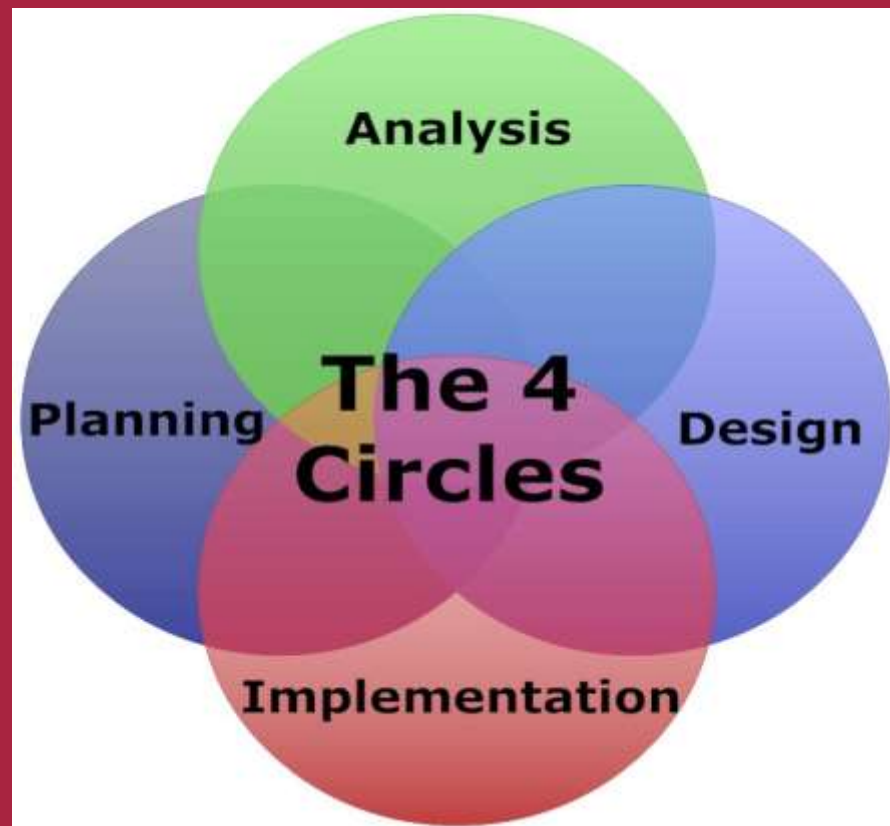




ERP Evaluation Methodology



The problem

- An unsuccessful and costly ERP implementation can be very expensive and disruptive for a company
- No one should choose a system that is not good for the company and negatively affect business development in the long run



We make you reach your "Best Value" thorough:

- Choice of an effective ERP system
- Optimisation of the existing information system
- Reduction of redundant procedures
- Total support to IT-related issues
- IT strategy aligned with corporate strategy
- Reduction of costs
- Technology enablement
- "Operational Excellence"

...and we understand...



...what it is really important in an ERP project!

- Which are the critical challenges in implementing an ERP system in the company?
- How these critical challenges can best be managed?
- Which are the project risks?
- How can the project be implemented according to its timeline?
- How can unexpected costs be avoided?



