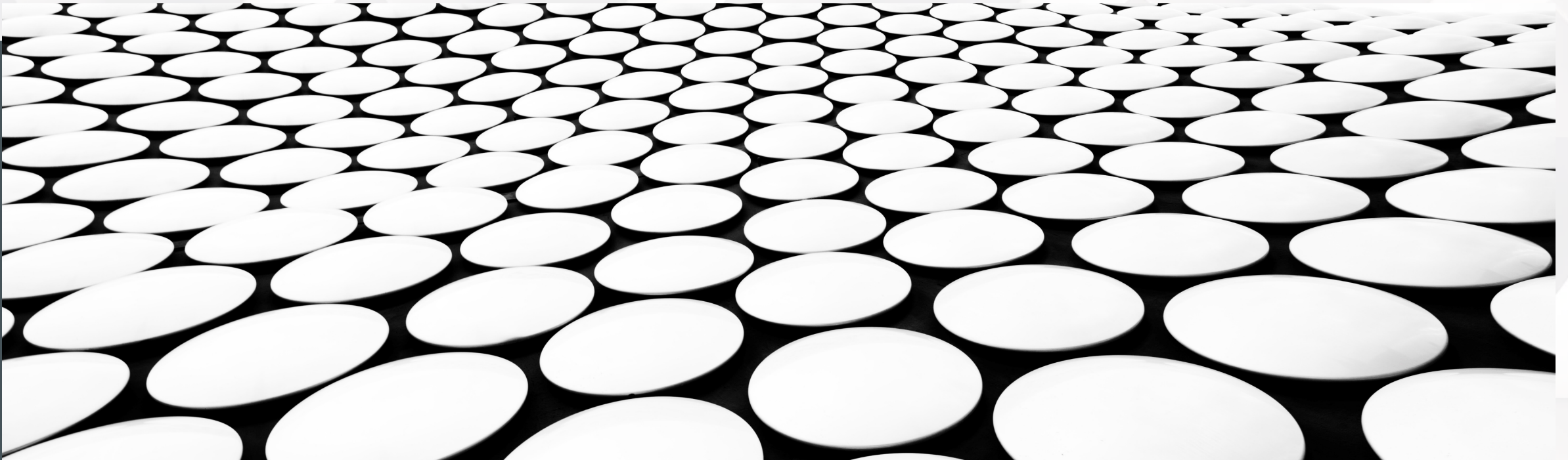

CORE INSIGHTS

ERP SELECTION PROJECT

CHOOSING THE RIGHT ENTERPRISE RESOURCE PLANNING SOFTWARE SYSTEM



PURPOSE

- Highlight the importance of selecting the right ERP system for business growth
- Overview of Core Insights' Approach to ERP Software Selection
- Introduction to the phases and actions to be conducted to enable efficient ERP system selection



