

An electronically-driven Quick Implementation methodology for deploying TrueOrders solutions: **eQUIP**

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Challenges

Enterprise systems are highly complex as their functionalities cut across multiple disciplines. In an integrated system there is a need to consider the relationships between different modules in terms of the overlapping functions, workflow and information inter-dependencies. Hence, deploying enterprise system can be extremely challenging as it involves many parties. Many failures in deploying complex systems have been reported. In order to overcome such difficulties, a rapid system deployment methodology, **eQUIP** has been developed by BLC Solutions Pte Ltd to provide system consultants and implementers with the necessary expertise and know-how.

Objective

The objective of the **eQUIP** rapid system deployment methodology is to ensure the efficient implementation of TrueOrders by equipping implementation consultants with the necessary knowledge and expertise to deploy TrueOrders solution within a period of 3 calendar months and with a one man-month effort.

Concept

The main idea is based on the premise of implementing the system right the first time. In order to make it happen, several key elements have been identified, as illustrated conceptually in Figure 1, below.

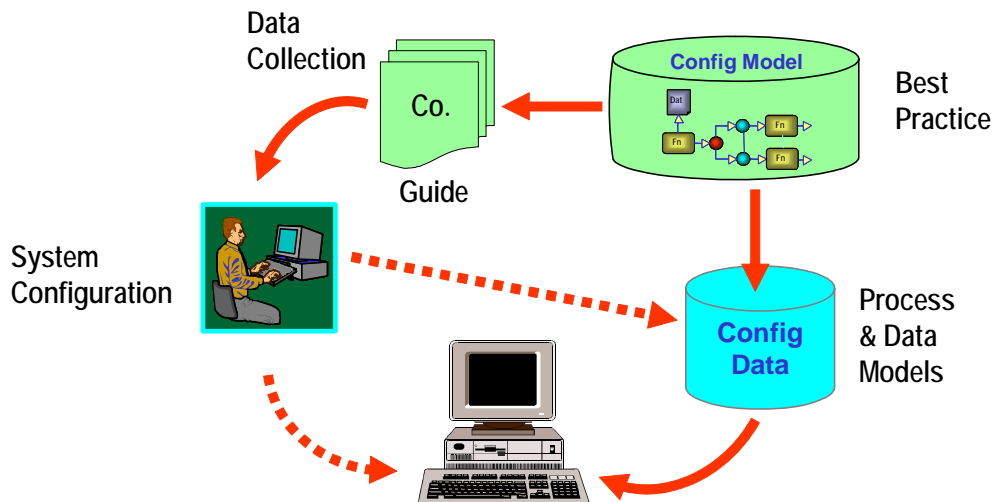


Figure 1: Rapid deployment methodology concept.

About eQUIP

eQUIP is a comprehensive solution offered by BLC Solutions to introduce industry business process best practices to the company and to streamline the configuration of the TrueOrders system to suit its

business needs. It optimizes time, quality and efficient use of resources and focuses on the coordination of all elements that make a TrueOrders implementation fast and successful.

Elements of eQUIP

The key elements of **eQUIP** are:

- a **Roadmap** comprising of a methodology and a project plan with detailed descriptions about what, why and how certain activities are performed, and who performs them.
- an **Industry “best practice” enterprise model** for each industry verticals that describes the business processes (or activities) being carried out for a company belonging to that industry. The recommended streamlined process and information flows ensure that the enterprise remains lean and agile. Currently, the best practice models that are available include the mold design and fabrication, the engineering and the printing industry verticals.
- **Tools** that support project management, and questionnaires, information templates to help define business process requirements, checklists and many others to simplify the system implementation.
- **Service and Training Guides** that include all consulting, education, and support activities. Checks and reviews help to ensure overall implementation quality and allows implementer to actively and appropriately configure the TrueOrders System. These services help to standardize certain consulting tasks to enable them to be performed as quickly as possible.
- **Knowledge** in the form of documents, guides and templates for installing and configuring the TrueOrders system according to the specific requirements of the enterprise.

eQUIP Roadmap

The **eQUIP Roadmap** consists of nine steps as illustrated in Figure 2, below, and covers the complete implementation life-cycle activities beginning from project proposal discussion right up to the maintenance support provided for the TrueOrders system.

