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
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