



transform with
SPEED

Your Goal is to Transform to Oracle Cloud Quickly and Efficiently

Oracle Cloud ERP is arguably the best ERP platform on the market. Companies choosing to implement Oracle Cloud are doing so because they want their business to grow, to compete, drive better decisions, gain better insights, drive cost savings; and they are taking a big risk investing to do so.

Companies investing in Oracle Cloud ERP are in a privileged position, they will be successful businesses looking to drive further efficiencies and streamline business processes.

The journey to making the choice to implement Oracle Cloud is complex, time consuming and difficult, especially given the number of vendors to choose from and considering the disruption to the business

We believe you have made an excellent choice especially with Oracle Cloud's advancements, such as **Redwood UX, Oracle Modern Best Practices with AI**, and the exciting possibilities of **Oracle AI Agent Studio**; driving **Business Value at Scale** is more attainable than ever, enabling your organisation to grow and prosper.

Like all businesses you want a smooth, efficient, less disruptive and cost-effective transformation, with a return on investment (ROI) preferably within one financial year.

Choosing Oracle Cloud is only the start of your journey, the next step is critical for the success of the project, selecting the right Oracle Partner to implement the solution. How do you make sense out of the promises, different implementation methodologies, Gantt Charts that seem endless with no go-live in sight, how can you decipher what is critical and right for your business. What should you watch out for? What should you avoid?

The requirements brief has been written, and now you are ready to choose your implementation partner

Your goal is to quickly and efficiently implement Oracle Cloud, minimising disruption and within the budget set. All the partners know that and will match their promises to what you want to hear and believe is right for your organisation.

The most important first step is to create a wide ranging and inclusive project team, including subject matter experts (SMEs), stakeholders, users, project management experts and senior leaders. Once assembled, set about setting project outcomes and the change you are looking for with the new system.

You believe you have written a comprehensive set of project requirements, but be aware, your brief will not always capture enough detail, to the level required. The detailed requirements and design phase usually takes place after brief response to the RfP, with agreed commercial terms in place, which at this point is too late. However, the way conventional system integrators (SIs) conduct their requirement gathering phase is complex, lengthy and costly. Relying on complex workshops which fail to capture the right level of detail but sets the way the project will be managed by the partner right at the offset. At this point the partner has already won the deal, probably won with misleading and aggressive pricing, and is controlling the narrative, which you must trust and follow. What is promised in their estimate is often implementation of 'standard' configuration and processes, because they haven't understood the complexity of your business and processes. Then they will start the process of 'scope creep', adding

functionality to the original plan and estimate, thereby increasing their revenue and the budget, which you have little choice but to accept, because you are now locked into that partner.

Due to the very aggressive timeline and costs which are based on insufficient scope, the partner is well aware they need to present favourable estimates to win the deal, wrapped in a methodology that helps hide the hidden costs and potential for increased budget and timeline.

Wanting to deploy quickly and efficiently is now unachievable, but you have invested time, money and resources, and find yourselves wedded to the partner, so you just need to finish the project, which runs over budget and over time, with a solution that doesn't comply with best-in-class architecture, adheres to modern best practices and doesn't guarantee must have outcomes.

How do you deal with this?

With over 30 years' experience delivering Oracle ERP projects, we know there is nothing in the market to address the problem. It has been a tactic used by SI for decades, with nothing or no-one to challenge the status quo.

Until we developed it!

It's called SPEED, from Sarrisco and it's a complete re-engineering of the process to challenge this outdated problem. Engineered to transform implementation of Oracle Cloud. quickly and efficiently without the risk of eroding quality. The outcomes in the project lifecycle are the same because you cannot compromise here by taking shortcuts. What is different, is how you get there, with optimisation every step of the way.

Let's go through those steps and see what is different

1. Detailed Requirements, Design and Scope, form the basis of commercial accuracy.

With SPEED, detailed requirements, design and scope of delivery, leverages carefully curated templates that captures all the details and requirements. Our approach takes place before commercial terms have been agreed, which empowers the collective SME group to be able to achieve the desired future state outcome. The templates furnish you to capture all the details and requirements ahead of commercial agreement, not afterwards, when it's too late and results in scope creep, more cost and time.

With SPEED scope creep and budget overrun are not an issue.

2. Initial Build using Solution Sets with Best-in-Class and Modern Best Practices built-in

With SPEED the initial build is based on the detailed requirements and design agreed before commercial terms have been agreed, by leveraging the carefully engineered Solution Sets leading to an initial build completed in just 2 weeks. Our unique Solution Sets guide the tailored build using the agreed detailed requirements and technical design ensures Best-In-Class architecture and business processes aligned to Modern Best Practice that align to the Solution Sets for your industry solution.

With SPEED Best-In-Class and Modern Best Practices are guaranteed.

3. Day 1 of the Project starts with efficient Gap-Fit Assessment.

With SPEED, day 1 of the project starts with a working, tailored solution, built using Modern Best Practice processes, with Best-in-Class design and architecture. Compare this with a traditional view of Project Kick Off, which commences with endless workshops, and PowerPoint presentations, before you arrive at the detailed requirements and design structure. Several months will pass by before you get to the stage of a built solution, not so with SPEED.

4. Evaluate and system readiness is continuous and smooth

With SPEED efficiency continually evolves with smooth Gap-Fit, including documenting all future state process flows, essential for a smooth understanding of the process flow and how they relate to identified Gaps, which are easily captured and incorporated into the new build and documentation. New configurations and adjustment as easily and efficiently evaluated,

typically in less than 1 month. This significantly improves project agility and a smooth transition before each gap-fit iteration.

Now for some final thoughts

ERP implementations, when executed strategically, can drive significant improvements in organisational efficiency and effectiveness. By addressing these pitfalls and adopting proactive strategies, leveraging SPEED methods and solutions, organisations can maximise the benefits of ERP systems, eliminate those risks and ensure successful implementations that contribute to long-term success with overall lower cost of ownership, much faster ROI and a significantly better experience for everyone involved.

We are thrilled you have taken the time to read this article and assure you that we will continue with our passion to eliminate waste to keep achieving quicker solutions with value and better experience.

We very much hope to hear from you and discuss how we can help achieve your transformation goals by leveraging our **SPEED Methods and Artefacts** of delivering the **Oracle Cloud Products**.

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ORACLE

Partner

The power behind our modern delivery method of cloud solutions