

# System Selection

*Making the Right Choice – First Time*

BUSINESS

PROCESS

PROJECT

IT

PEOPLE

## Key Benefits

- Selection of solution representing best strategic fit, first time
- Benefit from a partner with a full service consultancy, proven expertise and option of flexible IT or project resourcing
- Less project risk and more successful outcomes
- Buy-in from all organisational stakeholders
- Achieve faster project implementation time
- Maximise IT budget with particular emphasis on return on investment
- Ensure delivery of IT services in the most cost-effective way possible

**Decisions** to invest in a new IT or business system are critical ones, particularly in the current climate of reduced budgets and resources. Many organisations are turning to full service third-party consultants for assistance with system selection and resource delivery, to reduce decision-making risk and ensure successful project deployment.

The difficulty in selecting and deploying any IT system or application should not be underestimated. Project failures, of any kind can often be attributed to human error and it is perhaps unsurprising to learn that issues with people occur almost as often as issues with business processes or the technology itself.

By engaging in a properly structured system selection process, these pitfalls can be avoided and companies can ensure that their chosen system or application can deliver a successful and positive project outcome for all stakeholders – from the outset.

Using an external third party to help with system selection provides an unbiased and objective framework for system identification and selection.

In certain circumstances, it can also include business process re-alignment which streamlines workflows and delivers greater operational efficiency to the organisation.

## Our Services

Business system selection encompasses a structured approach with a number of key phases, each of which has clearly defined deliverables. Our services are completely modular in nature and clients can opt for support on one or all of the following phases:

- **Project Definition**  
We conduct an orientation workshop to ensure a firm, agreed footing for the project. This involves working closely with the client to identify a detailed project scope incorporating objectives, activities, roles and responsibilities as well as critical success factors.

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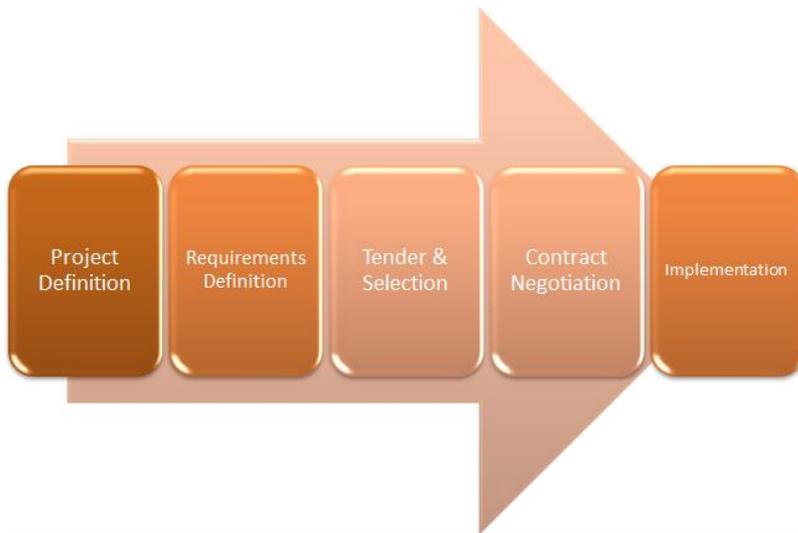
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- **Requirements Definition**

During this phase, we work with each process/function owner to generate and document requirements. We use intensive workshops to ensure full definition and integration of requirements across the organisation. This ensures that the needs of all stakeholders are fully addressed.

- **Tender and Selection**

This phase of activity involves the delivery of clear tender documentation. We also develop a full evaluation process which includes important factors such as functional fit, future-proofing, ease of integration, vendor calibre and reference site visits, resulting in the selection of the preferred system and vendor.

- **Contract Negotiation**

We can assist in contract negotiations for customers. Our extensive experience allows us to ensure that agreements are negotiated that foster project success, risk minimisation and ensure best value for money.

- **Implementation**

This crucial phase of the project requires full project management life cycle support to ensure that the selected system implementation will be successful. We can also provide this service on demand through our team of experienced project management practitioners.

### **Why choose Clarion Consulting?**

- We only use senior consultants with a proven ability to deliver. Clarion Consulting has extensive experience in systems implementation projects across many industries.

- We adopt a practical, hands-on approach, combining accepted standards and best practices with our experience of real-world, complex projects to provide superior advice and guidance to customers.

- Our work ethos is based on partnership and flexibility. Our approach is designed to implement innovative solutions to real business issues, underpinned by a thorough understanding of our clients' operating environment.

### **Clarion Consulting**

Project | Process | Technology | People

Clarion Consulting is a business and information technology consultancy specialising in program and project management, IT and business consulting, process excellence and resourcing.

With offices in Ireland and the UK, Clarion Consulting helps blue chip organisations and public sector bodies to improve organisational agility and build sustainable competitive advantage. Its portfolio of consulting services focuses on creating organisational agility through information technology, human resource development and best practice approaches to project management and process excellence.

For more information, visit us at [www.clarionconsulting.com](http://www.clarionconsulting.com)