



Estimation in ERP environments

in the perspective of
Business, Organization, Techniques

The role of *Galorath's* product

SEER SEM



Large enterprises choose ERP, but do they think ' ERP ' ?

Choosing ERP means taking measurements to gain advantages:

*No more **choosing** means to undertake, but
undertake with **chosen** means*

Purchasing ERP is only the start



ANALYSIS

BUSINESS MOTIFS

ORGANISATION MOTIFS

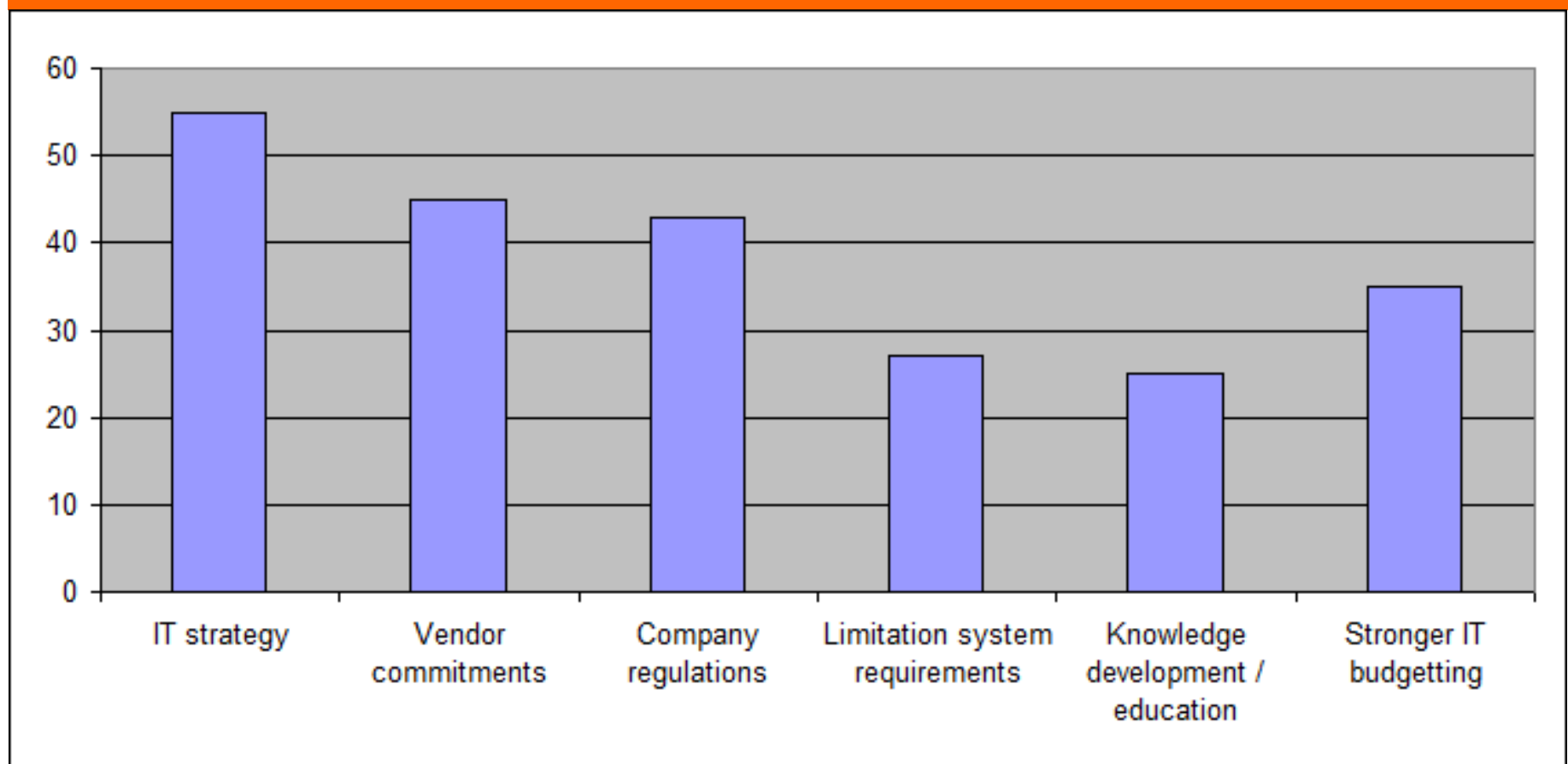
TECHNICAL (IT) MOTIFS



Business motifs

	percentage
Better control of IT investments	78
Time to market	74
Future proof	71
Proven technology	68
Standardisation	57
International rules or reporting (IFRS, SARBANE OXLEY)	35

