

ENTERPRISE APPLICATION SELECTION

It Can Make or Break Your Career

Info-Tech's Consultants Bring a Proven, Unbiased, and Research-Backed Approach to Your Enterprise Application Selection.

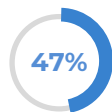
Selecting and implementing an enterprise application (EA) (e.g. CRM, ERP, HCM/HRIS) is one of the most expensive and time-consuming technology transformations an organization can undertake. Often called "the career killer," EA projects notoriously run over time and over budget, with only a margin of the anticipated benefits being realized.

Finding the best-fit solution for your organization's unique requirements demands a delicate balance of price and vendor capabilities, and selecting the wrong technology has significant – and possibly career-ending – implications.

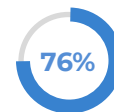
Consider This: Without the Proper Selection Process...



64% of ERP projects exceed their budget.



47% of CRM implementations are considered a failure.



76% of HRIS/HCM solutions fail to deliver expected benefits.

Our EA Selection Strategies Will Enable Your Organization To:

- ✓ Make faster, better decisions
- ✓ Get the best ROI
- ✓ Select the most appropriate solution
- ✓ Build consensus among staff and stakeholders
- ✓ Ensure business, not IT, drives the decision
- ✓ Conduct the right level of due diligence
- ✓ Negotiate the best contract
- ✓ Secure lowest cost of ownership

Our Approach: **How Info-Tech Consultants Optimize Your EA Selection Strategy**

Analysis

Conduct interviews with stakeholders
Perform business requirements gathering
Understand key business processes and priorities
Develop a longlist of qualified vendors

Strategy

Develop a request for proposal
Identify target vendors
Develop an evaluation matrix
Evaluate vendor responses
Identify a shortlist of vendors
Identify any key gaps in functionality and assess impact and options

Delivery

Manage the RFP cycle
Coordinate product demonstrations
Determine the best-fit-vendor solution based on objective and unbiased evaluations

For more on why Info-Tech Consulting Services is the right partner to optimize your enterprise application selection strategy, please contact us at:
consultingsales@infotech.com