

Software Services



Enterprise Resource Planning (ERP) software can provide operational efficiency, transaction data you need for critical business decisions and robust financial controls. While the rewards of ERP, Customer Relationship Management (CRM) systems, and related business applications can be enormous, the risks and costs associated with choosing new systems can be quite daunting. How do you balance and weigh the needs, costs, technologies and partners to make the right choice for your company while keeping the business moving forward?

To be successful, the software selection process must explicitly incorporate a number of key dimensions:

Process Review and Detailed Functional Requirements

Your key functional requirements need to be identified and prioritized. While properly implemented ERP, CRM, and other related business systems will bring consistency and support best practices across your organization, every business is unique and not every functional requirement has equal value. What are the functional requirements and workflow objectives that will contribute the most to your bottom-line business success?

Environment

Not only are there a large number of fully functional ERP and CRM packages to choose from, many of them today run on a variety of platforms. The current and future state of your IT infrastructure is another key consideration in your Enterprise Resource Planning (ERP) selection process. Your current and future acquisitions or divestitures also need to be considered during your selection process.

Management Consulting Services

Software Services

Financial Analysis

Software and hardware costs, implementation and training costs, as well as ongoing maintenance and support costs, must all be included in a rigorous cost and benefit analysis.

Evaluation of Alternatives

ERP and CRM software today provides features and functionality that are both wide, deep, and tightly integrated. Your organization cannot compare alternatives effectively without a robust, rigorous and well-documented selection process. Demonstrations must be scripted and controlled so that they can be effectively compared and ranked by your in-house selection team.

Change Readiness

The best software selection projects actually serve as the first phase of the subsequent software implementation. Your selection team will become the leaders of your implementation team, with a deep understanding of why a particular package and vendor were chosen and what the benefits of your ERP implementation project will be.

At BlumShapiro Consulting, we have the experience and background necessary to identify improvement opportunities for the future while serving your critical business needs of today. We will apply our defined and structured software selection methodology to ensure you avoid the most common selection error – replacing your current system with a new system that functions just like your current system! We will combine our technical, business and people skills to build your confidence during the selection process. The end result—momentum for your software implementation and tangible business value to your organization.

To learn more about our Business Systems Consulting services, contact: Peter Lang, Partner at plang@imagineblum.com or 617.658.5231

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