Measurements



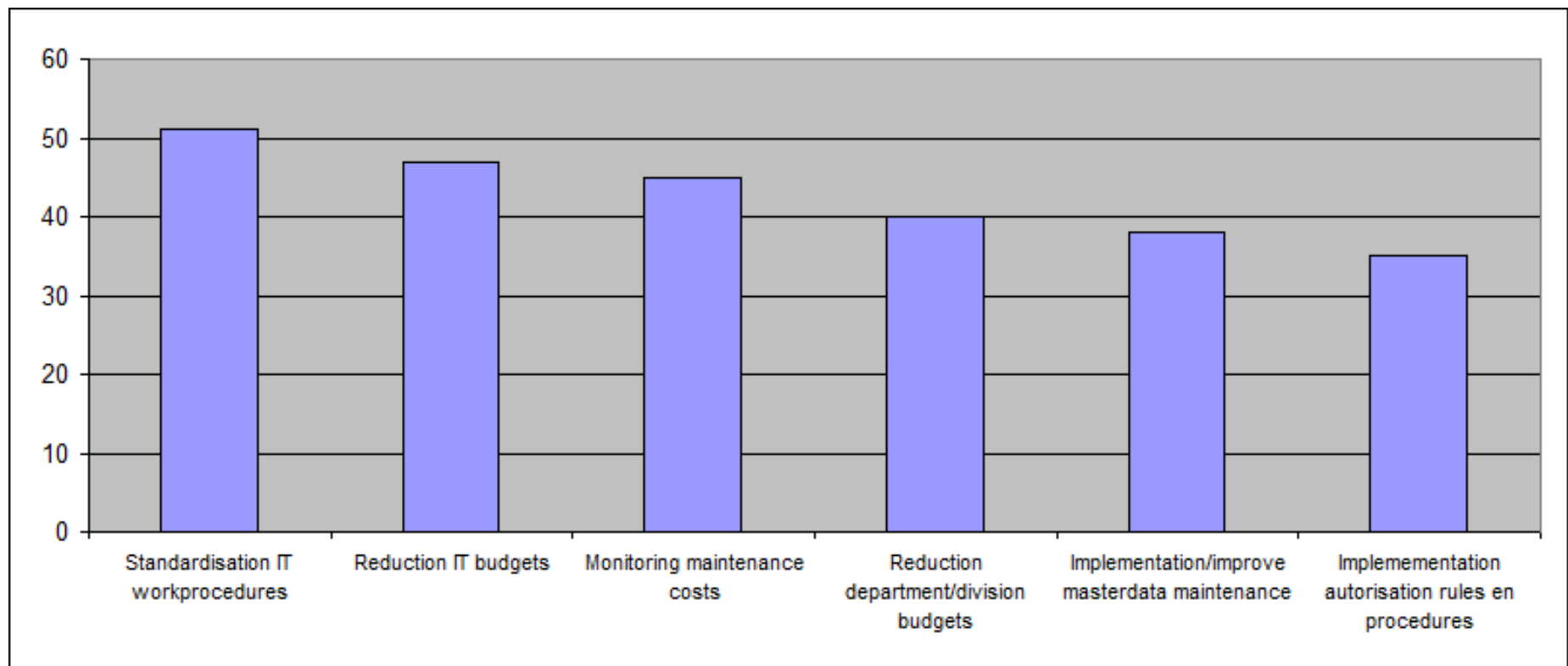


Organisation motifs

percentage

Reduction maintenance costs	75
Reduction implementation effort	73
Standardisation IT development	65
Formalisation business rules	62
Structuring administrative organisation	53

