6 key steps for ERP selection success

Ensure your ERP journey is the right one with our guide

1. Consider an ERP consultant

ERP systems support small businesses that want to streamline their processes and people while taking advantage of new opportunities as they arise.

A consultant will guide you through many of the pitfalls and make sure that you are not being overcharged by sanity checking the ERP vendor proposals. They will also chair your vendor meetings, make sure you get answers to the right questions and generally steer you in the right direction.

Our only caveat is that you make sure that your consultant is truly independent. The best ERP implementation for your business requires a level playing field for all ERP vendors.
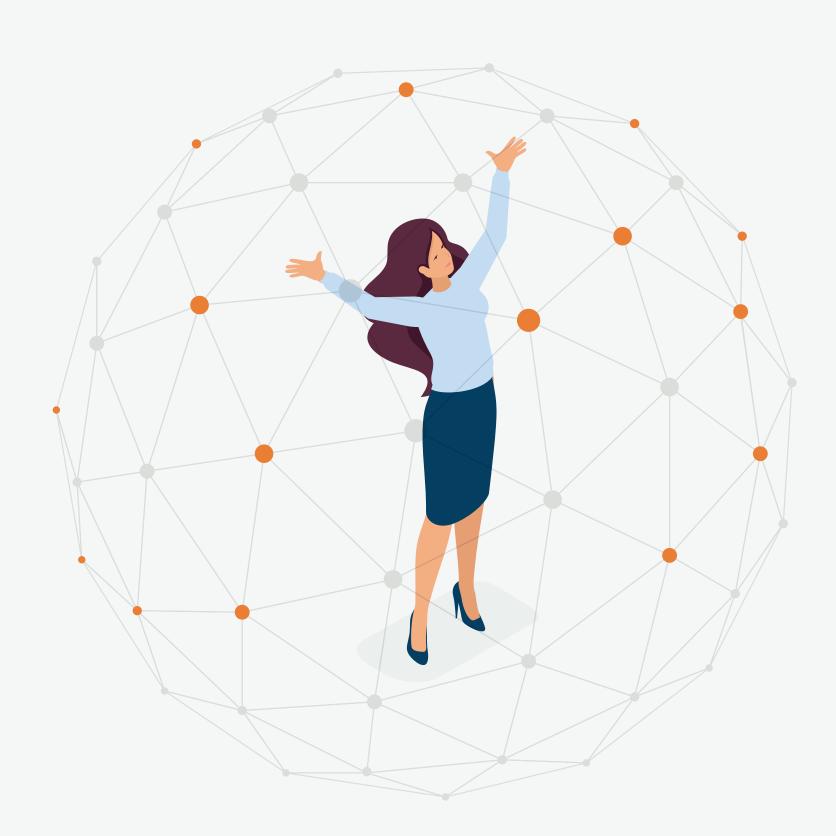
2. Do your homework

By this, we mean research the potential ERP developers that you are considering.

Ask yourself questions like:

- Have they ever failed in delivering an ERP implementation?

- Am I buying a 'brand name' just because they 'sound good'?

- Can I visit one of their existing clients to see how they are getting on?

There are many more questions you can ask within this area. Take time to research, generate questions and get answers.

3. Analyse your own business needs

Involve your whole company in this process and ask them to prioritise required functionalities according to their importance and frequency of use.

You may want to make a list that includes the following criteria: 'must-have' functionalities, features that need to be implemented immediately, and features that you want in the future.

4. Clarify overall cost

Make sure that you know exactly what you are paying and what you expect to get for the price.

The price should include:

- ERP software (all qualified software modules for the implementation)
- Services (implementation services such as configuration, customisation and training)
- A projection of monthly ongoing costs (licensing and support etc.)

An initial proposal from Enapps is usually plus or minus 10% when compared to our final proposal. This price only increases when a new functionality, that we didn't know about initially, is added at a later stage of the project. This point is crucial in preventing 'bottomless pit' project costs.

5. Prepare for ERP implementation

Identify someone within your organisation who will be the 'go-to' person for the ERP implementation.

Ensure this person is allocated the time to deliver the required ERP support for both internal and external contacts. This will create a much smoother environment for project delivery.

If you cannot identify an internal person then consider getting an external contractor to manage the ERP project until it goes live.

6. Ongoing support and development

Make sure you know how ongoing support is going to be provided, what it covers, costs and if it is delivered by your ERP solution provider.

Is it covered as part of your monthly costs? Since customer requirements can develop, a company may need slight changes or completely new functionalities and features after the 'Go Live' stage. Enapps cover all hosting, maintenance and bug fixing as part of the monthly costs and custom ERP changes are charged at a similar daily rate to the implementation (support hours) or are covered in one of our monthly support packages.

ERP selection success

These 6 simple steps make all the difference

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Ongoing support and development

Analyse your own business needs

Clarify the overall cost

Consider an ERP consultant

Prepare for ERP implementation

enapps

enterprise applications

Here to guide you through every step

Begin your ERP journey with Enapps

Call our team at Enapps today on 020 8090 9222

Speak to one of our experts now and we'll be happy to discuss your ERP requirements in more detail.

Email us your enquiry or visit our website

Email enquiries@enapps.co.uk or visit enapps.co.uk for more information and to book your free ERP demo.