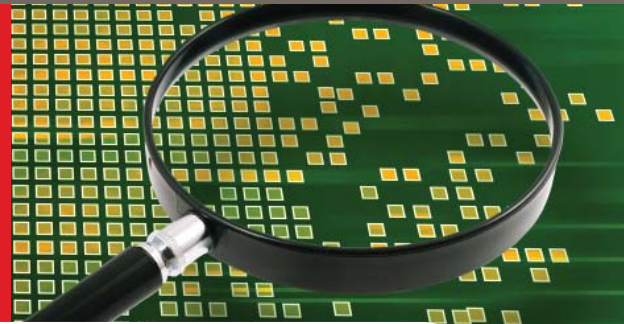




## SAP Practice



# ERP Product Selection

Embarking upon an ERP implementation can be a daunting task. Choosing the appropriate software package, however, is the most important first step. COMSYS' highly experienced senior consultants can assist you in determining your ERP software needs. Working with COMSYS enables you to leverage 15 years of ERP practice experience across a wide range of software products and industry-focused solutions. Our ERP selection approach is not to guide our clients towards a specific software package but rather to listen to our client's needs. Our step-by-step approach to product selection starts with a thorough assessment of your business initiatives and technology needs, as follows:

- **STEP 1: Organizational Interview**

COMSYS performs a series of conference calls with you, the client, to gain a high-level understanding of what your enterprise wants to accomplish. The number of resources gathered, preliminary calls or sessions conducted, and the location for accomplishing this important first step are all flexible (onsite or remote). Successful ERP product selection is only possible once a clear understanding is reached and a solutions approach is agreed upon by both client and consulting partner.

- **STEP 2: Requirements Gathering**

Frequently performed onsite, our ERP team, which consists of business process and system solutions consultants, performs the critical task of requirements gathering. Your business is unique, and so is your ERP product solution. Attempting to use the same ERP product for every client can

### ABOUT COMSYS

- One of the largest IT services and solutions company in North America with revenues over \$750 million
- 52 offices in the US and Puerto Rico with additional offices in Canada and the UK
- Dedicated SAP Service Line:
  - SAP-Gold Consulting Partner
  - SAP-Certified "Services Partner"
  - Over 12 years of SAP Consulting Experience
  - 250+ Consultants
  - Extensive Relationships with Global SAP Partners
  - Offshore Development Center

be disastrous. Therefore, several subtasks are performed to gain a strong comfort level with your existing technology environment such as client interviews, workshops, a landscape review and a business process investigation.

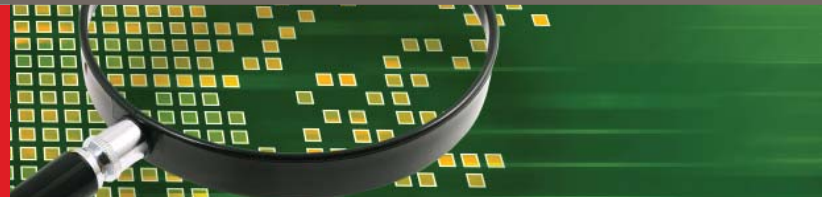
- **STEP 3: Absorption**

After gathering all the necessary data, "absorption" time is needed to process what has been uncovered. The result of this processing time is to gain a collective understanding of your actual needs in order to define business process function and software robustness. While location is not important, this phase is frequently performed at your location in an effort to maintain project momentum.

Do business. **We're IT.**



## SAP Practice



- **STEP 4: Brainstorming**

After a requirements consensus is achieved, ERP package alternatives are presented and discussed, utilizing Benjamin Franklin's classic "Prudential Algebra" technique (Pros vs. Cons). At this point, additional software product or industry expertise may be required to reach a package agreement. If so, the core team consults with our COMSYS product subject-matter experts to ensure that everything has been taken into account. At the end of this phase, the top three ERP product recommendations and the rationale behind them are thoroughly documented.

- **STEP 5: Client Presentation**

This entire process culminates with a formal presentation to you by your COMSYS ERP production selection team. During this presentation, you are given a final deliverable known as the ERP Product Selection Proposal (EPSP). The goal of this presentation and the EPSP is to provide you with all the necessary information your company needs to formulate an educated product decision. This entire five-phase process is successful only when you have achieved a comfort level regarding the available options.

### CLIENT BENEFITS

Partnering with COMSYS in an ERP product selection endeavor provides our clients with a multitude of tangible and quantifiable benefits. The everchanging world of technology requires clients to best understand not only what is available but how it can best benefit their organization.

Engaging COMSYS provides clients with:

- Industry/Business Process Knowledge
- Latest ERP Software Product Understanding
- Structured Product Selection Process
- Comprehensive Documentation/End-Deliverable (EPSP)
- Multiple ERP Alternatives with Respective Pros/Cons
- Software Agnostic Approach

### SOLUTION SUMMARY

COMSYS' wealth of software knowledge coupled with real industry experience positions us as a leading provider of ERP products and services. Through a comprehensive and software agnostic approach, COMSYS is able to objectively provide you with the best recommended alternatives, based upon the uniqueness of your business model and needs. Our goal is to provide the right type and scope of information necessary for you to make the most informed decision.

*COMSYS' ERP Practice consistently delivers industry-leading SAP, Oracle, JDE and PeopleSoft solutions to a broad range of clients around the globe. With flexible delivery options ranging from staff augmentation to fully outsourced solutions, COMSYS can custom-tailor a solution for any need. With over 5,000 active consultants and employees, a 35-year history of success, and revenues approaching the billion dollar mark, COMSYS is setting the standard for technology consulting organizations around the world.*