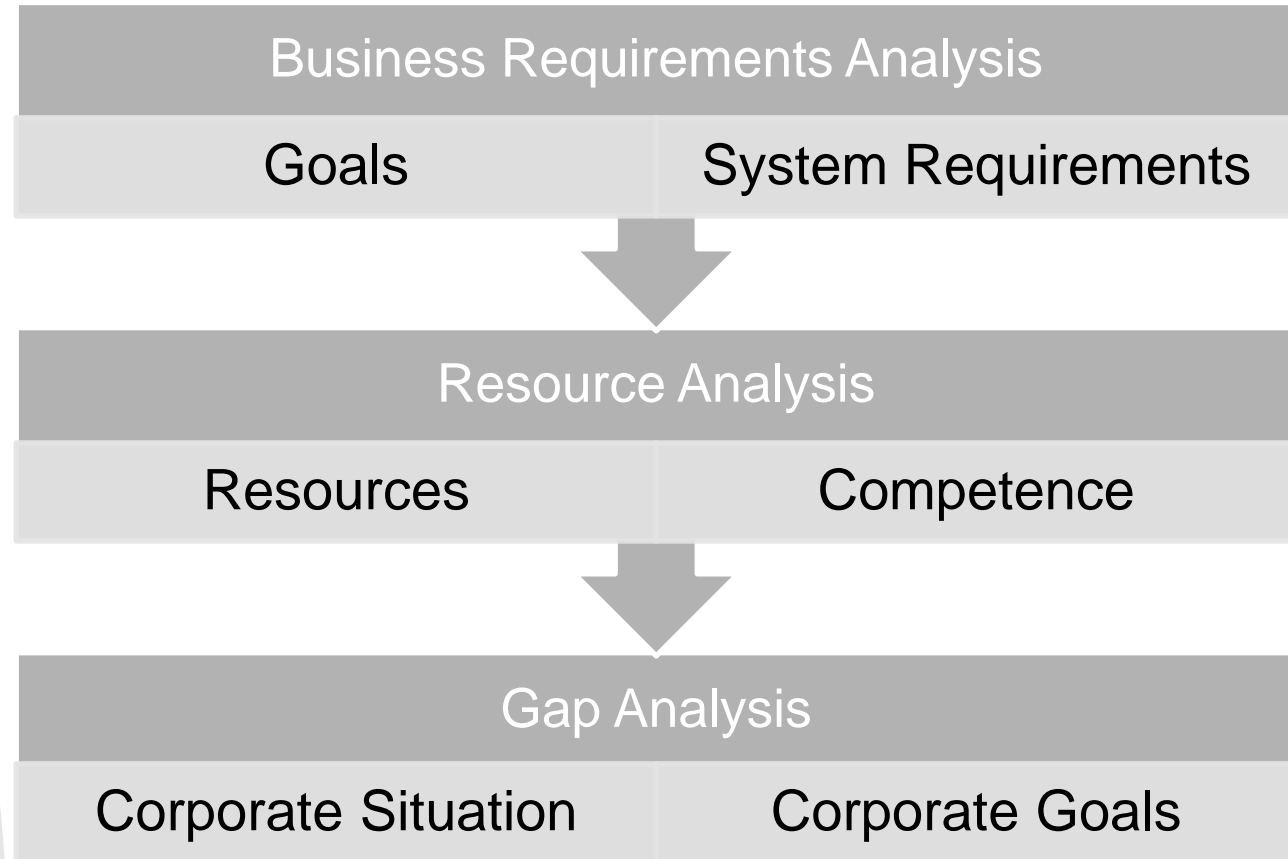
Our Methodology

Great importance is placed upon:

