

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 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

- 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
- [With Enhanced] 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 of your needs and requirements



Business Success Engagements

Basic

The Basic program is intended for small to medium manufacturing companies with a maximum of 10 stakeholders that would be involved.

- Pre-Created Questionnaire templates
- Group overview meeting with ownership and management.
- Q&A Discovery sessions with up to 7 departments
- Virtual Tour of your facility (usually via smart phone).
- Presentation of findings report and PDF copy of the report.
- Summarized customization requirements documents with estimates

\$5,000 USD

Must Be Finished within 60 Days

Enhanced

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
- Group overview meeting with ownership and management.
- Q&A Discovery sessions with up to 7 departments
- Standard Project Kick Off Meetings (Project Management, Whole Group)
- 12 Business Central training sessions (choose from Finance, Manufacturing, Trade, Warehousing, Projects).
- Virtual Tour of your facility (usually via smart phone).
- Presentation of findings report and PDF copy of the report.
- Detailed customization requirements documents with fixed fee quotations (when practical)

\$10,000 USD

Must Be Finished within 90 Days

The cost of your engagement will be refunded 100% against the Sabre implementation service when you proceed with Sabre Fixed Fee implementations within the time shown for the engagement (60 or 90 days).

