



ThinkTank's Digital Engagement system transforms how leaders engage and align distributed teams, cutting through politics and bias to deliver amazing outcomes.

## ThinkTank

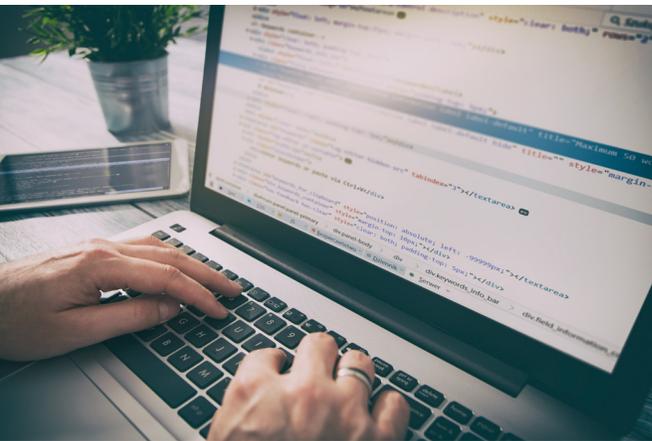
ENTERPRISE APPLICATION DEPLOYMENT

# Assuring Successful Enterprise Application Deployments (EAD).

### Challenges when selecting and deploying enterprise applications.

One of the single largest investments that a business can make is the decision to select and deploy a mission-critical enterprise software application. CIOs, Systems Integrators and IT Services firms could potentially invest between \$2M to \$200M, especially when rolling out an SAP, Oracle, Workday, Netsuite or Salesforce enterprise application. Failing to select the right vendor can be problematic. More so, failing to implement effectively or lacking stakeholder alignment and buy-in can lead to catastrophic results. It's a 'cannot fail' undertaking.

A major component of any enterprise application deployment is about the teams and people expected to use that software. Yet companies often overlook this – and in doing so, run the risk of little or no chance of success. In fact, the Top 5 reasons often cited for failures can be directly linked to people side of the project : unrealistic expectations at the outset, failure to manage organizational change, not involving key stakeholders, poor project management and failure to manage business benefits.



#### CHALLENGE

75% of all ERP projects overrun

#### CHALLENGE

46% deliver 50% (or less) of their expected benefits

#### CHALLENGE

Failed implementation projects crash share prices and bankrupt companies

The most successful application deployments depend upon broad and evangelical support from business leaders within an organization. It also requires support from both the team working on the project to those who will actually use it. Yet interpersonal friction, such as functional silos, hidden agendas, ignored alternatives and social biases is often the largest obstacle to success. With the average cost of an EAD bordering on \$6.1M and a delivery time of 15.7 months, the risks are great for any business leader.



“Nearly half of those surveyed say that at least 50% of their software development projects fail; that is, they are either late, over budget, do not meet expectations, or require rework.”



## The Solution

ThinkTank's Digital Engagement System transforms how leaders engage and align distributed teams. Stakeholders that are charged with managing mission critical projects - such as Enterprise Transformation, Systems Deployment and Business Change - are able to cut through politics and bias and deliver amazing outcomes.

Based upon 27 years of research into group productivity and dynamics, ThinkTank uses directed collaboration and solution templates to accelerate the journey from idea to alignment and execution. Our Thinkspaces™ offer a trusted digital forum that provides user anonymity, removes workplace politics, bias and fears that traditionally degrades group results and endangers the buy-in required for effective execution.



# Shift Your Project Delivery to Digital – From Bid to Best Practice

ThinkTank can help play a significant role in facilitating stakeholder alignment, from scoping, setting realistic timelines and assessment of success factors and risks. The Digital Engagement System sets the stage for the collective brain-trust to convene and complete key deliverables.

**Digital Forum** – Levels the playing field for everyone to participate in real-time or asynchronously, in a neutral and inclusive way, without fear or listen without prejudice.

**Smart Templates** – ThinkTank has assisted the world’s largest and most prestigious consulting, system integration and advisory firms in the creation of activity templates for the rollout of major enterprise transformation projects. Our templates for EAD will guide your leaders and distributed teams systematically through the steps required to ensure rigor and buy-in.

**Collaboration & Productivity Tool Kit** – ThinkTank enables digital engagement through a series of activity tools – including interactive presentation, data collection, rank, vote, evaluation, group insights, ‘crowd ideation’ and structured decision making.

**Activity Management** – ThinkTank enables the leader of an enterprise application rollout to organize the entire project lifecycle, into structured and interactive activities. These activities guide the team and all stakeholders involved along a path to successful execution.

**Collective Memory** – ThinkTank keeps a digital trail of ‘breadcrumbs’ for every action, contribution, decision and solution thread to enable retrospective learning and smarter future delivery.

**Managing a business transformation project within Thinkspaces enables an Enterprise Application Deployment leader to:**

- Align Stakeholders for maximum productivity and project ‘stickiness’
- Increase solution adoption and buy-in
- Direct & excel in best practice selection and deployment projects of cloud or on premise enterprise apps (SAP, Oracle, Workday, Salesforce, Success Factors, Lawson, NetSuite, etc.)
- Accelerate outcomes and reduce delivery risk

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| <b>In Engagement Planning &amp; Delivery</b>    | Faster time to client value by 40%+<br>Reduce cost to serve with resources & travel 15-20%<br>Increased profitability and client satisfaction scores   |
| <b>In Rollout Expansion &amp; Retrospective</b> | Reduce waste due to poor buy in and solution rejection by \$500k – \$200m<br>Increased solution stickiness to realize full ROI and speed time to ROI<br>Lean and save from retrospective insight |



“The possibilities of ThinkTank™ are endless: strategy definition, identification of risks, determining change readiness, AS-IS analysis, etc.”

“The return on investment with ThinkTank was very high. We conducted incredibly productive sessions for the time and money spent. Beyond that, ThinkTank enabled a level of collaboration that wasn’t possible otherwise.”

“A \$400k+ process improvement project was won as a direct result of demonstrating the power of ThinkTank™ during the pitch to the client.”

“My internal client was thrilled with the outcome of using ThinkTank. It exceeded her expectations. ThinkTank is the fastest way to capture ideas and allows people to build off each other’s input.”



To learn more about ThinkTank visit  
[www.thinktank.net](http://www.thinktank.net)