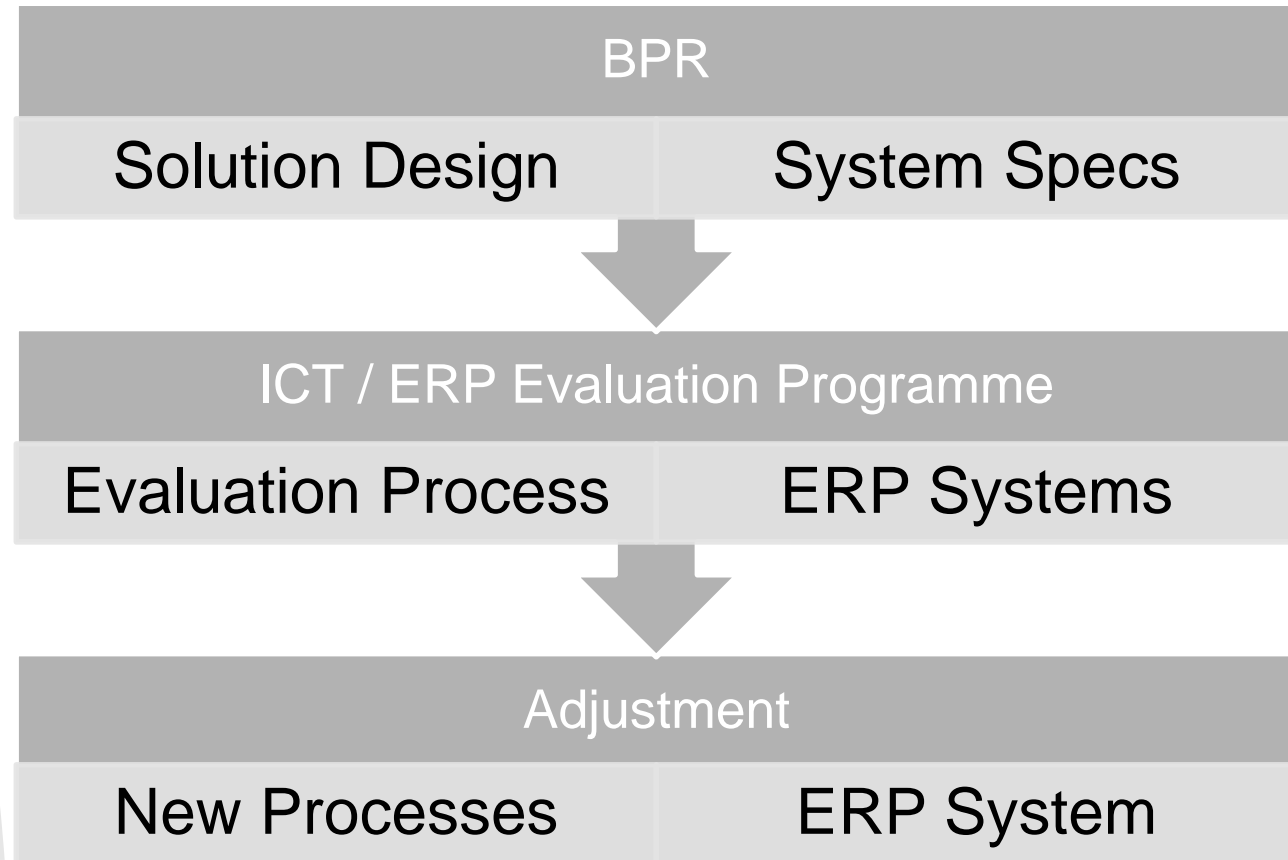
- Identifying top management objectives (Business Requirements Analysis)
- Analysing available resources and expertise (Resource Analysis)
- Identifying the gap between current situation and final business objectives (Gap Analysis)
- Providing a BPR path to fill that gap (BRP Restructure Program)
- Covering all supporting ICT issues (ICT/ERP Evaluation Program)



