



A Smarter Way to Deliver Oracle Cloud Projects

Why Change?

The Broader IT Project Failure Problem

Across industries, IT projects have a poor track record:

-  **High failure rates** – Studies consistently show 60–70% of large-scale IT projects either fail outright or fall short of expectations.
-  **Overruns** – Many projects exceed their original timeline by 30–50%.
-  **Budget blowouts** – Projects frequently run 40–60% over budget.
-  **Missed benefits** – Even when systems go live, expected business benefits often lag months or years behind.

Commercial Impact:

- Lost opportunity costs when transformation is delayed.
- Erosion of stakeholder confidence in IT and PMOs.
- Significant resource drain on SMEs and delivery teams.
- Reputational damage from disrupted operations or failed launches.

Why Waterfall and Agile Struggle

Waterfall was originally conceived in the 1970s for large, complex engineering and defense projects. It was built for environments where documentation, compliance, and rigid sequencing were critical, and change was minimal once the project began. While it worked for slow-moving, highly regulated industries, in today's fast-paced business environment Waterfall often feels like a relic — overly complex, linear, and inflexible. Its outdated structure struggles to keep up with modern transformation demands, leaving organisations locked into long cycles that rarely match evolving business needs.

Waterfall Challenges:

-  **Excessive timelines** – Full end-to-end design before build means delivery stretches to 14+ months.
-  **Rigid sequencing** – One phase must complete before the next, making it hard to adapt as business needs evolve.
-  **Late visibility** – Stakeholders wait months before seeing anything tangible.
-  **Change friction** – Adjustments mid-project trigger rework, disputes, and costly delays.

Agile, on the other hand, emerged as a reaction to Waterfall, designed specifically for software developers working on code-based products or continuous amendments. It thrives in contexts where small, iterative changes can be quickly tested, adjusted, and deployed. However, applying Agile wholesale to ERP implementations is problematic. ERP projects require broad business alignment, integrated processes, and predictable outcomes — not endless sprints or half-finished iterations. What works for software teams does not translate cleanly to enterprise-scale transformation, making Agile ill-suited as a primary framework for ERP delivery.

Agile Challenges:

-  **Commercial risk** – Misalignment between upfront contracts and evolving requirements often leads to claims and renegotiations.
 -  **Endless iterations** – Without a strong framework, Agile devolves into sprint fatigue and scope creep.
 -  **Heavy SME demand** – Business users are pulled into constant workshops, distracting them from day-to-day operations.
 -  **Ambiguous scope** – Contracts and commercials struggle to reflect iterative delivery, creating tension between IT, vendors, and finance teams.
 -  **Delayed benefits** – Even with incremental progress, full transformation still takes 12+ months, leaving ROI unrealised.
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The Harsh Reality with GSIs and Traditional Partners

-  **It will cost double** – Implementations with GSIs and Oracle partners often inflate costs due to reliance on armies of consultants, drawn-out workshops, and custom build cycles.
-  **It will take twice as long** – A working prototype may only surface after 6–8 months. By then, momentum and enthusiasm are lost, stakeholders disengage, and executive sponsorship weakens.
-  **Increased risk of failure** – Projects drag on, costs spiral, and the original business case is eroded. Many initiatives stall before they ever deliver meaningful value.

Impact for Delivery Leaders and Businesses:

- Forecasting timelines and budgets becomes guesswork.
 - Senior leadership loses trust when “Agile” or “partner-led” projects keep extending.
 - Staff morale dips under the strain of prolonged delivery cycles.
 - Competitive edge is lost when transformation takes years, not months.
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The recurring struggles with both Waterfall and Agile leave delivery leaders caught in a dilemma: neither framework truly meets the needs of modern ERP transformation. Waterfall is too rigid and outdated for today’s pace of change, while Agile, though powerful in software development, introduces complexity and uncertainty when applied to ERP. What’s needed is not a compromise between the two, but a fundamentally different approach — one purpose-built for Oracle Cloud delivery.

Enter SPEED

Recognising these issues, Sarrisco designed **SPEED**, a modern delivery framework for Oracle Cloud projects. Instead of adapting Waterfall or Agile, SPEED was engineered to **eliminate the waste and pain points** found in both.

SPEED leverages:

-  Pre-built Oracle best-practice solution sets
-  Engineered templates & tooling
-  Automation for scoping, gap-fit, and delivery

Result: A smoother, faster, and more predictable journey from initiation to go-live.

Key Benefits for Project Delivery

Challenge with Traditional Methods

Ambiguous scope → disputes & change requests

Long wait for first build (months)

12–14 month delivery timelines

Heavy SME demand in workshops

Difficult to scale future phases

Partner-led cost overruns

How SPEED Solves It

- ✓ Clarity upfront via templates & questionnaires
 - ✓ First Build in 2 Weeks post SaaS provisioning
 - ✓ 50–60% Faster (~6 months)
 - ✓ Lower SME demand through engineered templates
 - ✓ Scalable & repeatable for new modules or phases
 - ✓ Predictable, templated approach lowers cost
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How SPEED Works

Workflow:

 Templates →  First Build →  Gap-Fit Iterations →  Go-Live

1. **Early Engagement** – Define scope through templates, not endless workshops.
 2. **Accelerated Build** – Tailor pre-built Oracle best-practice solution sets.
 3. **Iterative Gap-Fit** – Validate and refine with guided demos and flows.
 4. **Go-Live with Less Risk** – Faster acceptance, minimal disruption.
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Delivery Comparison

Timeline Savings:

Waterfall	██████████ ~14 months
Agile	██████████ ~12 months
GSIs/Partners	██████████ (often longer)
SPEED	██████ ~6 months

The Bottom Line

For PMOs and delivery leaders, SPEED means:

-  Clearer governance
 -  Predictable outcomes
 -  Less waste
 -  Faster value realisation
 -  Smoother transformation journey
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Final Thoughts

Oracle Cloud ERP can transform your organisation—but only if your path to go-live is free from uncertainty.

The SPEED Method eliminates the guesswork, replacing it with clarity, confidence, and guaranteed outcomes.

If you're ready to move from “we think” to “we know”, it's time to talk.

Let's make your Oracle Cloud journey as predictable as the success it delivers.

Contact us to learn how *SPEED* can support your long-term Oracle Cloud success.

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The power behind our modern delivery method of cloud solutions