Measurements

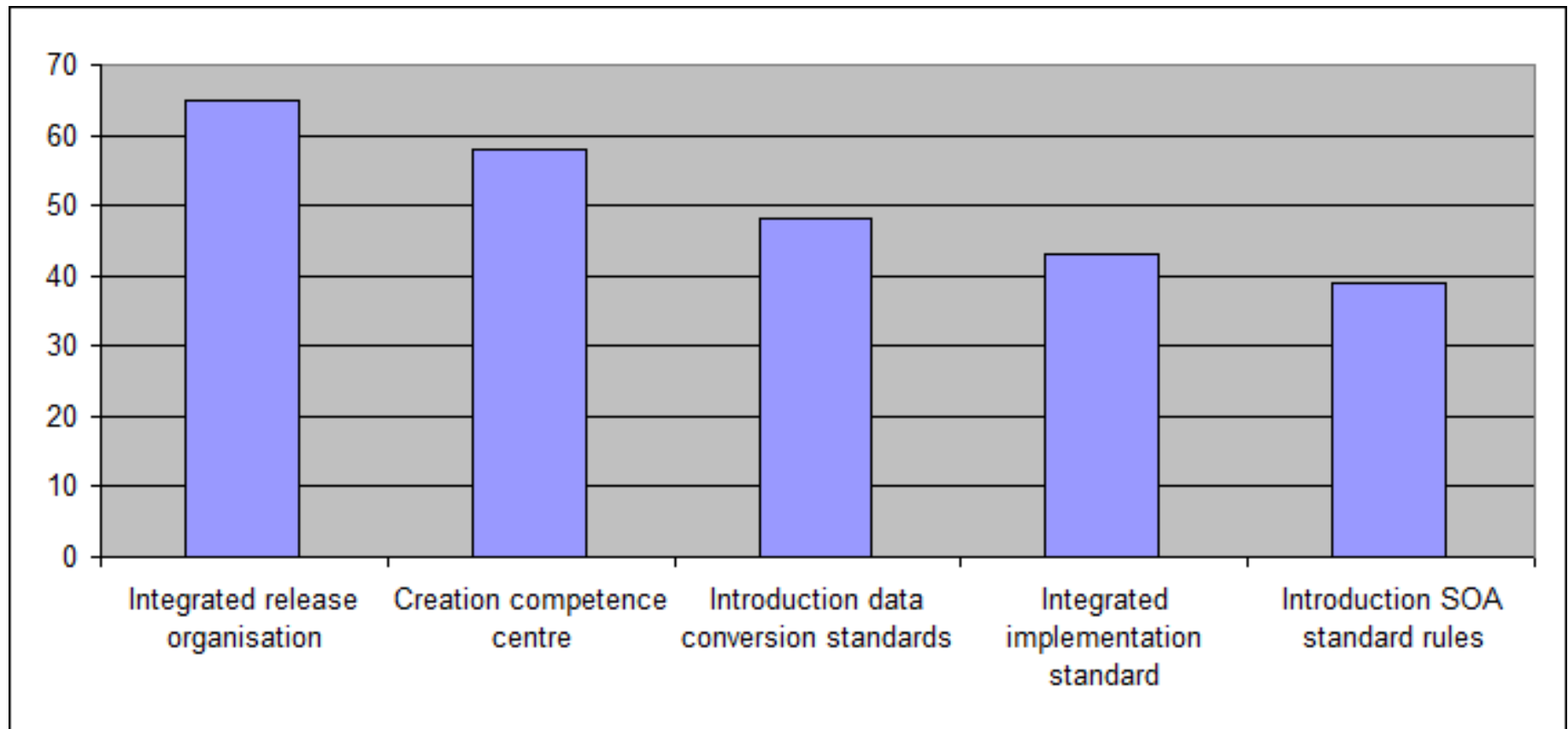




Technical (IT) motifs

One development standard	78
Integrated system support tools	77
Availability system knowledge	73
Supplier support guarantee	64
Improve system life cycle	54