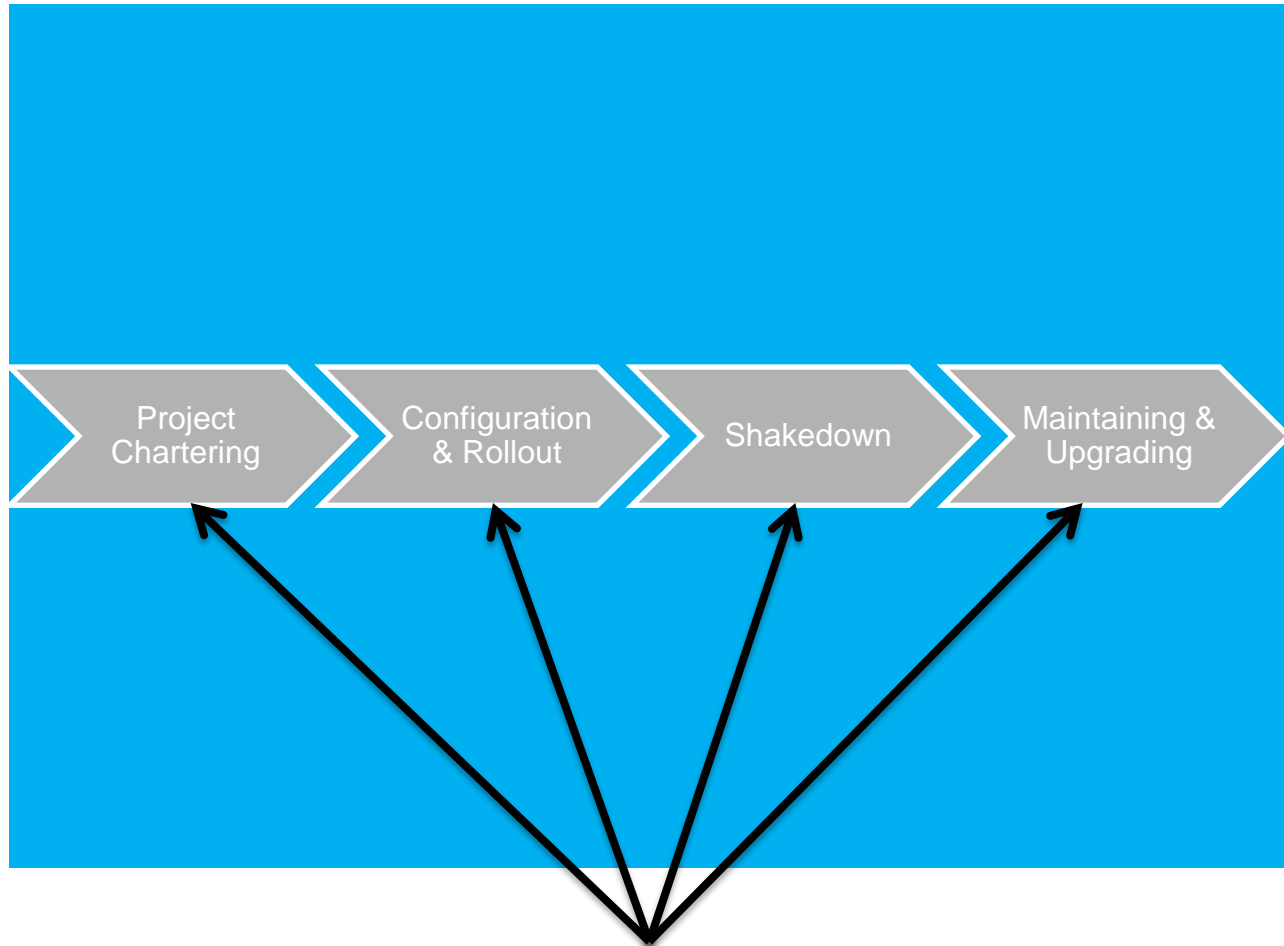
Our Methodology



Our Methodology



Our Methodology



**We support the ERP
lifecycle!**

Our Methodology

ERP lifecycle

Project Chartering:

Business case
ERP selection
Project management
Project Budget
Timeline

Roll-out:

Software configuration
System integration
Testing
Data migration
Training
Roll-out

Adjustment

Bugs fix
Work around

Maintaining & upgrading:

ROI
Process optimisation
Further training
Upgrading

Strategic Assessment

- Feasibility Assessment Checklist: we collect first analysis data and already spot some critical areas
- SWOT (Strengths, Weaknesses, Opportunities, and Threats) analysis. We use a Knowledge Management Tool Kit with a comprehensive checklist to analyse in details client's situation
- Critical areas: we focus upon key-issues
- Competence and change management
- ICT product evaluation
- Graphical tools to picture processes vs. strategic objectives
- Technology enablement macro-issues vs. strategic objectives



Current state

Process and flow charts used to spot:

