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## Entsogo GO!™ ERP Assessment Program

*Your business goals drive technology investment.*

Your customers are becoming more demanding - pressuring your organization to deliver higher levels of service and responsiveness. In turn, organizations like yours are turning to ERP technology solutions to deliver timely information to customers via the web, improve internal productivity and process, and share data (and designs) with partners for efficiency or competitive edge. Technology options are numerous, and infrastructure options such as SOA are becoming more important.

In addition, the manufacturing sector is experiencing macroeconomic issues – from rising demand, emerging market competition, the cost of raw materials, customer requirements for 'green' products from 'green' companies; emerging business models due to acquisition, consolidation, restructuring or the necessity for improved collaboration with external partners. Government creates the need for regulatory response.

Each of these issues contributes to a new agenda of key challenges for manufacturing...how to effectively map technology to the strategic goals of the business?

Whether your organization demands improved flexibility and agility from your current ERP investments or, you need a better understanding of what it would take to modernize them, Entsogo and HP can help your IT organization become better aligned to the business goals of your enterprise. Entsogo can help your team unlock differentiation and competitive advantage – through our unique business insight and domain expertise. Entsogo has over twenty years experience in complex technology / ERP implementation for manufacturing – specializing in application management and application modernization. Entsogo has an extensive partner network across the broader corporate agenda that can be leveraged for significant client business value.

## The Program

GO! is an assessment program designed to assist your organization in self-identifying and addressing key business challenges and goals.

A large percentage of the problems in effective ERP solution implementation can be attributed to poor requirements elicitation. The difficulty lies not in documenting what is “wanted”; it is instead the effort required to help figure out what is “needed” that can be successfully provided with cost and schedule parameters.

NOTE: Half of the features provided in the delivered software and labeled as “required” are never used.

The GO! program uses a combination of structured interviews, pre-work and elicitation workshops. The workshops include activities such as brainstorming, modeling, document analysis and scenario building.





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The advantages in our assessment methodology include:

- Consensus
- Participant commitment to the work products and project success
- Teamwork
- Resolution of political issues

## The Goal

The GO! assessment process utilizes a holistic approach that includes a top-line analysis of business strategy, evaluation of key business process, current IT capabilities and human resource capital. The program helps organizations analyze their ability to meet strategic goals and helps them identify self-funded ROI from technology investment.

## The Advantages

Well designed and well executed requirements gathering practices are the most effective and stable way to define actual requirements and increase the quality of solution choice and reduces the cost of solution deployment.

- Reduce opportunities for Project Scope Creep
- Save minimum of 5 – 15% total project cost
- Reduce risk of project failure by 50%
- Provide a 10-to-1 return on investment
- Identify self-funded ROI
- Faster Time to Value

## Time-Line

The Entsgo GO! Assessment process cannot be rushed due to the inter-dependencies of certain elements of the process. Shown below is an outline indication of the expected time taken for each element based on previous experience. Due to the fact that no assessment projects are the same and possible geographical/time-zone differences, these timelines should be used for guidance only.

Time shown is measured in units of working days.

- Non-Disclosure Agreement – 1 ~ 3 days
- Orientation – 3 ~ 5 days
- Pre-Work and Interviews – 2 ~ 10 days
- Workshop – 1 ~ 3 days
- Analysis – up to 10 working weeks depending on the nature of the project
- Deliverables – 5 ~ 10 days
- Presentation to client – onsite or WebEx™ ASAP following completion of the Assessment





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## Non-Disclosure Agreement

Prior to any investigation of strategic initiatives, all parties that will have access to client-confidential information for the purposes of the Assessment and any subsequent work, should complete the Entsgo Non-Disclosure Agreement.

This is to provide mutual protection of the interests of all parties involved.

## Orientation

Prior to an Assessment, it is important that we have an indication as to the type of environment in which the client is working. Not only is this so that we can plan accordingly for the Workshop, but also to allow us the ability to prepare agendas.

Prerequisite: Completed Non-Disclosure Agreement.

## Pre-work and Interviews

In order to provide an accurate view of the client's working environment, it will be necessary for us to gather information from Executive, LoB (line of business) and technical staff. Prior to the interview(s), Entsgo staff will prepare interview agendas that will be approved by the customer.

Prerequisite: The Interview(s) cannot be scheduled until the Orientation has been completed. We also need an approval from the customer to participate in the Pre-work and Interviews. The Agenda(s) are agreed upon by all parties.

## Workshop

The Entsgo Assessment Workshop is the primary discovery vehicle for both Entsgo and the customer. The workshop provides the opportunity to brainstorm, exchange ideas, define strategic imperatives and uncover key challenges in business process, business models and business operations.

The Workshop is a structured meeting in which a carefully selected group of stakeholders work together to define, create, refine and reach closure on models and documents that represent the requirements.

Prerequisite: Pre-Work and Interview(s)





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## Entsgo GO! Assessment Deliverables

The Entsgo GO! Assessment Report Documentation describes the findings subsequent to the analysis/review of the client's current environment and what approach is recommended. The report incorporates the following information:

- Executive summary
- Current situation
- Technology options
- Technology approach
- Risk analysis
- Success metrics
- Ballpark estimate
- Follow up recommendations

## Assessment Presentation

At this point we prepare a presentation based around these deliverables, and present the report to key executives and stakeholders. This is normally held either F2F or via WebEx teleconference with the participation of HP.

Prerequisite: The Entsgo GO! Assessment

