

A scenic mountain landscape with hikers on a rocky peak. The background shows rolling hills and a valley under a clear blue sky. Three hikers are visible on the rocky ridge: one at the top, one on the left, and one on the right. The hiker on the right is wearing a bright green vest. The overall scene is bright and clear, suggesting a high-altitude environment.

LET US

GUIDE YOU

TO SUCCESS

ENTERPRISE SOFTWARE CLIENT SIDE IMPLEMENTATION ASSISTANCE

IMPLEMENTATION

PROJECTS AREN'T

EASY

The increase in operational performance, reduction of administrative burdens, increased visibility of quality and timely information are just some of the benefits that Enterprise software packages are implemented for. Unfortunately, for many these benefits are not realised, with many projects failing to even implement the Enterprise software to begin with.

If Enterprise software projects were easy then why are the majority of projects still failing? A recent study conducted by Panorama found that 61% of Enterprise software projects take longer, 74% cost more and 67% realise low business benefits.

A research study conducted by our director Jamon Johnston, found that the top reasons for Implementation projects failing are:

- Lack of Executive Commitment
- Unclear understanding of what the company wants to achieve
- Inconsistent expectations
- Inexperienced Project Management
- Lack of a detailed plan
- Project doesn't get best resources
- Unclear responsibilities
- Underestimation of effort required by staff and management



- Underperforming Implementation Partner
- Scope creep
- Over-customisation and a lack of acceptance of process change
- Inadequate testing
- Insufficient Change management
- Limited training

SUCCESS

IS STILL

ACHIEVABLE

The successful projects had the following things in common:

1. They understood the problems and defined the implementation project objectives
2. They involved the right people in the implementation project at the right time
3. They focused on business processes and requirements
4. They selected the right fit software and implementer
5. They had realistic expectations
6. They tackled data migration early
7. They allowed for adequate training and change management
8. They measured and monitored project success

To be able to do all these things properly, relies on expertise and experience in Enterprise software implementation.



SUCCESS

REQUIRES

EXPERIENCE

When building a house you can manage the entire project yourself, source contractors, architects, surveyors, electricians and other trades persons, scheduling each of them, communicating your requirements to them and understanding their technical jargon. This is possible, if you have had experience in the trade yourself or have managed builds before, but more often than not, you would look to a building company to do this for you based on a design you agree on. Yet with Enterprise software implementations, many organisations opt for a DIY approach, where experience and expertise is a differentiating factor.

There are not many project managers within an organisation that have been through an enterprise software implementation before, even less with multiple enterprise software implementation under their belt. This is because enterprise software projects tend to only be initiated every 10 or so years,. To make it even more complex, by the time an organisation decides to change their enterprise software package the standard features and functions, vendors and products have most likely changed since they last looked. So unless they are up to date with the industry it is unlikely that they will have the expertise to be able to successful guide an implementation.



Trust your Enterprise Software Implementation to experienced PMs

BEWARE THE

LONE WOLF

CONTRACTORS

There are many external contractors who claim to have a wealth of Enterprise Software Solution implementation experience and sell themselves as project managers to companies looking to implement new Enterprise Software Solutions.

Not all external Enterprise Software Implementation consultants are created equal. Below is a table that shows you why.

	Solution Minds PM	Internal IT PM	Contractor PM
1. Enterprise Software Specialist - History of successful implementations - Worked with many vendors and Partners	✓	✗	?
2. Understands your business model, processes, systems, people and drivers for change	✓	✓	✗
3. Proven methodology for <u>all</u> 'client-side' activities –Project Mgt, Change Mgt, Data Migration, Testing, Training & Support	✓	✗	✗
4. Project Leader – provides expert guidance for all aspects of your enterprise software project to lower risks	✓	✗	?
5. Project Compliance and Admin – follows PM standards	✓	✓	✓
6. Effective Vendor mgt. and protects your long-term relationship with the Vendor	✓	✗	✓
7. Access to big team of project managers and consultants – for advice and assistance	✓	✗	?
8. Independent and represent your interests 100%	✓	✓	?
9. Value for money	✓	?	✓
10. Best chance of a successful enterprise software project	✓	✗	✗

WE BRING STRUCTURE AND SECURITY

Your Success is Ours. We are Australia's leading Independent Enterprise Software Consultants.

Our Client Side Implementation Assistance Services are specifically designed to address Enterprise Software Implementation Risks to bring experience, structure and security to your project.

Project Governance

- Independent Enterprise Software Specialists
- Expert Guidance and Advice for Steering Committee
- Minimise Risk and Provide Effective Mitigation Strategies
- Quality Assure Deliverables and Stage Gates

Project and Change Management

- Extensive PM and Enterprise Software Experience to lead Projects
- Effective Partner Management – ensure they deliver
- Strengthen Your Team
- Focus on your Processes and People

Proven Methodology

- Vast library of Good Practices and Templates
- Quality Deliverables
- Save You Time and Effort
- Deliver Project on Time and Budget

Business Outcomes Focused

- Bridge the Gap Between Vendor and Client Understanding
- Provide Business Analyst/Systems Analyst capability
- Avoid Project Delays Due to Rework
- Get the Business Outcomes You Expected

OUR IMPLEMENTATION PROJECT TRACK RECORD



OUR

CLIENTS HAVE

SUCCEEDED

Don't just take our word for it here are just some of the feedback we have received over the years for helping clients implement their Enterprise software solutions.

"Solution Minds brought deep experience and an array of IP that contributed greatly to our ERP Implementation success"

CIO and Project Director - Programmed Group

"This is the best project we've ever done"

COO and Project Sponsor - Straits

"Very professional and always went the extra mile"

Group IT Manager and Project Director - Neptune Marine

"Demonstrated a real sense of ownership and responsibility"

CEO and Project Sponsor - Land Surveys

***"I strongly
recommend
Solution Minds"***

CEO and Project Sponsor - Silver Chain



ENGAGE

SOLUTION

MINDS TODAY

Knowledge

Independent Specialists not Generalists
Extensive market knowledge & IP
This is what we do for a living

People

Big team with deep systems and process improvement experience
Guided self service to full consulting support to lead your project to success

Technology

Game-changing Decision Support technology
Cloud BPM tool
Rapid process analysis and requirements definition

Methodology

Comprehensive, proven and efficient
Quality outputs
Lower Risks

SOLUTION MINDS