- Critical areas, which will be subjected to further analysis and will be always considered as key areas in terms of organisational change impact
- Grey areas (situations where responsibility and process overlaps exist)
- Black holes (departments, roles, and data repositories where information is stored without a reason)
- Dangerous situations, that could jeopardise BPR processes (like serious organisational flaws)



Future state

We design the future state the enterprise should have. Here, Important issues are

- Organisational change management: change issues are analysed in details, with impact statements affecting the client's organisational structure
- Process management: new processes are designed, where it is necessary, and put in relationship with organisational change
- Future technology enablement to support organisational and workflow change is taken into consideration
- Human resources are then considered to support all change issues



Future state

We describe how change would:

- Affect critical areas
- Make clarity on grey areas
- Eliminate black holes
- Eliminate serious organisational flaws



Gap Analysis

We state:

- Existing gap between objectives and current state
- A set of solutions highlighting, for each solution:
 - ☞ Costs
 - ☞ Implementation Timeframe
 - ☞ Advantages
 - ☞ Risks



Gap Analysis

We address BPR key issues such as:

- Entrepreneur Competence validation model
- Management team support with business development models
- Determination of the existing *gap* between management chosen objectives and the *professional skills* of the personnel which is selected by the management team to reach those objectives
- Core competence assessment within the client's Human Organisational Framework



Implementation Planning

Project staffing in order to:

- Form a project team, with necessary expertise and skills
- Give indications concerning job description of missing resources
- Calculate the impact on the current resources, especially for project key figures, who may still be doing their routine jobs, while filling project tasks



Implementation Planning

Key issue:

- Most enterprises need to absorb change in digestible clumps, to avoid shocks and/or temporary paralysis of key functions
- Key changes must instead be subjected to a top-down approach, to avoid serious damages or, even worse, cul-de-sacs
- Calculate the impact on the current resources, especially for project key figures, who may still be doing their routine jobs, while filling project tasks
- Space must be left for a Continuous Growth & Improvement Analysis
- Implementation checkpoints and milestones are used extensively



Change Management

We focus on:

- Strategic Objectives
- Client's feeling about problem areas
- What was done about it
- How it worked out
- What is being done about it



Change Management

We:

- Get as much feedback is possible from employees, because change requires team work and team-spirit
- Never get wrapped up in doing change for the sake of change.
- We plan the change, by addressing these fundamental questions:
 - How do we reach those goals?
 - What do we need to reach them?
 - How long might it take and how will we know when we have reached them or not?
 - How do we co-ordinate change management activities with the client's framework?



Process Management

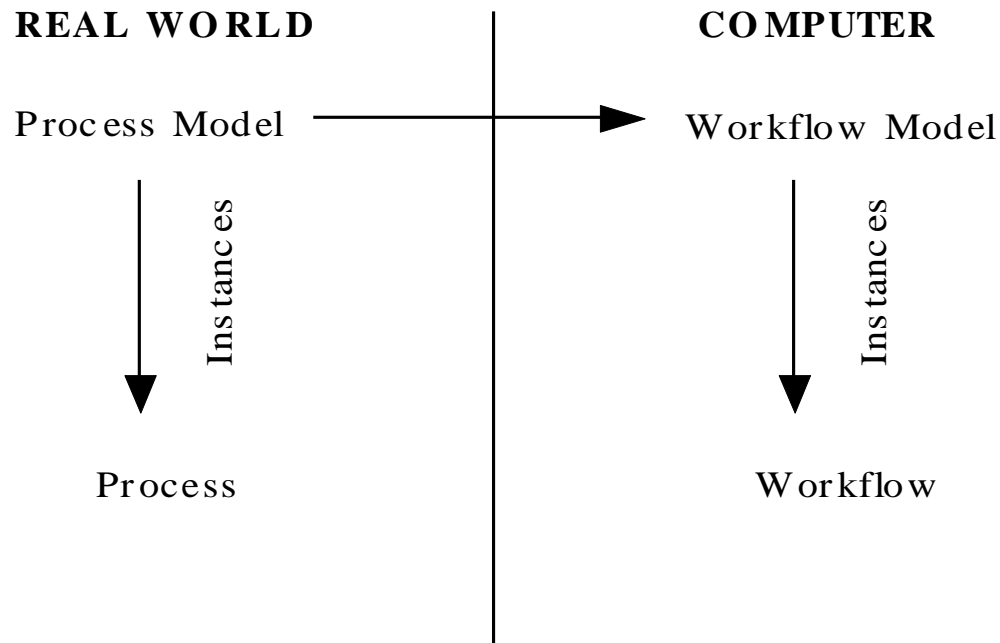
The main purpose of our process management techniques is to obtain:

- An enterprise data model
- An enterprise knowledge model
- An enterprise process model



Process Management

The ultimate goal is to reach a clear picture...

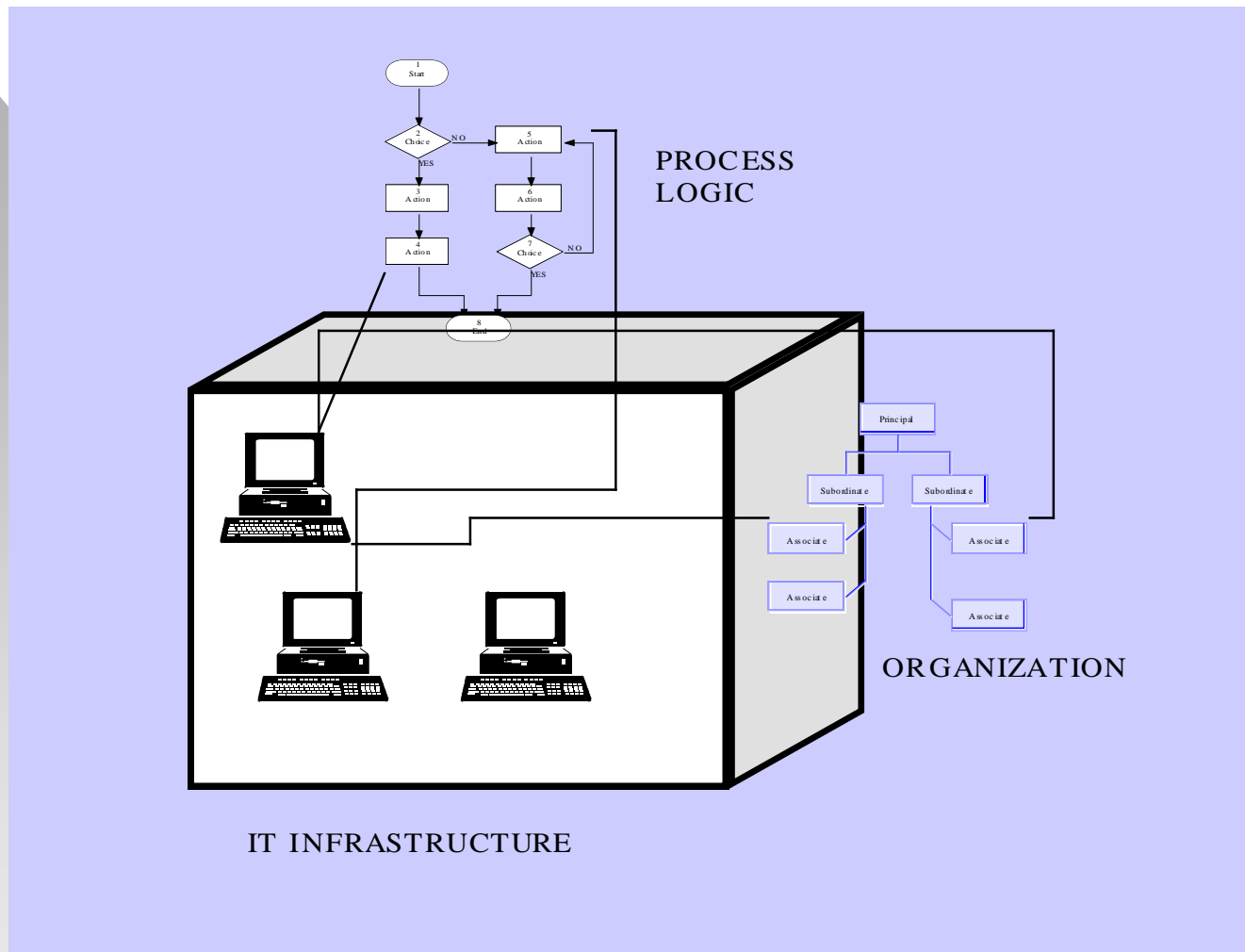


...between Real World and Computer World...



Process Management

...and figure out interactions between Enterprise Organisation...



...Process Logic and IT Infrastructure!



Technology Enablement

We evaluate every aspect concerning Technology Enablement, such as:

- ERP/ICT Evaluation
- ERP/ICT Consulting
- BPR Automated tools
- System Integration
- Supply Management Chain/Capacity Requirement Planning
- Production and warehouse control
- E-Business (supplier-centric models)
- Data warehousing



Technology Enablement

We operate according to the following international standards:

- Institute for Certification of Computer Professionals (ICCP), ACP standards
- American Society for Quality (ASQ)
- Capability Maturity Model (CMM) for software development
