

PREPARATION

- ☐ Scrutinize your own operations
- ☐ Get buy-in and support from the CEO and other C-suite executives; front-line employees—shop floor, procurement, and core functions like HR and accounting—are equally important
- ☐ Determine the baseline metrics—key performance indicators (KPIs)—for core business processes
- ☐ Inventory and map current systems, workloads, and workflows, as well as the data the systems process, store, and transmit
- \square Answer questions such as:
 - Are systems and data siloed or well-integrated?
 - Is data consistent across operations?
 - Are there regulatory/compliance demands for how data is secured or where it is geographically stored?
 - Do mobile employees have the access and data they require?

SELECTION

☐ Only after companies have performed an internal business assessment and considered the variables associated with different deployment architectures should they begin to evaluate the specific functions and characteristics of different ERP solutions.

- ☐ **Consider a hybrid solution** that pairs on-premise applications with complementary cloud-based elements
- ☐ Ensure that the general-purpose functions of an ERP suite are as capable and on point as possible
- ☐ Evaluate industry-specific functionality and built-in best practices; look beyond core ERP functions and processes
- ☐ Be prepared for a complex change management operation

ACTION

- ☐ Proper phasing of an ERP deployment is critical
- ☐ Establish clear priorities and schedules for:
 - Management reviews and approvals
 - Employee training
 - Data migration
 - ERP module implementation sequences
- ☐ Modify employee permissions and access rights to specific applications and data
- ☐ Monitor, evaluate, and modify