Measurements





Automated projectplanning

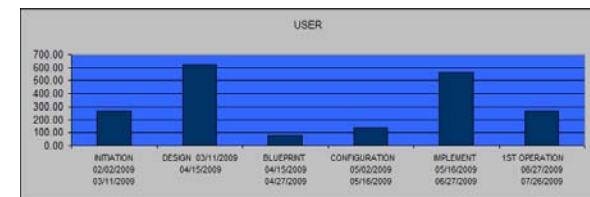
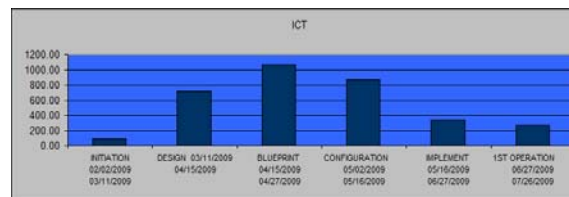
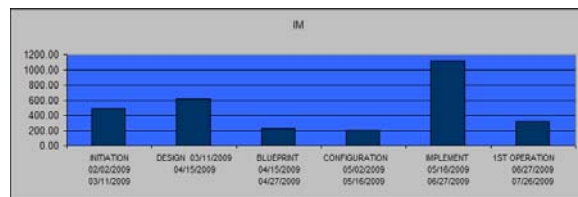
NO HOCUS POCUS BUT



Automated projectplanning

NEARLY HOCUS POCUS

CHARACTERISTICS OF IMPLEMENTING ERP



Basic parameters (planning template)

System objects (table, data-element, screen, etc)

Organisational environment

Project environment

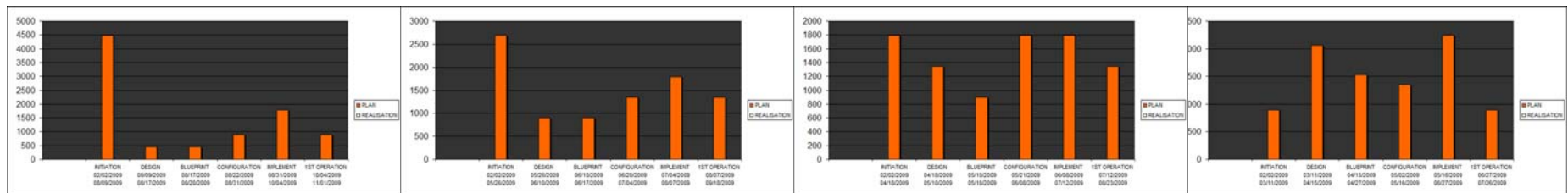
Functional requirements

Technical requirements

CHARACTERISTICS OF IMPLEMENTING ERP

Vararity of templates

Depending on circumstances ERP projects can vary dramatically



ERP 'MIRACLE ?'

