Deficiencies can be worked around with minimal effort and few compromises.
3.5	Fully meets (3rd party)	Product fully meets the requirements with the addition of a different 3rd party product. This 3rd party product may be recommended by the vendor, but is not part of their product .
4	Fully meets (code)	Software adequately meets this requirement with coding, e.g. using JavaScript or a product's own script etc. Examples: field level calculations, alerts, business logic & rules, data validation, workflow automation & scheduling, Web 2.0 mashups, interfaces to other products etc.
4.5	Fully meets (option)	When optional products supplied by the vendor are added to the base configuration, the product adequately meets the requirement. No compromises are needed.
5	Fully meets (config)	Adequately meets the requirement when properly configured. No external software is required. If the software is upgraded, these configurations are preserved.
6	Fully meets	Adequately meets the requirement out of the box. No configuration is required, and there are no compromises.

# ROI between failures, typical and best-fit software implementations.

**1. The outright failure.** Here the software never makes it into full production. All it does is to drain resources from the organization until it is eventually abandoned.

**2. The typical project.** Takes longer than planned to implement and costs more than expected. All caused by surprises along the way. It might not be an outright failure, but certainly is not the promised success. Not bad enough to dump, but definitely not the expected ROI.

**3. Best-fit software.** Implementation is faster than expected, and often costs less than planned. When in production, the software meets or exceeds the expected ROI.





# SOW categorized as RICEFW

**Our SOW will be outlined and detailed to perform work as follows:**

- **R** stands for Report developments. All the technical objects/developments that deal with programing of Reports.
- **I** stands for Interface\Integration developments.
- **C** stands for conversion objects and Configurations.
- **E** stands for Enhancements\Extensions are User Exits and Customer Exits.
- **F** stands for Forms include Scripts. Technical development that deals with fetching necessary data from a legacy source.
- **W** stands for Workflow. Business process for connected activities resulting in a exchange of information.

