Business Systems Selection

The selection of your core business systems is a short-term activity that has long-term, critical implications for your business operations and market strategy. As such, there is a significant ROI in investing in expert coordination and facilitation of business systems selection activities. Accretive Solutions has the hands-on experience, methodology and third party independence to lead you through a comprehensive and efficient selection process.

We start by assessing your current operations and gathering an understanding of your business strategy and desired business processes to develop a comprehensive set of requirements. We then use a systematic approach to identify, evaluate and recommend the 'best fit' business system. Throughout the evaluation process we utilize third party databases, vendor demonstrations and deep scorecarding, among other resources.

Systems are evaluated and recommended based on criteria including process requirements coverage, ease of use and configuration, underlying technology, resource availability and cost, ease of data conversion, scalability (immediate and long term), total cost of ownership, implementation partners and organization comfort.

We also utilize organization change management principles during the system evaluation and selection process to maximize stakeholder buy-in and commitment to the technology change.

At Accretive Solutions, our seasoned professionals have an average of 10-20 plus years of experience (many with Big 4 consulting backgrounds) and bring a comprehensive approach and consistent quality at a more competitive value than other professional services firms.

For more information regarding how Accretive Solutions can assist your company with Business Systems Selection, please contact your local AS representative.

The benefits of our Business Systems Selection service include:

- Accelerates the business system selection process
- Ensures the recommended system maps to the organization specific business processes
- Uses a proven methodology for assessing and selecting enterprise systems and developing a strategic roadmap for implementation
- Provides access to competency areas, which are leveraged as needed without any overhead to the client, including:
  - System Expertise (Tier I – Oracle, SAP, Peoplesoft; Tier II – Great Plains, NetSuite, Expandable, QAD etc; CRM, Reporting and BI products)
  - Business Process Expertise (Financial processes, Manufacturing processes including supply chain, Vertical expertise)
  - Technical Accounting and Compliance
- Recommends selection of a business system that integrates with the existing technology environment
- Delivers a roadmap for the next few years to achieve the desired system landscape
Sample Engagements:

- Utilized Accretive Solutions’ methodology to understand requirements, evaluate multiple Tier I and Tier II ERP vendors, perform vendor negotiations and recommend the ERP system and implementation roadmap for a fast growing global solar energy client. Ensured stakeholder involvement; presented organization change plan as part of the implementation plan. Provided project management overseeing the successful implementation of system by third-party technical vendor.

- Assisted a pre-IPO mobile software company growing at 50% year over year with an “Enterprise Systems Strategy and Roadmap” initiative. Evaluated business process needs across the organization; prioritized the high impact/risk requirements; gathered detailed business process requirements and laid out five year roadmap. Assisted client with evaluation of various vendors for CRM, Forecasting, ERP and Fulfillment systems. Delivered final system architecture and detailed project plan to Executive Management and Board.

- Performed ERP system selection for various small to mid cap Pharmaceutical, Hi-Tech and Professional Services companies. The Accretive Solutions team tailored the projects according to company needs and recommended systems to fit the specific business requirements within the organizations. On several occasions, though we were brought in to select new systems, we were able to show how the issues were more process related than system related. In these cases, the solution was to overcome the shortcomings in the business process and utilize the current system in an optimized manner.

- Performed an audit of SAP-B1 system for the manufacturing process at a life science company. Based on the shortcomings of the system, evaluated various options including optimizing current system and considering other ERP systems. Eventually selected Microsoft Great Plains and assisted the client with implementation and on-going maintenance of the system.

- Performed ERP system selection for a clean tech renewable energy company. Assisted the company in defining their finance processes, evaluating multiple ERP vendors and eventually selecting SAP. The client decided to perform the implementation internally, though we assisted in developing and maturing the finance processes.

- A small networking startup had already decided to move with a specific ERP and CRM system. We assisted them by performing a gap-fit analysis to define, map their processes and identify associated gaps in the system architecture. Also defined the integration and master data requirements with the given architecture. Using our requirements, the client had a clear vision of the roadmap ahead and the implementation requirements.