

Is SaaS Right for You?

BTRG can help you make an informed decision.

Software-as-a-Service is an emerging IT architecture that has the potential to deliver a strong ROI, higher user adoption and reduced support requirements. But even the experts are not unanimous: Forrester claims that “firms obtain long-term value with SaaS solutions”, yet Gartner has found some “disquieting” results when researching reasons for rejection of the SaaS model. By carefully analyzing your business processes and IT environment, BTRG will determine how SaaS can help your business.



Selecting and implementing the right mix of business technologies is a complex decision whose outcome is driven by a variety of factors including; total cost of ownership, time to implement, best practices, time-to-ROI and more. With today’s focus on best of breed solutions, decisions are further complicated by the dynamics of Cloud Computing.

Making the right decision begins with BTRG

Our Application and Integration Services practices have jointly developed a cost-effective service that will align your mix of computing technology with you corporate objectives. Our *Business Technology Roadmap* will analyze your ERP/CRM landscape and determine:

- ◆ What functionality is core to your business
- ◆ How to effectively manage integration
- ◆ How to change internal business processes to match the best practices embedded in packaged software
- ◆ What SaaS applications should be evaluated and potentially implemented
 - ◆ What ROI can be expected

Understanding your options is the first step towards achieving a reduction in operational costs.

Because we deliver an actionable set of prioritized recommendations your organization can achieve its ROI in a matter

Business Technology Roadmap

- ◆ Evaluate and document business processes and corporate objectives
- ◆ Evaluate current ERP/CRM usage
- ◆ Identify system interdependencies
- ◆ Organize, prioritize and document findings
- ◆ Deliver ROI analysis that identifies high-value alternatives
- ◆ Present Business Technology Roadmap to all stakeholders

Getting Started

Our analysis provides a structured, deliverables-based approach. We’ll analyze your core Financial, HCM and CRM business processes and identify opportunities to improve system usage, eliminate unnecessary integration, and consolidate low value processes.

Business Technology Roadmap

Assessing your IT Landscape

We'll explore opportunities to automate processes and we'll map a go-forward strategy that includes implementation recommendations, timelines and level of effort estimates.

Step 1: Planning

The engagement starts with a planning discussion guided by our senior business analysts. We'll move quickly to begin executive team interviews which we've found to be the most effective means of documenting your strategy and objectives.

Step 2: Analysis

Next, we'll complete our analysis of your systems and business processes. Our research will draw heavily from interviews with key personnel as well as a hands-on analysis of your existing systems.

During our discovery meetings with your staff, we'll use process maps to identify integration points. We'll then use the map to identify critical gaps in your current system—or customizations that could be eliminated.

Step 3: Recommendations

We analyze the findings and prioritize them according to a weighted scale that assigns a business value to the processes using a BTRG proprietary model. Assigning the business value is often an eye opening experience for staff and it requires full stakeholder buy in from the beginning. When this is complete, we'll conduct an in-depth ROI analysis and then present our findings and go-forward recommendations to your organization's key stakeholders.

You can learn more by visiting us online at www.btrgroup.com
Or contact us at 877-287-4462 or sales@btrgroup.com.

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