

Business Success

Business Central Discovery and Success Engagement

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www.sabrelimited.com

Business Success

Business Success is Sabre's Process Oriented ERP Needs Analysis. We have optimised this process for small and medium organizations, like yours. On average, SMB implement new ERP about every 10 years. The process of evaluating the needs of the organization are something that you don't do often. Your team are not sure what to focus on, and what are just distractions.

The new technologies that are introduced seemingly daily to ERP solutions can be confusing and daunting. The terminology and capabilities of enterprise class ERP and business class ERP (Like Business Central) are very similar but on very different scales. Business Success is the Sabre process used to help achieve great results from your ERP purchase and implementation.



Benefits

Dramatic risk reduction overall

Confirmation of training selections that are ideal for your needs

Accurate estimate of potential customizations

Validation of the engagement of your team in the new ERP process

Thorough discovery of your business processes

Overview of findings and exact fixed-fee estimate for training and setup costs

100% training cost credit equal to the cost of the Business Success engagement



The Process

Sabre will engage in our Bronze, Silver or Gold discovery exercise with your team (see next slide for details). The duration of the engagement depends on the size of your business, and how deep Sabre and you wish to dive into your ERP requirements.

Features of Business Success Needs Analysis include (depending on level)

- A virtual physical tour of your facilities
- Survey documents with key leading questions, to be answered prior to meetings
- Department level meetings with key stakeholders and Sabre trainer/consultants
- A group meeting with your team and Sabre executive consultants to understand your needs
- Introductory training for your team in Business Central including a walk through of what your process might look like.
- A presentation of Sabre's report and a copy of that analysis



Business Success Engagements

Bronze

Business Success Bronze is intended for small manufacturing companies with a maximum of 5 stakeholders that would be involved.

- Pre-Created Web-Questionnaire templates
- 1 hour overview meeting with ownership
- 5 hours (total) of Q&A Discovery sessions with up to 5 departments
- 2 hour overview of Business Central as introductory training.
- 1 hour Presentation of findings report and PDF copy of the report.
- Potential customization list and rough estimate

\$2,000 USD

Silver

Business Success Silver is intended for small to medium manufacturing companies with a maximum of 10 stakeholders that would be involved.

- Pre-Created Web-Questionnaire templates
- 2 hour overview meeting with ownership and management.
- 8 hours (total) of Q&A Discovery sessions with up to 7 departments
- 3 hour overview of Business Central as introductory training.
- 1 hour Virtual Tour of your facility (usually via smart phone).
- 2 hour Presentation of findings report and PDF copy of the report.
- Summarized customization requirements documents with estimates

\$4,000 USD

Gold

Business Success Gold is intended for more complex medium manufacturing companies with a 10 or more stakeholders or complicated processes.

- Pre-Created Web-Questionnaire templates
- 3 hour overview meeting with ownership and management.
- 16 hours (total) of Q&A Discovery sessions with up to 7 departments
- 6 hour overview of Business Central as introductory training.
- 2 hour Virtual Tour of your facility (usually via smart phone).
- 3 hour Presentation of findings report and PDF copy of the report.
- Detailed customization requirements documents with fixed fee quotations (when practical)

\$8,000 USD

The cost of your engagement will be refunded 100% against the Sabre implementation service of the same or higher level when you proceed with Sabre Fixed Fee implementations within 60 days of completion of Business Success

