

## Unlocking ERP Success: Accelalpha's Business Case Development Process

For many ERP projects the realized benefits have fallen short of the expected results due to unrealistic expectations and an incomplete business case. Accelalpha recognizes the importance of a robust business case to ensure the success of your ERP project so we have developed a tried and tested process.

Our meticulous approach sets us apart from the competition, ensuring that your business case is grounded in realistic financial data and aligned with your organization's needs. We develop a business case that shows how you can deliver tangible benefits, foster growth, and maximize your organization's potential within the first fiscal year.

### The Challenge: Bridging the Gap

Statistics show that up to 69% of ERP projects have only realized 50% of the benefits promised by the original business case, with a mere 7% achieving 80% of their expected benefits. While implementation issues play a role in this shortfall, a significant portion of the gap arises from weaknesses in the business case itself.

Many companies present a top-down view without considering the weighted cost of capital and other financial elements. At Accelalpha, we create a reliable and convincing business case based on a comprehensive understanding of all the costs.

### Our Approach: Realism Through Details

Accelalpha's business case development process is built on a meticulous assessment of costs in each department, division, and function. By including technology costs, software and hardware licensing expenses, IT personnel expenses, and various other elements, we ensure that no detail is overlooked.

### Differentiation: Financial Rigor Sets Us Apart

While some other consulting companies may present generalized figures, Accelalpha is committed to provide detailed business cases. Our approach aligns with the expectations of CFOs who control the budget. Our business cases stand out in their precision and credibility by providing a clear and financial-focused view, including both cash flow and net present value by quarter and a clear breakdown of OpEx vs. CapEx expenditures.

### The Main Objective: Clarity and Accuracy

Accelalpha's business case development process focuses on understanding your current state costs across different groups and functions. Rather than relying on vague estimates, we provide a comprehensive financial view that ensures transparency and accuracy.

We understand that success in ERP implementation lies in technical expertise and crafting a well-founded business case that ensures immediate ROI within the first fiscal year. Our business case template offers a summary and detailed perspective, breaking down costs and benefits by functional area and a year-by-year view of benefits, OpEx, capital, cash flow, and net present value, so you can make the choice that is right for your business

## About Accelalpha

Accelalpha is a strategic partner of Oracle. We provide consulting services to implement, integrate, and manage Oracle cloud applications. We work collaboratively with our clients to develop solutions tailored to their unique needs. We address our customers' needs in five key areas:

1. Enterprise Resource Planning
2. Integrated Logistics & Supply Chain Solutions
3. Optimized CPQ, Sales, Service, and Commerce
4. Human Capital Management
5. Modernized Performance Management

Accelalpha is headquartered in Bellevue, WA with offices in Dallas, Atlanta, Mexico, UAE, UK, India, Australia, and Singapore.

Visit us online at [www.accelalpha.com](http://www.accelalpha.com)

## More information:

Julian Troake  
[+1 \(617\) 648 6367](tel:+16176486367)  
[julian.troake@accelalpha.com](mailto:julian.troake@accelalpha.com)