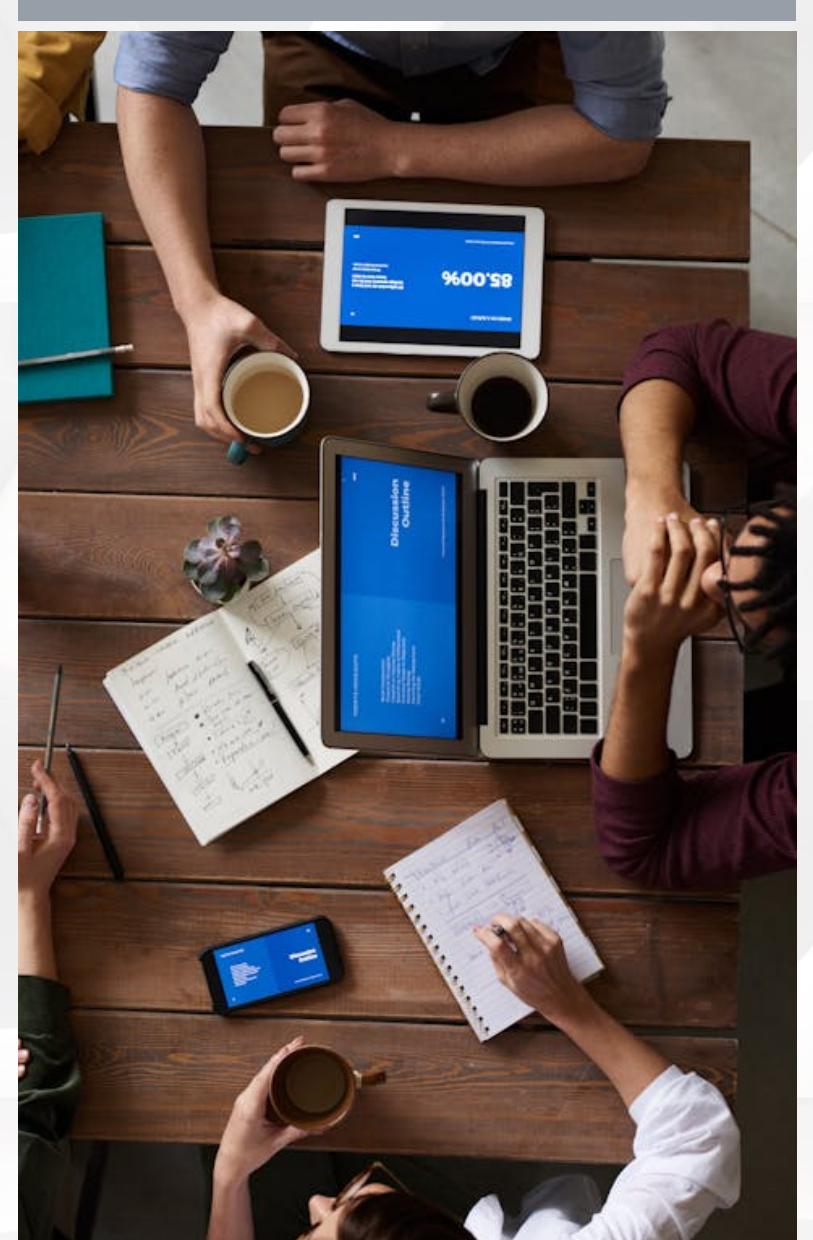
AGENDA

- I. The Right ERP System
- II. Approach (Six “Rs”)
 - I. Requirements
 - II. Research
 - III. RFP
 - IV. References
 - V. Resolution
 - VI. Roadmap
- III. Q&A



THE RIGHT ERP SYSTEM

- Selecting **the right ERP** System is critical in supporting **business growth**, ensuring operational efficiency, and addressing **unique needs and concerns**, including integration with legacy systems and IT security considerations.
- To select the best ERP solution the following must be considered:
 - Scalability
 - Integration
 - Usability
 - Functionality
 - Maintenance
 - Flexibility
 - Security
 - Adaptability





The Core Insights Approach

The Six “Rs” of ERP Selection

APPROACH

TIMELINE

COST

MANAGEMENT

APPROACH

Project Overview

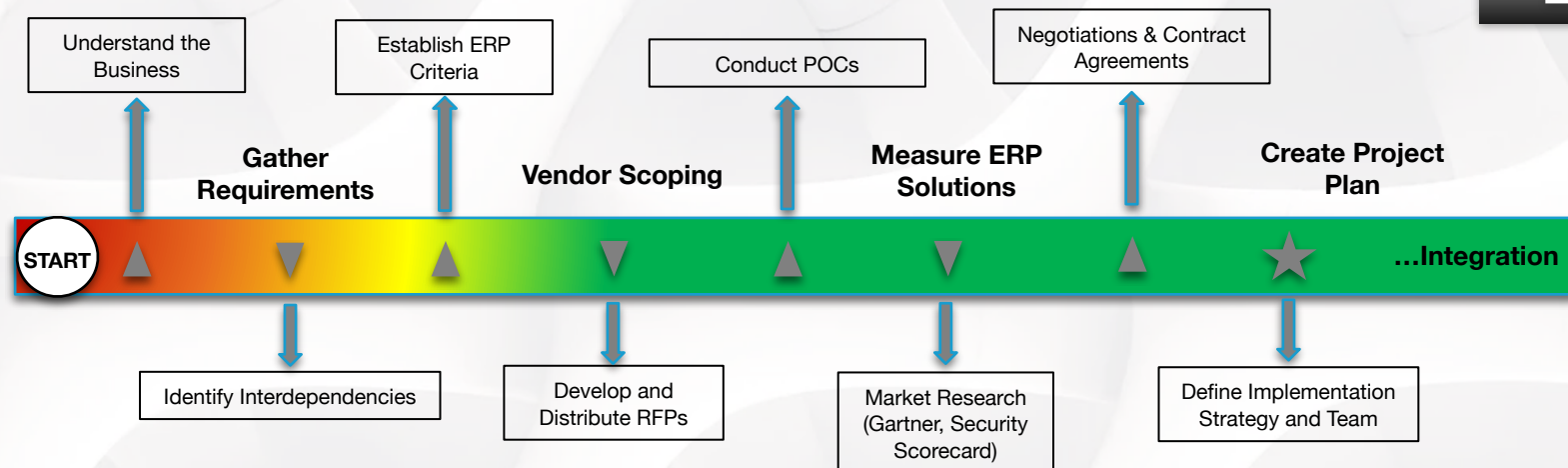
- Obtain Leadership Support (timely interviews and employee responses)
- Explore what systems are in place (CRM, SCM, HRM, etc.)
- Conduct the six “Rs” for software selection
- Define ERP implementation strategy