BIT LESS STUPID

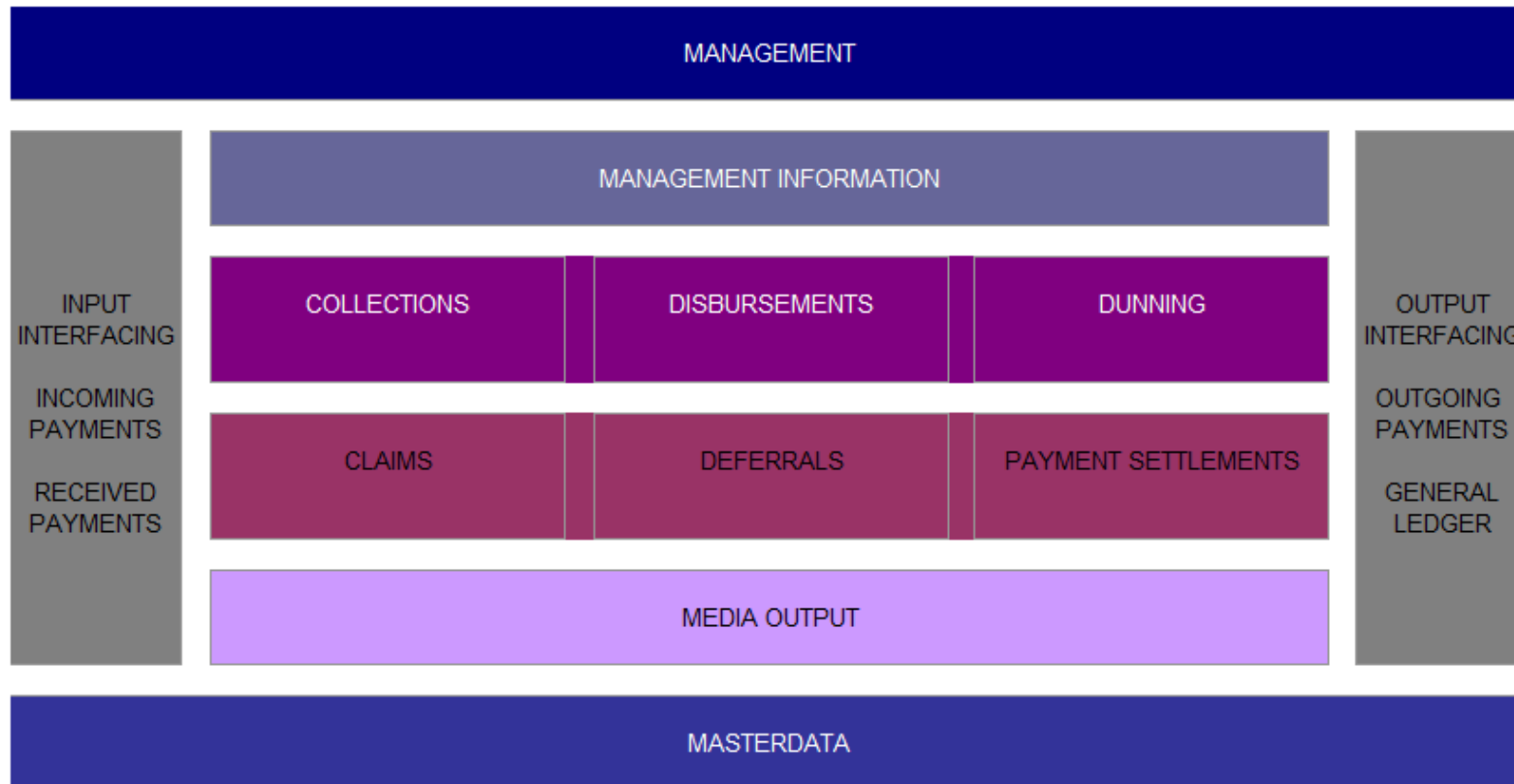
UNDERSTANDING
IS COMING

UNDERSTANDING
ERP IS A
NEW START



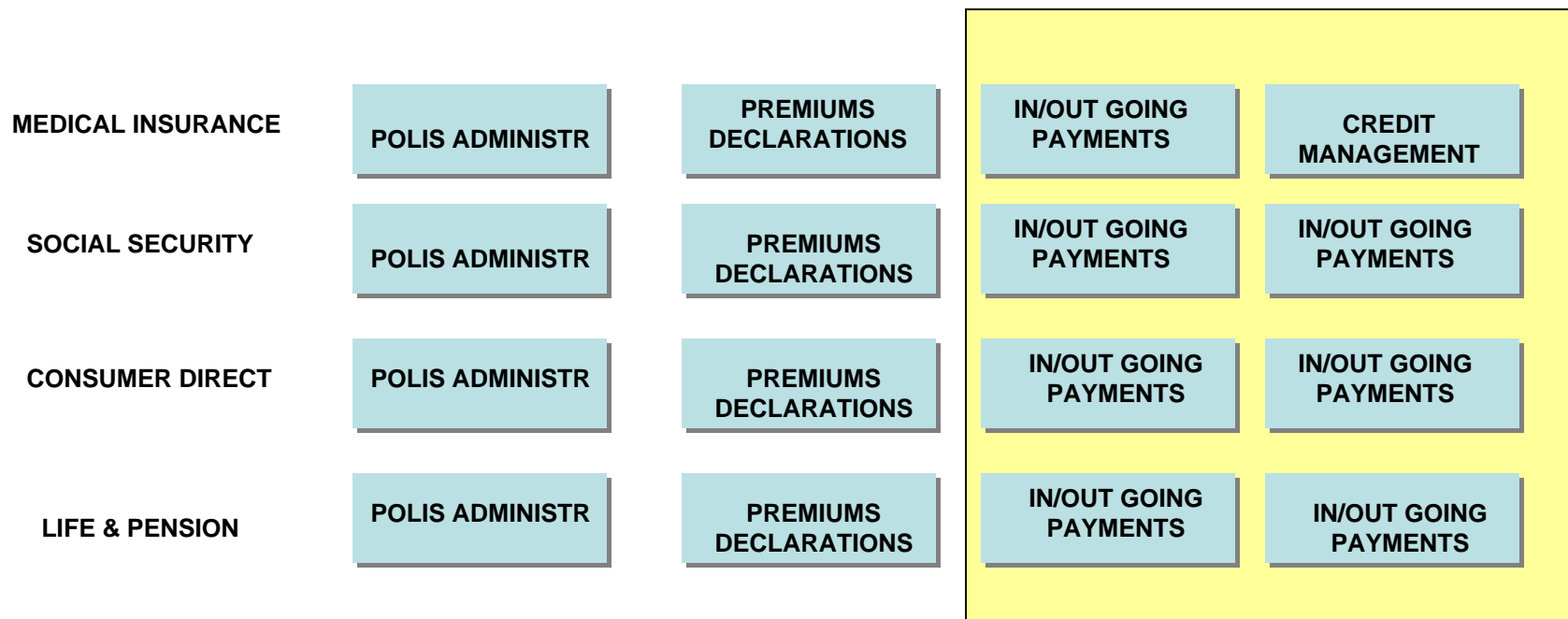
