

Case Study 3 'Tech implementation' – a structured and planned approach to implementation with strong cadence, vendor management and governance



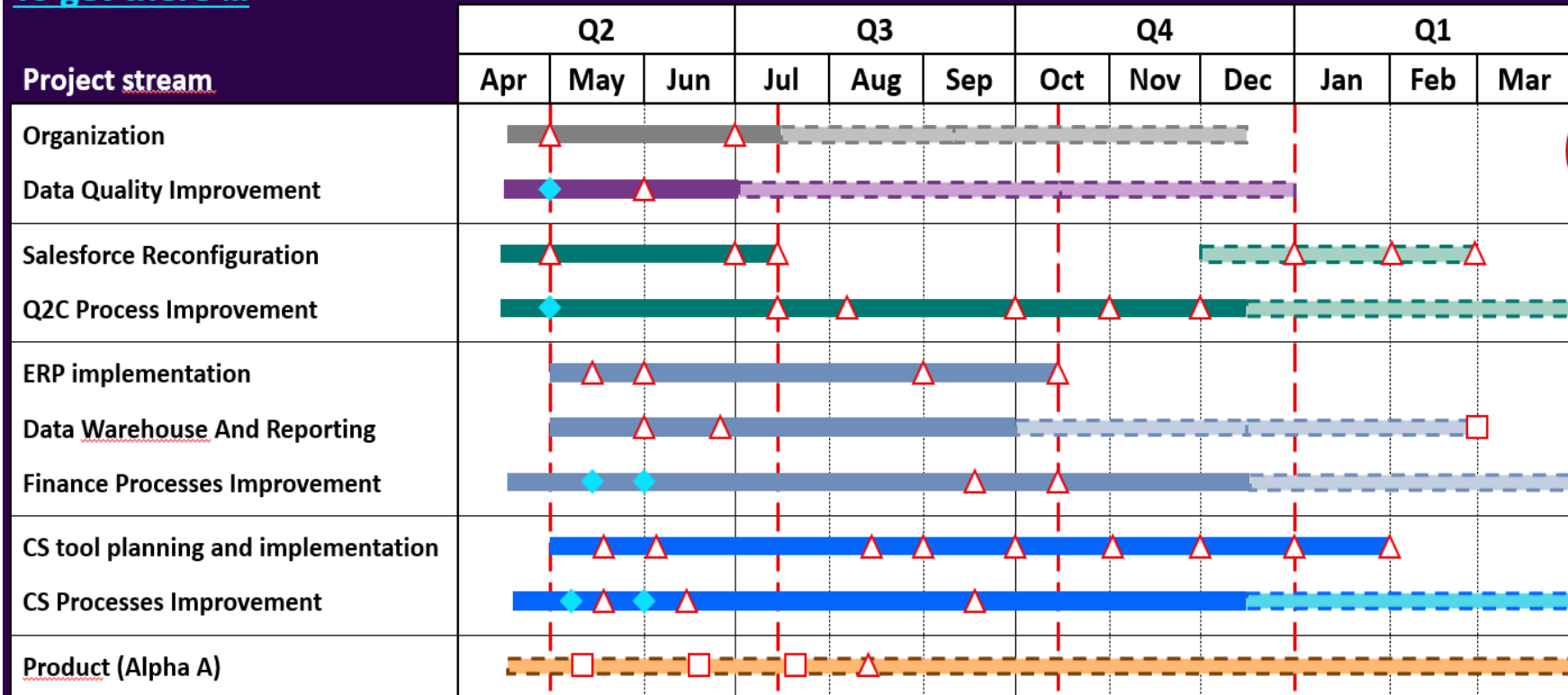
Key guidance points

- ✓ Alpha is fast growing tech company, scalability of processes is key to future stability and growth
- ✓ Align to industry best practice, challenge current way of working
- ✓ Balance growth objectives with building strong fundamentals in process/systems

Recommended solution approach

Systems landscape is immature so retooling necessary for scaling. But implementing tools (ERP/CS) without process redesign will extend the challenges to new tools. Hence, a co-ordinated program, affecting process, systems, people and data is recommended so we build the fundamentals of a strong SaaS company.

To get there ...



Budget required
 One time ~ €400K
 Ongoing ~ €250K p.a.
 2023 cash impact ~ €520K

Next Steps
 Develop detailed plan of work with the execs owning the workstreams; PMO support to be provided for maintaining cadence and timelines.

By effectively managing competing priorities, resolving vendor conflicts, reallocating budgets, sharing best practices, and keeping the team motivated, we successfully reached the finish line with resources to spare!