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## Is Your ERP System Worth the Investment?

*t*he selection of an institution-wide software system based on user needs and priorities is a complex process with very high stakes. The truth is there is no perfect system and every Enterprise Resource Planning (ERP) decision involves tradeoffs.

The question is how to prioritize goals and make the right choice?

### Things to Consider:

• What do your users need? All offices within the institution must have a voice in selecting a new system to create **buy-in**.

• What business processes can be simplified, streamlined or standardized to make the institution more **efficient**?

• Are you tied to a single vendor or would your institution consider a **"best-of-breed"** approach?

### Why Serensoft?

Serensoft's Providence Methodology(sm) saves you time, money and hassle because we:

• Manage the change process across departments and people,

• Focus on the user needs and prioritize user "must haves" vs. "nice to haves",

• Avoid disruption to IT,

• Help you make the best software and systems choice the first time, and avoid the costs of a wrong decision.

### Serensoft has worked with...

• **Andover Newton Theological School**, Newton Centre, MA
• **Claremont Graduate University**, Claremont, CA
• **Concordia Theological Seminary**, Fort Wayne, IN
• **Endicott College**, Beverly, MA
• **Franklin W. Olin College of Engineering**, Needham, MA
• **Gordon-Conwell Theological Seminary**, South Hamilton, MA
• **Harvey Mudd College**, Claremont, CA
• **Merrimack College**, Andover, MA

# 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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