Why engage an experienced software selection consultant to identify your market software needs?

Organizations generally approach software selection by directly performing an independent search or by engaging with an experienced software consultant.

Organizations who independently search for software solutions often interface directly with the suppliers and resellers who are incentivized to promote and sell their products regardless if it may not be an ideal fit.

A neutral and experienced software selection consultant, helps filter, sort and prioritize the software options available in the market and provides an objective and quality software decision.

Cherry Bekaert Digital Advisory works with a wide array of accounting and enterprise resource planning ERP brands and systems intended to meet the business process support requirements of organizations small to global enterprises.

Approach

We begin by collaboratively architecting and mapping your preferred business model extricating unnecessary time, effort, cost and waste from your current underlying business process and identifying activities and deliverables needed most. This collaborative approach helps us align your organization’s business and financial operations with the most viable software option(s).
The Software Selection and Engagement Journey

Determining the Need

Business Process Review
Understand and document your preferred business process model and the specifications and functional requirements of associated software. (If previously performed, a Business Process Requirements Assessment “BPRA” may be available to provide input to this step.)

Technology Stack Definition
Determine the preferred software technology stack and software architecture (client/server, web-based, mobile application components, etc.).

Software Residency & Access
Ascertain preferred software hosting and delivery model (on-premises servers, public cloud, private cloud, hybrid, etc.).

Software Search
Research the market and engage appropriate software suppliers with commercial-off-the-shelf “COTS” solutions that are a good fit for the functional requirements of the business.

Solution Validation

On-site Discovery Sessions
Collaborative on-site discovery session with semi-finalists to validate both findings documented in the BPRA and technical and functional software requirements.

Workflow Template
Assimilate data and business process workflows for semifinalists to construct and deliver a comprehensive software demonstration.

On-site Software Demonstrations
On-site tailored software demonstrations for final selection.

Vendor Selection & Contract Execution

Reference Calls & Visits
Execute reference calls and accompany client to meet reference organizations to see software in action.

Software Configuration
Determine software applications or modules needed.

Proposal Review
Secure and review priced proposals to make intelligent and informed decisions.

Implementation Team
Collaborative review of selected vendor’s project managers and consultants to identify and assemble the preferred implementation team.

Commercial Arrangement
Negotiate the commercial transaction between client and software supplier. If applicable, research and secure appropriate financing or leasing options.

Competitive Solutions Analysis

Software Demonstrations
Schedule remote software demonstrations with each candidate software supplier, audit and supply feedback.

Fit/Gap Analysis
Compare candidate software applications against the published software functional requirements specifications. Grade and publish the results of the Fit/Gap Analysis identifying the top solutions.

Software Reference Check
Secure references and perform reference checks with semifinalists eliminating and adding if necessary candidates.

Your Guide Forward

Clients consistently rate us high on our ability to understand the issue, define the problem and provide resourceful solutions. Our staff consists of certified individuals with years of experience, enabling us to design, implement, and integrate solutions on any scale.

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