



transform with
SPEED

Most businesses never switch ERP, WHY! – **SPEED** unblocks inertia

Every organisation knows that legacy systems reach their limits — integration pain grows, reporting slows, and the cost of maintenance climbs. Yet, despite this awareness, many companies remain on ageing platforms far longer than they should.

This paper explores the true reasons why businesses don't switch ERP — not the technical or financial excuses, but the deeper organisational, cultural, and strategic blockers that keep companies standing still.

Based on lessons from transformation programs across industries, it highlights how hesitation forms, why it persists, and what business leaders can do to move from awareness to action.

We explore not only why businesses hesitate to switch ERP, but also how the Sarrisco SPEED framework provides a practical, low-risk path to action — helping organisations move from awareness to confident execution.

The Paradox of ERP Inertia

Every company eventually faces the same paradox: they know their ERP is holding them back, yet they continue to depend on it. Legacy systems become invisible infrastructure — flawed but familiar. The conversation about renewal surfaces regularly, but rarely gathers momentum.

The underlying issue isn't the absence of opportunity. It's the presence of blockers — subtle, human, and organisational forces that discourage decisive movement. This is where Sarrisco SPEED provides a structured path forward.

1. The Comfort of the Known

Legacy systems are stable, predictable, and deeply embedded in daily operations. Teams have mastered their quirks and created workarounds that, over time, feel like “the way things are done.”

This creates an illusion of safety. The business forgets that these manual patches and offline processes carry real costs — wasted hours, inconsistent data, and compliance risks. But because they're familiar, they don't feel risky.

Change, by contrast, feels uncertain. Leaders must weigh guaranteed disruption against potential improvement, and that asymmetry often tips the scale toward staying put.

“Better the devil you know” remains one of the most expensive sentences in enterprise technology.

SPEED unblocks inertia

Sarrisco's SPEED method addresses this blocker by providing pre-built, industry-aligned solution sets and visible early builds. Through SPEED's ‘build-up-front’ approach, stakeholders can witness a working solution early, replacing fear of the unknown with tangible outcomes. The pilot-first delivery

method allows organisations to validate benefits quickly, showing that change can be safe, incremental, and valuable.

2. Lack of Shared Pain Across Leadership

ERP transformation requires broad alignment across business functions. Yet pain is rarely shared equally. Finance may be frustrated by reconciliation delays. IT may battle ageing infrastructure. Operations may simply prefer not to engage with another technology project.

Without unified pain, there's no unified action. Each function sees the issue through its own lens, and the organisation struggles to articulate a common "why now."

SPEED unblocks inertia

Sarrisco's SPEED introduces pre-built business-case templates and unified artifacts that clearly link ERP transformation benefits to business outcomes. Its industry-specific solution sets help articulate measurable gains for each department while maintaining a single, cohesive narrative—aligning leadership and accelerating decision-making.

3. Fear of Business Disruption

ERP projects have a long memory in the corporate world. Everyone knows someone whose implementation went badly — over budget, underdelivered, or disrupted operations.

That shared caution is powerful. Even the mention of "ERP" can trigger defensive reactions. The result: risk avoidance masquerading as prudence. Teams overemphasise short-term disruption while underestimating the long-term risk of stagnation.

SPEED unblocks inertia

SPEED reduces this fear through shorter delivery cycles, pre-built templates, and proven artifacts that minimise risk. With self, guided, or managed delivery options, organisations can adopt a pace and governance model that suits their capacity, ensuring transformation occurs with minimal disruption and maximum predictability.

4. Underestimation of Strategic Value

In many boardrooms, ERP still sits in the "back-office IT" category. It's viewed as a cost centre — a necessary but unglamorous operational platform. This narrow framing blinds leadership to its strategic potential.

When reframed as a driver of agility, data intelligence, and growth enablement, it earns its place on the strategic agenda.

SPEED unblocks inertia

Sarrisco's SPEED reframes ERP as a platform for business agility and innovation. By embedding Oracle Modern Best Practices and using outcome-driven design, SPEED demonstrates measurable business impact early—transforming ERP from a cost center into a strategic differentiator that drives productivity and growth.