- AGILE
- PRINCE2
- Rapid Application Development (RAD)
- Joint Application Development (JAD) Teams
- Work Flow Management Standards
- Australian Enterprise-wide Risk Management Standard



ERP Evaluation

We evaluate products coming from many nations...



...and many many more!

ERP Evaluation

We offer:

- Structured evaluation process
- Evaluation matrix
- ERP system selection process
- ERP vendor evaluation
- Comparison between advantages and drawbacks for each vendor's offer

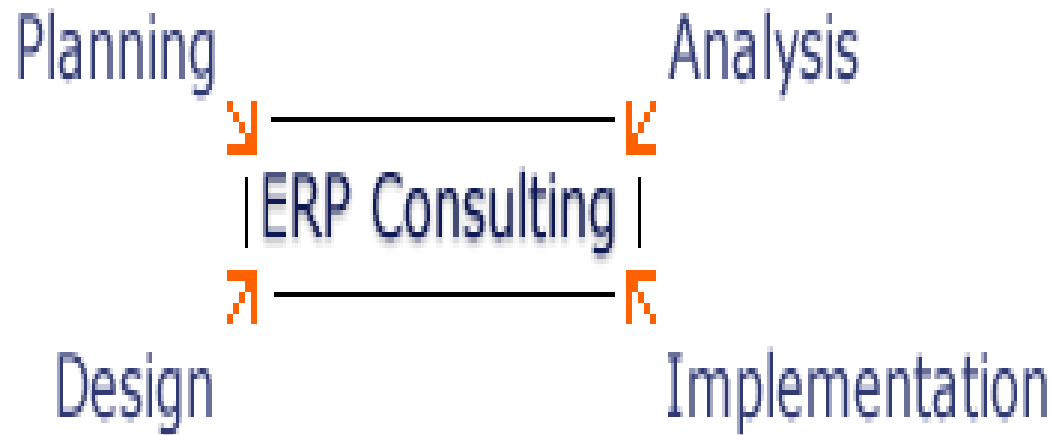


We are aiming at:

- Private enterprises, medium high segment, seeking ERP consultancies
- SMEs, seeking specialised ERP packages or specialised software modules
- Public contractors, commissioning large ICT projects or attempting to develop consultant panels



ERP consulting makes you reach...



...your **Best Value** and **Operational Excellence!**



Contact us!



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