



BUSINESS SYSTEMS SELECTION



WHY SELECT A NEW SYSTEM?

Business Information Systems, be they ERP, CRM, or otherwise, now form a key part of any growing business. The selection of a new or replacement system is arguably one of the most important decisions a business will make.

The system you choose will be enabling or restricting your company's progress for many years and, with such a volatile economy and marketplace, in order to survive and grow it's never been more important that businesses can rely on their systems to help them transform and grow.

We bring an unbiased and proven fact-based process to support your selection, ensuring you apply "due diligence" to the activity and can be confident in the outcome.

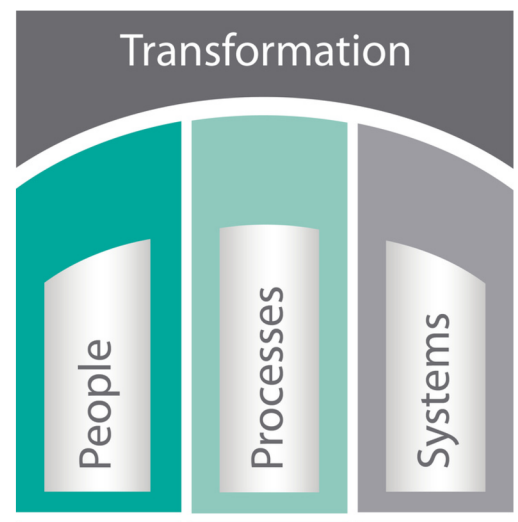
TYPICAL CHALLENGES

- Over reliance on manual processes siloed in departments
- Excessive use of off-system tools such as Microsoft Excel
- Delayed decision-making due to lack of information
- Conflicting versions of the truth
- Increase in errors due to duplication of effort and/or manual processes and data-entry

HOW MIGHT A MODERN BUSINESS SYSTEM HELP TRANSFORM YOUR BUSINESS?

We believe the successful implementation and adoption of any system that truly transforms a business, requires the alignment of people, processes and systems.

Gradient has used this 'triple pillared' approach successfully, for over 25 years, across a broad range of businesses as it provides the right level of engagement, traceability and process enhancement, whilst involving your team in the process throughout.





WHAT DOES OUR SYSTEM SELECTION INVOLVE?

Essentially, there are three distinct phases to selecting new systems:

Phase 1 - Specification

- A series of discovery sessions in order to create a formal record of your as-is processes, existing gaps and potential opportunities, a Future State Operating Model (FSOM) and then the creation of the Statement of Requirements (SoR) to share with potential solution vendors

Phase 2 - Selection

- A selection process with a number of potential solution vendors based on a detailed response analysis and report and structured demos to arrive at a preferred vendor or vendors

Phase 3 – Implementation Preparation

- Workshops to begin early planning of the implementation project with a focus on data and reports

In the first phase, we work closely with you to set out a clear timetable for the programme of work to discover and document your as-is processes and your to-be requirements. The deliverable from this work is a detailed Statement of Requirements.

The second phase is where our unique scoring process matches vendors' potential solutions to your stated requirements. This then leads to focused and relevant solution demonstrations from a shortlist enabling you to easily compare offerings and be confident in selecting the best solution for you.

Finally, we help you begin early planning of the implementation itself.

WHAT DO OUR CLIENTS SAY?

"Gradient has been a great find for Sentinel and their practical and cost effective approach was just what we wanted."

"Many thanks for your efforts on our behalf, we really appreciated your input very much during the process. Pragmatic and plenty of experience (which is a good mix)."

"We highly recommend Gradient to any company who may be daunted by the thought of making a significant investment in an ERP system and perhaps making the wrong decision."

HOW LONG DOES SELECTION TAKE?

Our selection process follows a tried and tested methodology, the main variables being the size and nature of each client's business. The overall selection of a new business system typically takes 3-4 months, very much dependent on availability of your own resources in between supporting business as usual.

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