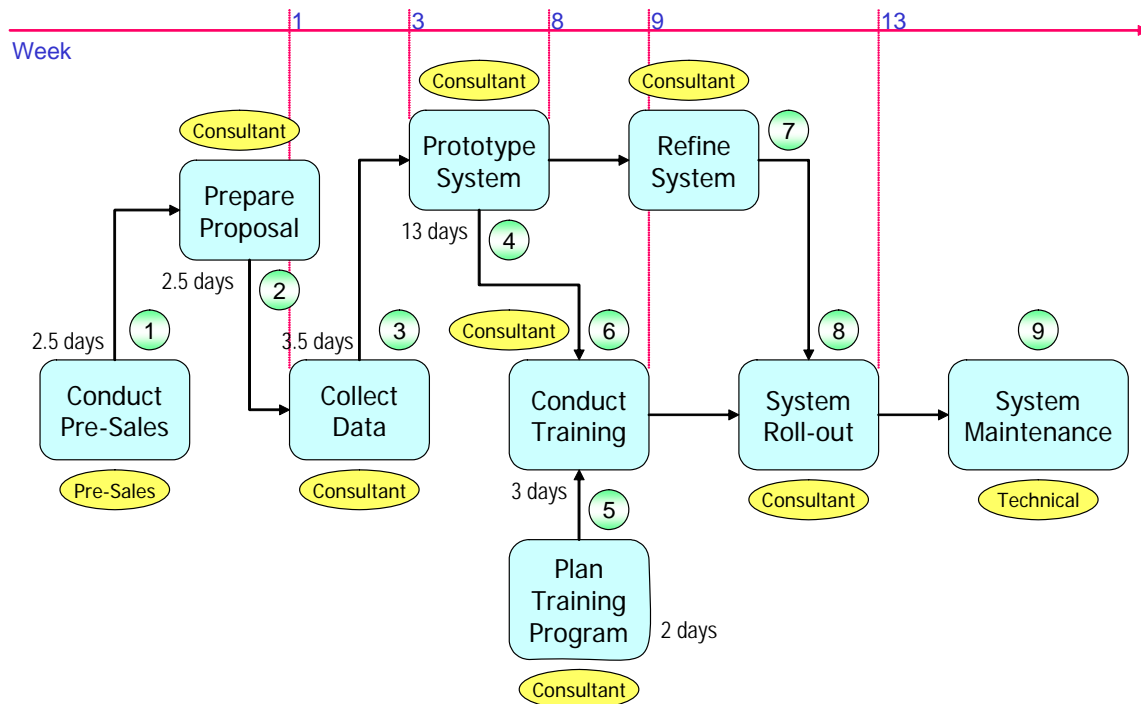


Figure 2: The 9-step system implementation methodology.

The Roadmap is a detailed project plan that describes all activities in an implementation. It makes sure that nothing is left out and that project management plans well in advance for the execution of tasks e.g. end-user training. The Roadmap also includes the entire technical area to support technical project management and addresses issues like interfaces, data requirements, authorizations and standardization earlier than most traditional implementations.

Benefits

The main benefits are:

- The goal-oriented project management and a detailed project plan that predefines milestones and checks to help to streamline TrueOrders implementation projects. A rapid deployment results in a quicker and earlier return-on-investment. It provides an implementation know-how that is process-oriented.
- Insight into the implementation process. With the **eQUIP** Roadmap, it is much easier to follow and manage the system implementation process. It is particularly true if there are people on the team who have never done it before. It is easy to understand where we are, what is planned, what are the deliverables of each step, and why it was done.
- Emphasis on early stages in the project. **eQUIP** addresses numerous activities that tend to be underestimated or often got started too late in the past such as data requirements and conversions, interfaces, and authorisations. The rule is that we need to identify issues during the project proposal step. It can then be addressed in terms of impact on budget, time, and resources. This applies in particular to potential functional gaps.
- Consistent documentation of TrueOrders solution. **eQUIP** delivers a documentation concept for all types of documentation that are typically created during an implementation. Documents are reused as much as possible; e.g. a major part of the Business Process model are used in the implementation documentation.