5. Fragmented Ownership and Accountability

The question of "who owns ERP" is often ambiguous. IT manages the system, finance drives process, and operations depend on outcomes. Yet no one function feels fully responsible for leading change.

This fragmentation creates inertia. Without a clear sponsor or cross-functional steering group, decisions stall and progress freezes.

SPEED unblocks inertia

SPEED provides explicit governance templates and role definitions, ensuring ownership and accountability from day one. Its defined delivery models (Self, Guided, Managed) clarify responsibility

across internal teams and partners, creating strong governance alignment and preventing decision paralysis.

6. The Myth of 'We're Too Unique'

Many organisations genuinely believe they are too complex or specialised for standard ERP solutions. Over years of customisation, they've embedded unique processes that reinforce that belief.

Modern ERP platforms are designed to accommodate diversity through configuration, not code. The blocker isn't technical fit; it's mindset

SPEED unblocks inertia

Sarrisco's SPEED leverages configuration-first principles with pre-built, industry-specific best-practice solutions. This approach demonstrates that most processes can be supported through configuration, minimising custom code and proving that uniqueness is often overestimated.

7. Competing Priorities and Limited Bandwidth

Even when leaders agree on the need to change, ERP rarely wins the timing debate. Competing initiatives — digital transformation, sustainability, cybersecurity — all fight for investment and attention.

ERP renewal should be treated not as another project in competition, but as the foundation for all other transformation initiatives.

SPEED unblocks inertia

SPEED mitigates this by offering accelerated delivery timelines, reduced costs, and flexible implementation models. The modular structure allows organisations to deploy at their own pace while freeing internal teams from heavy resource burdens, keeping ERP on the priority list.

8. Absence of a Trigger Event

For many companies, nothing “forces” the change. Without a merger, compliance shift, or system failure, the pain stays tolerable. But waiting for crisis is a poor strategy — it guarantees rushed decisions and reactive execution.

SPEED unblocks inertia

Sarrisco's SPEED creates its own momentum by producing rapid prototypes and ROI demonstrators. Early wins and data-backed business cases act as internal triggers, helping executives justify change proactively instead of waiting for external compulsion.

Breaking the Deadlock: Turning Awareness into Action

Overcoming these blockers requires more than a technical plan — it requires reframing ERP transformation as a business decision, not a technology purchase.

1. Build a shared business case. Develop a unified narrative that connects ERP modernisation to tangible outcomes: speed, accuracy, customer experience, and scalability.
 2. Create a coalition of sponsors. Identify cross-functional champions from finance, operations, and IT.
 3. Run an honest readiness assessment. Map not just systems and data, but people, processes, and change capacity.
 4. Shift the mindset from customisation to modernisation. Challenge legacy logic and adopt best practices where possible.
 5. Start small, but start. Pilot a process area or subsidiary to prove value early and build momentum.
-

Conclusion: Standing Still Is Also a Decision

ERP transformation is not optional — it's eventual. The only question is whether an organisation chooses when and how to modernise, or waits until external pressure forces the decision.

The blockers to switching ERP are understandable — comfort, fear, fragmentation, and competing priorities — but they're not insurmountable. They can be addressed with clarity, leadership, and structure.

The companies that succeed don't rush in blindly. They act with intent — recognising that doing nothing carries its own cost in agility, data integrity, and competitiveness.

SPEED the Antidote to ERP Inertia

ERP inertia is a deeply embedded challenge fueled by psychological comfort, organisational misalignment, and historical risk aversion.

Sarrisco's SPEED method dismantles these barriers through visibility, predictability, and repeatability. By combining pre-built best practices, rapid prototyping, and structured governance, SPEED transforms ERP modernisation from a risky overhaul into a controlled, business-driven evolution. In doing so, it provides the practical antidote to ERP inertia—empowering organisations to move with speed, confidence, and clarity.

ERP transformation is not about reaching go-live—it is about creating a system and an approach that continues to deliver value long after the initial implementation. With the right methodology, that goal is not only achievable, but repeatable.

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.

connect with us

info@sarrisco.com

www.sarrisco.com

ORACLE

| Partner

The power behind our modern delivery method of cloud solutions