

Application Effectiveness Audit

- 1 **Data Gathering** to understand the client's business and use of the existing system
- 2 **Problem Analysis** to identify symptoms of lost value, gather evidence that these symptoms are real, and determine the root causes that constrain the effective use of the system
- 3 **Recommendations** to identify and prioritize the most important changes for realizing increased value. Recommendations may include business process changes, organizational changes, and system changes.
- 4 **Action Planning** to formulate a practical implementation plan to carry out the recommendations.
- 5 **Implementation Program Management** to oversee, coordinate, and assist in carrying out the recommended actions.

Many companies have made huge investments in information systems such as Enterprise Resource Planning (ERP). Yet a recent Conference Board survey revealed that 40% of the respondents failed to achieve their business case for implementing ERP. The survey noted that many companies require "substantial post-implementation efforts to identify and measure shortcomings and deficiencies" in their use of the system.

We have found several reasons for these shortcomings. First, many companies find initial implementation so difficult that they postpone key deliverables until "Phase II" (which often never occurs). In some cases, companies do not conduct adequate education and training. In other cases, companies are reluctant to make difficult changes to business processes or organizational structure. A company may have a new system but still be doing business in the old way. In other words, the system may be *installed* but it is not fully *implemented*.

To address these needs, Strativa offers a rapid and cost-effective audit to help companies receive the value they sought when they invested in ERP. We identify major constraints to effective use of the system, formulate recommendations, and assemble an action plan for full realization of benefits. With consultants who understand both the business-side and the technology, we zero in on significant cost-savings, increased productivity, and improved profitability.

Before spending money on new systems, why not be sure that you're getting all the benefits from the system you already have?

Business Processes

- ✓ Customer order promising
- ✓ Pricing and discounting
- ✓ Sales forecasting
- ✓ Engineering change management
- ✓ Material planning
- ✓ Inventory control & accuracy
- ✓ Accounting processes
- ✓ Service parts management
- ... and many others

Industries

- Electronics
- Medical Devices
- Consumer Products
- Capital Equipment
- Aerospace & Defense
- Process Industries
- Wholesale/Retail Distribution
- Financial Services

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