



## Questions to ask Before Buying ERP software:

Before you commit to any [ERP system](#), you should first answer several questions about what your organization needs and wants to accomplish with its Enterprise Strategy. The answers will help you determine which applications and what kind of functionality your organization requires from its Enterprise Solution, as well as go a long way toward easing the implementation process.

Calculate/estimate your costs to ROI-time, determine ROI/ROIC and factor against purchase processes and timeframe to execution. (Process costs: overall time commitment, vetting the vendors, personnel involvement, developing needs-analysis, selection processing, infrastructure requirements, installation, training, implementation, support, future costs planning, etc.)



**Do your organization's business leaders support the [ERP implementation](#) project?**

- ✓ Are they involved in deciding which business processes are included in the ERP package, how to phase in the rollout and how to measure success with the implementation? For ERP to succeed, executives throughout the organization — especially those heading up the various departments that will use the ERP applications — must be a part of the rollout.



**Who are the line-of-business professionals that can be responsible for measuring the business benefits relevant to their department's ERP modules?**

- ✓ Employees beyond the IT department need to own the success of the ERP deployment.



**Who will be the ERP project manager?**

- ✓ One person/backup — an outside consultant or a current employee — should be in charge of managing the process to choose an ERP solution; coordinating demos and consultations with vendors; leading a team of representative from each area of the company, including finance, sales, human resources and manufacturing; and coordinating meetings between with key users of the new system.



**What are the specific business problems you need to solve with ERP?**

- ✓ For instance, do you need to shorten product lead times or improve communications with your suppliers? Are there industry-specific regulations to which your company must adhere? Quality and reporting requirement such as FDA Part 21?



**What are the goals and metrics that you will use to measure the business benefits of your organization's new ERP solution?**

- ✓ A good starting point for these metrics are the KPIs — such as inventory accuracy, cost reductions and month-end closing processes — that your company is already tracking.



**What features and functions do you need from a new ERP solution that will help increase users' productivity and provide access to the business data users most need?**



**Are there best practices you need to adopt with the ERP implementation?**

## Enterprise Resource Planning (ERP) Solutions Checklist



**If your organization operates around the world, are there foreign currencies and languages that your ERP solution must support?**



**With which modules will you begin rolling out your ERP package?**

- ✓ Midmarket [ERP systems](#) are modular to allow phased implementation, first rolling out the features that will meet your organization's most critical needs. Taking the implementation in prioritized steps gives IT managers and ERP users a chance to learn new processes.



**Is the prospective ERP solution built with SOA capabilities?**

- ✓ Called by many the next big thing in enterprise technology, SOA allows for a more agile and flexible IT environment, connecting systems and automating manual business processes — which is exactly what you want your ERP system to do.



**Which users across your organization will need to be trained on the new system?**

- ✓ As with any new system, the success of your ERP implementation will largely depend on end-users' ability — and willingness — to adopt it.



**Does your ERP solution integrate, using standard technologies, with other mission critical applications?**

- ✓ Enterprise Integration is an absolute must for controlling costs, management support, customer and supplier management, business intelligence and enterprise readiness and continuity.



**What applications currently does your company require to complete your ERP solution that must be satisfied by 3<sup>rd</sup> party software and hardware?**

- ✓ Such as barcode, warehouse management, CRM, analytics, reporting, e-Commerce and SaaS?



**Is your ERP Solution packaged or modular?**

- ✓ When considering the overall end-costs for the first year, how has the solution been packaged?

 **What implementation methods are being considered and what tools are being brought forward to manage the people and processes?**

- ✓ Considering that implementation may take some time, it is critical that the end is visible from the start. All charted paths and processes must be fully documented and spelled out.

 **Will the ERP package be able to adapt to changes in your business as your company grows?**

- ✓ Understanding the future growth keeps a business adaptable.

 **Which of the nine essential products are a current priority?**

1. Accounting Software
2. Distribution Software
3. Manufacturing Software
4. Quality Management Software
5. Supply Chain management
6. Customer Relationship Software
7. Human Resources and Payroll
8. Disaster Recovery Planning
9. Technology and Infrastructure
  - a. Cloud Hosting and Bandwidth
  - b. IT and Security
  - c. Networking and Communications
  - a. Telephony and BYOD

 **Which of the four-part systematic approach best meets your needs:**

- ✓ **Infrastructure** – Hardware, software, systems, architecture
- ✓ **Integration** – seamless interoperability
- ✓ **Implementation** – system utilization, business performance, beneficial execution
- ✓ **Introspection** - Built for future, growth and profit

**About Supply Chain Coalition:**

For over 30 years Supply Chain Coalition's integrated ERP software solutions for businesses around the USA. Specialize in end-to-end enterprise solutions concerning hardware and software encompassing the whole of company technologies. Your company can benefit from building a sustainable, successful operating profile through process integration, automation of people, processes, and systems to prepare for future, growth and profit.

If you would like to know how Supply Chain Coalition can eradicate the complexities of enterprise software, and help your company build strong foundations, and be on the cutting edge of technology, please contact us: [gpoe@scc-co.com](mailto:gpoe@scc-co.com) or 208-919-3970.