CHARACTERISTICS OF PLANNING ERP

EXAMPLE IMPLEMENTATION SAP CD DUTCH INSURANCE COMPANY





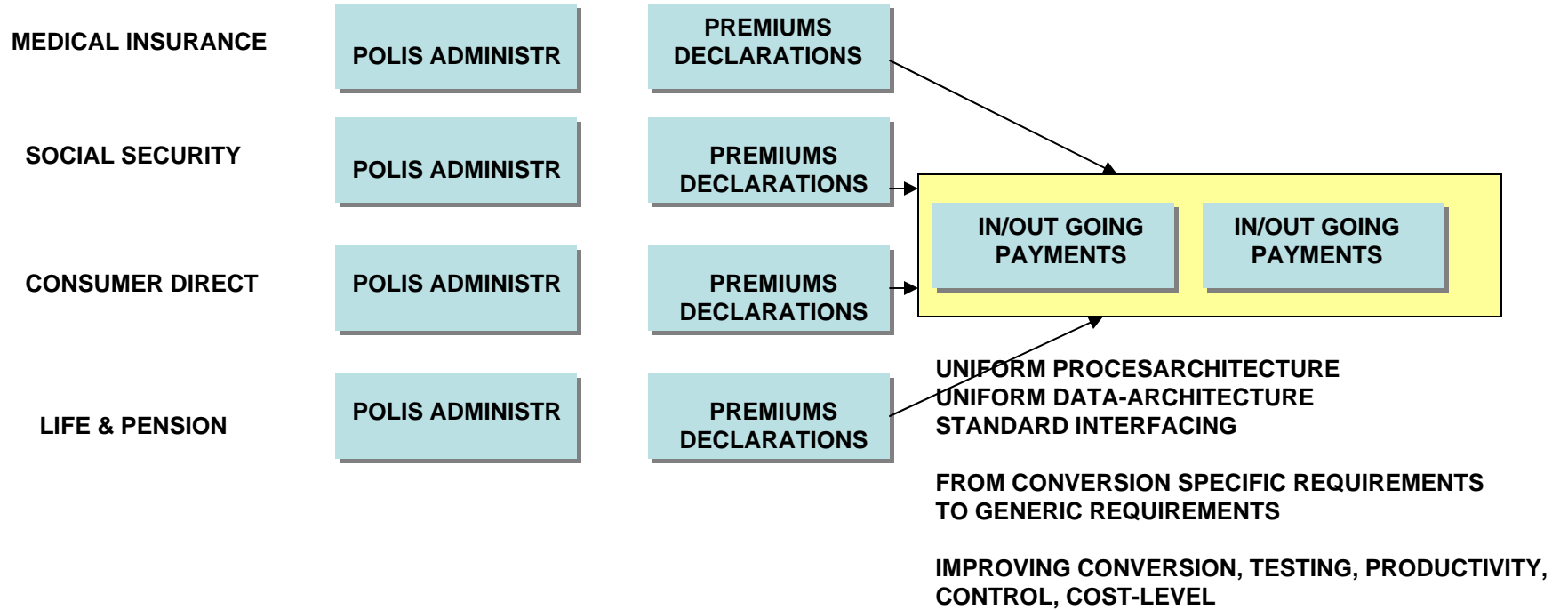
PRACTICE



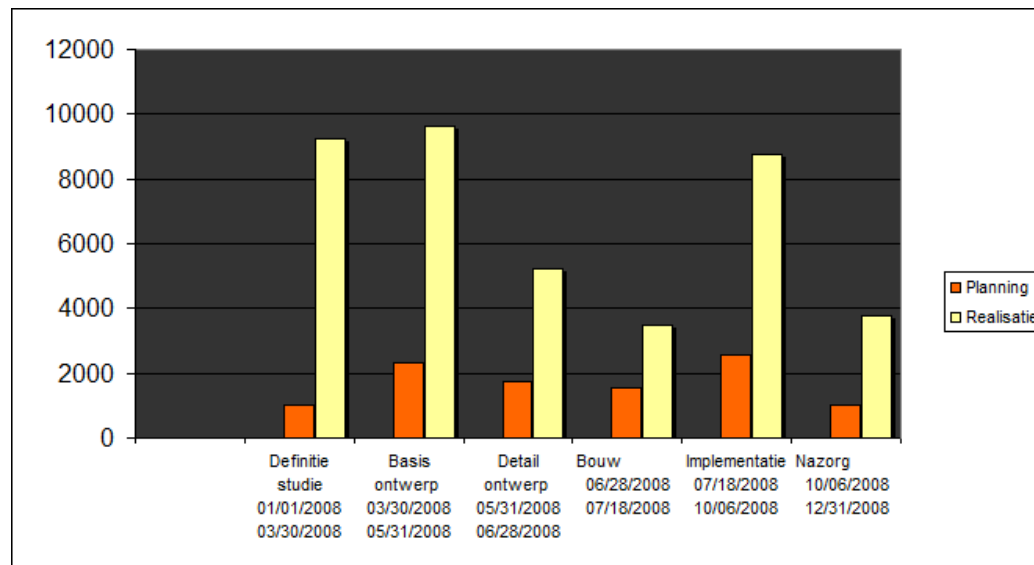
OUT PHASING LEGACY
STANDARDISATION
STREAMLINING



PRACTICE



FIRST IMPLEMENTATION



DRAMATIC RESULT
400% REALISATION VS PLAN

NO OR MINOR ATTENTION TO:

Company regulations

Limitation system requirements

Knowledge development / education

Standardisation IT workprocedures

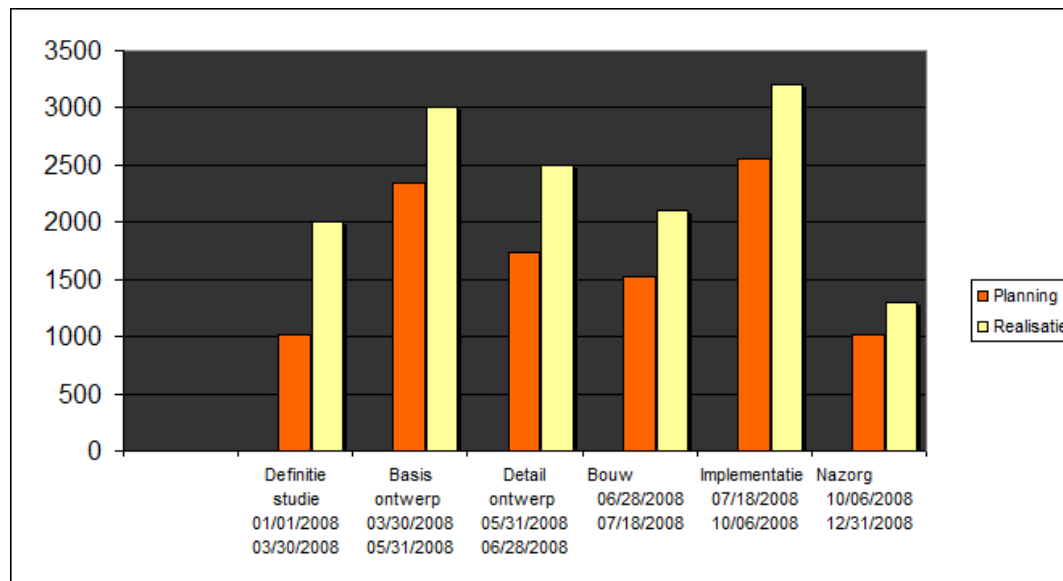
Creation competence centre

Introduction data conversion standards

Integrated implementation standard

Introduction SOA standard rules

SECOND IMPLEMENTATION

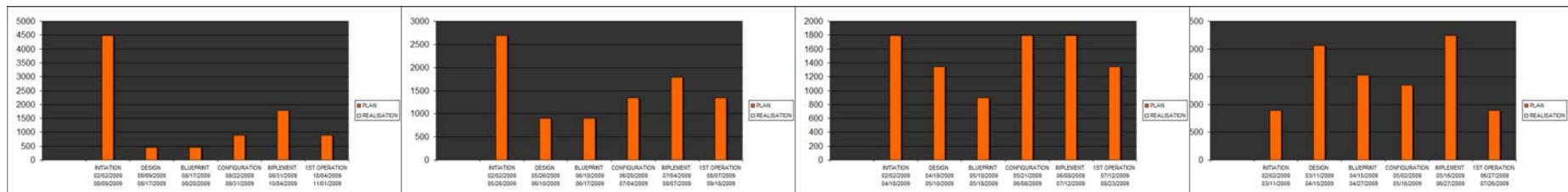


DRAMATIC RESULT
140% REALISATION VS PLAN

MINOR POINTS LEFT:

Standardisation IT workprocedures
Introduction data conversion standards
Integrated implementation standard
Introduction SOA standard rules

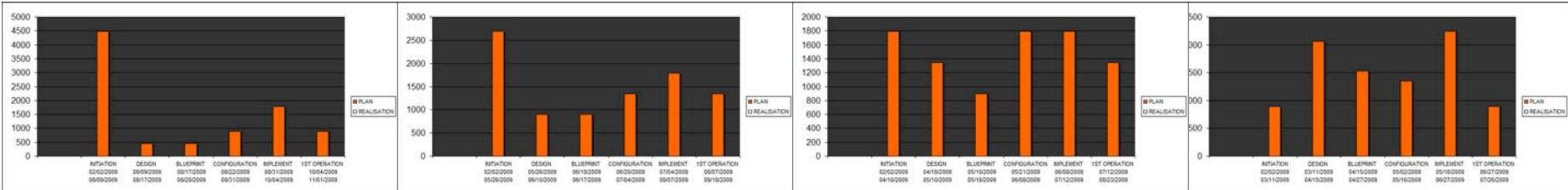
CONCLUSIONS ABOUT ESTIMATION ERP



VARIATION OF CIRCUMSTANCES =
 VARIATION OF TEMPLATES
 COMPANY'S TEMPLATE WILL DEVELOP AS LEARNING CURVE



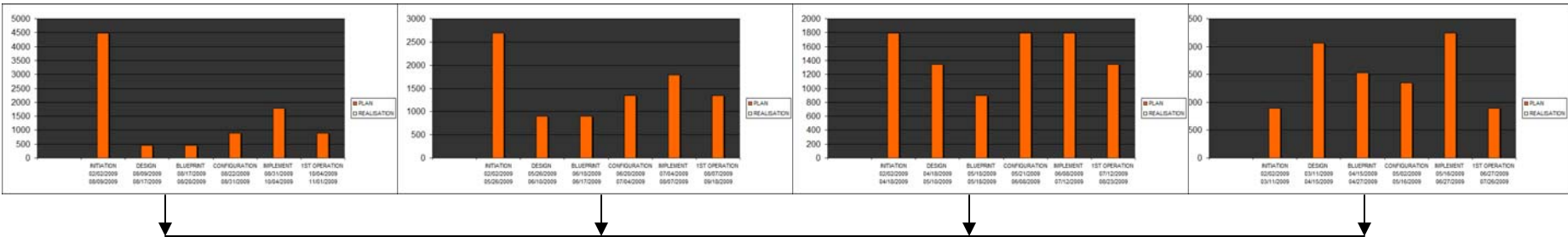
DEMO



DEMO



DETAILED ERP TEMPLATES FOR SEER SEM



SOON!!