Costs & Resources

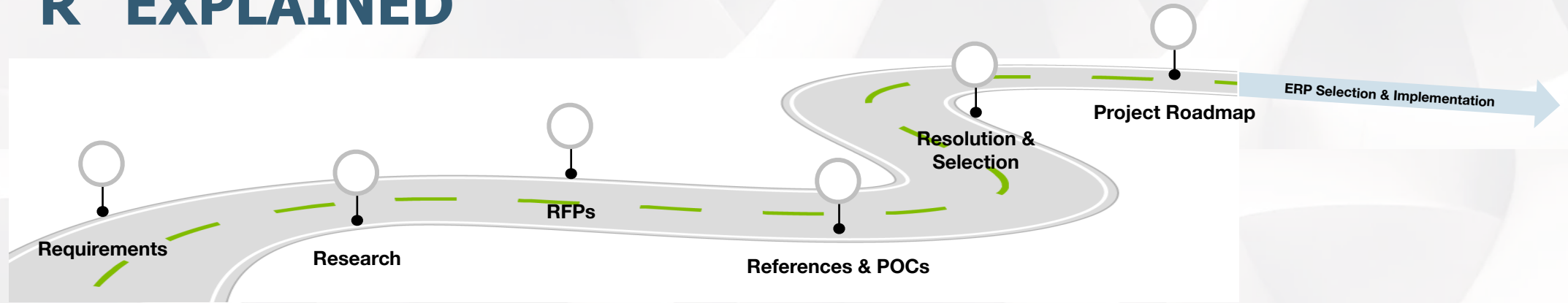
- Recommend T&M (w/ not to exceed clause) due to unknown complexities
- Resources include Project Manager (15%) & ERP SME



Ensuring the Right fit!



SIX "R" EXPLAINED



1. Requirements	2. Research	3. Request for Proposals	4. References	5. Resolution	6. Roadmap
<ul style="list-style-type: none"> Requirements (specific business needs, current processes, growth strategy, organizational process assets, and enterprise environmental factors) Identify criteria for vendor selection (SaaS vs. Cloud vs. On-Prem) Integration with current systems (CRM, SCM, HRM, etc.) 	<ul style="list-style-type: none"> Reduce the scope of potential vendors & ERP systems Assess ERP solutions' alignment with business goals Explore short-term and long-term feature needs Define priorities between cost, scalability, integration, usability, functionality, etc. 	<ul style="list-style-type: none"> Develop RFP that outlines technical and business requirements, terms, scenarios, and desired results that vendors will address in response Obtain vendor responses to ERP needs Evaluate vendor capabilities and ability to meet business requirements 	<ul style="list-style-type: none"> Narrow vendor options based on business requirements, cost, features, business strategy, etc. Validate vendor capabilities, perform POC (demos), review customer feedback, quality and authoritative reviews 	<ul style="list-style-type: none"> Define selection and negotiation terms (weighted scoring model, high NPV, ROI, and TCO) Conduct final evaluations and negotiations with vendors Consider recommended project plans from vendors 	<ul style="list-style-type: none"> Create an implementation plan to integrate the chosen ERP solution Establish aligned business processes Consider Project Risks both internal and external Document failure potential, i.e., People & Process conflicts Form Project team, sponsor, and stakeholders



We are here to help

- ERP Experts & Engineers
 - Guide you through the implementation
 - Enable business operations and smooth integration while reducing business disruptions and managing risks
- Vendor Management
 - Ensure alignment with business objectives, compliance requirements, and future-proofing





Questions?

Need More Information?

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