



Thinking about a new ERP System for your institution?

That's an enormous task with implications at every level!

- *How do you ensure that the institution's decision is based upon clearly-defined priorities?*
- *How can you best prepare for and effectively drive the change-management process?*
- *Are there ways to keep the vendor playing field level?*
- *Can you minimize the disruptions of the ERP selection process and maximize the benefits?*

What's an ERP?

From Wikipedia: "Enterprise Resource Planning systems (ERPs) integrate (or attempt to integrate) all data and processes of an organization into a unified system. A typical ERP system will use multiple components of computer software and hardware to achieve the integration. A key ingredient of most ERP systems is the use of a unified database to store data for the various system modules."

For your school, your ERP is where you track all your students from admissions through enrollment to alumni -- plus student billing, grades and much more.

HERE ARE A FEW THINGS TO CONSIDER:

- *Change!* Selection of a new ERP system is the beginning of the change management process.
- There are as many different priorities as there are stakeholders in your institution – how do you best manage the "people" element of the process?
- What happens when departmental priorities conflict with broader institutional priorities? How will you manage expectations across the institution?
- ERP selection is more about *people* than *technology*.

It's the People

Selecting an ERP system is MUCH more than just comparing the features of one system against another. The real challenge is managing the disparate people and expectations across the institution. This takes time, energy and expertise.

Live with It and Love It...

...for a decision that will significantly affect your institution for 10-15 years (or more) it is important to get right. The stakes are high.

Affordable...Really

The good news is this seemingly overwhelming task can be done surprisingly efficiently and cost-effectively...with benefits beyond just the selection of a new and better software system.

Serensoft will help you...with the technology and with the more complex parts of the process.

A Clearly-Defined Goal and Process

It is tempting to contact vendors far too early in the process. This is a normal tendency...we all want to see demos! Be careful. Before the first call is made to any vendor, you must lay the groundwork: establish a clear set of goals and a process to get there. Only after clearly defining these points can you begin selecting the right ERP vendor for your institution:

- Understanding Institutional Priorities
- Agreement on Those Priorities (Faculty, Staff, IT, Executive Team)
- Commitment to the Process (Explicit)

WHY SERENSOFT?

Every institution is unique. Serensoft customizes the process for every institution. There are common components to Serensoft's ERP selection are:

Assessment

Assessment is finding your location on a map — it is understanding where you are now and where you want to be. When assessment is done completely and thoroughly, you will know where to go.

Serensoft drives this process of discovery. It is critical that assessment results be documented and communicated prior to seeing the first demo -- before even speaking with a vendor.

With a rigorous assessment, you'll learn where you are now, and where you want to be: the institution will have a clearer vision with clearer priorities... and *then* it's time to get to know the vendors.

Vendor Management

Serensoft manages all contact from the beginning with vendors so that every communication flows through us. This frees up time for institution staff to conduct their business — even during the most intense periods of the process.

This also ensures a level playing field. Serensoft is completely vendor-neutral — we will be your filter. As your representative, we are focused on your needs as a client.

Evaluation / Fit-Gap

All along the way, vendors will be “weeded out”. The evaluation begins early and doesn't end until a vendor is chosen. As fewer vendors are left, the stakes get higher and process

intensifies and Serensoft manages the process for you.

Advice & Advocacy

Serensoft will not only answer questions but actively point out things to watch out for during the different stages of the project.

By tightly managing the project to the original assessment and specifications — to the requirements of your institution — Serensoft is ensuring that the entire process is framed around your institutional objectives. Serensoft looks out for you.

Meet Serensoft

When you get to know Serensoft, you will see that we are a pure services company focused only on what is best for our higher education partners. Rather than trying to frame your issues in relation to a particular software solution, Serensoft listens to you and offers a range of solutions – including open source systems that have no software licensing costs whatsoever. Looking out for your institution's best interests is central to Serensoft's Providence Methodology.

Whether it's Learning Management, E-portfolios or Administrative Computing, Serensoft listens and designs fully customized solutions aimed at your institution's needs.

Cool concept, when you think about it.



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