



# THREE STEPS TO ERP SELECTION SUCCESS

STREAMLINING THE SELECTION PROCESS TO REDUCE COST AND TIME.

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Many ERP selection projects don't start at the end. That is, companies expect a positive outcome from their selection process while repeatedly using the same process that has failed time and again.

Using an "old" process with new requirements and expectations is perilous. Instead, take a new approach and succeed!

Many ERP selection projects don't really begin with the end in mind. Organizations evaluating and selecting enterprise applications tend to use the same "tried and true" process, over and over again—even though industry surveys indicate that enterprise application projects fail to deliver desired results over 70%\* of the time.

You live in a world where business and user requirements continually change. You've seen tremendous shifts in underlying technology, deployment and functionality options and a move toward a more "standardized" implementation model. Yet chances are that you're still evaluating and selecting software solutions in the same way you've always done.

Enterprise applications represent one of the largest investments a business can make—with ERP at the center of that investment. Draw a "line in the sand" and stop the madness! Lower the cost and time represented by the traditional selection process and achieve a better outcome.

Do it differently with the goal of a better and successful outcome. Put your next software selection project in the "win" column quickly, effectively and at a lower cost.

It's your choice. Stay the course and hope for better outcomes, or adapt to a new software selection reality.

Consider the three easy steps to software selection choice presented in this document. What have you got to lose?

## 1 Align the Project Upfront

Get your executives involved right from the start. Don't let top management "delegate" the project to IT-only. Avoid jumping right into a functionality battle. Instead, engage leadership, understand overall vision and goals and align the project to the business. Make sure that the solution you choose can meet those goals.

## 2 Narrow the Field Early

A key is narrowing your considered shortlist to those software vendors that fit your company size, industry, business maturity and vision. You'd be surprised how many immediately fall off the list.

Through your own research, a short list of the best suited software vendors can be quickly obtained. Better yet (or, for a second option), let an experienced advisory organization provide (or validate) the short list. From the short list, let "real world" market experiences guide you...

## 3 Don't do Demo Face-offs!

For many reasons, demos can provide skewed results leading to a poor choice. So, don't do too many (or any!) demo's.

Aligning goals to market-based experiences and results can provide the best "one" software for your company. Avoid time consuming and costly "face-offs" and, instead, go to a proof-of-concept with the chosen vendor. Here your evaluation can go deeper in addressing unique functionality requirements, processes and user experiences, all setting the stage for a successful implementation while saving time and money.

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\* SOURCE: Gartner Group, Project Management Institute