

ORDERWISE®

Fast, Powerful Business Software

**MAKING WISE
INVESTMENTS
FOR YOUR PEAK
SALES PERIODS**

What is the true timescale of your project implementation?

When thinking of implementing a new system into your business, it's easy to just focus on the installation of the physical solution and all the back-end technicalities.

But your project timescale is not just the length of time it takes to install the system. Rushing to meet a specific, market-driven deadline can ultimately lead to an underperforming software solution in both the short and long-term.

One decision is not a solution

Failing to achieve the maximum potential from seasonal sales spikes is a core driver for businesses to invest in a more robust business management solution.

A powerful, fully integrated, all-in-one **ERP** or **WMS** solution will certainly support your business to perform at an optimum level throughout the year, not just during critical trading periods.

However, while an extremely stressful or disappointing peak sales period may be the deciding factor in upgrading or implementing a new ERP or WMS solution, it should not be treated as a deadline.

Ensuring a successful project implementation

Having a reliable infrastructure in place will drive productivity and profits during peak sales periods. However, rushing to implement a new system just before these seasons will seriously jeopardise your profits and service levels.

In this guide, we will be exposing the consequences of rushed implementations and exploring the best ways to implement a new business management system.

DID YOU KNOW...



64%

of ERP projects
go over budget



74%

of ERP projects
take longer than
expected

Source: Panorama

Creating a realistic timescale for your project implementation

Ascertain what you want to achieve from a new system

If the immense pressure your company experiences during peak sales periods, like Black Friday or Cyber Monday, has encouraged you to implement an enhanced solution, then, of course, you want to reap its full benefits over these key times.

Nevertheless, without forward planning to create a realistic timescale for your project implementation, there will be an urgency to install something as quick as possible.

In the panic to have a new system in place for your peak periods, you may be tempted to compromise and go without certain functionality for the time being.

This can be expensive and counterintuitive. Your initial investment is hijacked by this desperation to go live by the peak sales period. There is a very real chance you will incur further costs, time and resources later down the line getting the system to the standard that you intended.



Consider who will best deliver the solution

You may be nearing the end of your current contract with your existing partner and desperately wish to onboard a new and better provider.

While finding a new solutions provider may be the best business decision, it still requires a proper selection process. Without one, this will cause multiple pitfalls.

In addition to implementing a brand-new system, you will have to build a relationship with a brand-new provider.

Effective planning for your ERP or WMS Software Implementation

Choosing the right solution

As well as rushing the project implementation, senior decision-makers may also rush their decision-making to ensure a new system by the next peak season. A risky error, given this is a critical stage of the implementation process.

Conducting thorough research, speaking to different specialists and seeing how the solution manages your workflows are all crucial to ensure you receive the maximum ROI on your software investment.



Managing your resource and budget

Rushing your project implementation to reach certain milestones and deadlines often leads to exceeding budgets. This is due to the costs of existing employee overtime and overlooking process requirements which results in reworking data inputting and configurations.

You may also be required to hire additional implementation specialists to support your overstretched resources.

Ensuring you allow sufficient time for testing

As part of the implementation process, confirming that your new solution is performing at the level it's expected to be is vital before going live. Measures include checking that all your existing business data has been correctly imported over to your new system.

While your new system may have been implemented without a glitch, testing is still critical. You must be sure other external factors do not cause any issues. Testing can only be carried out in part by your software specialists, and again, will need your staff to invest a significant amount of time for the smoothest transition over to your new system.



Are staff capable and confident?

You must prioritise your team's confidence and capability when using your business' new solution. If they're not, you won't experience a seamless workflow post-implementation.

However, training won't be the same for every member of your team. While your Finance Manager is getting acquainted with your new automated back-end accounts functionality, your Warehouse Manager is adapting to the flexibility of Mobile WMS.

This adjustment period is completely normal as part of a healthy implementation process. However, it can be complicated for existing staff, who are still getting accustomed to a new system. Suddenly, they must hit the ground running, with no room for error at a peak trading period. Exacerbating this, permanent employees are then responsible for training the temporary workforce, who are often recruited to support peaks sales seasons.

Can you dedicate expert resources?

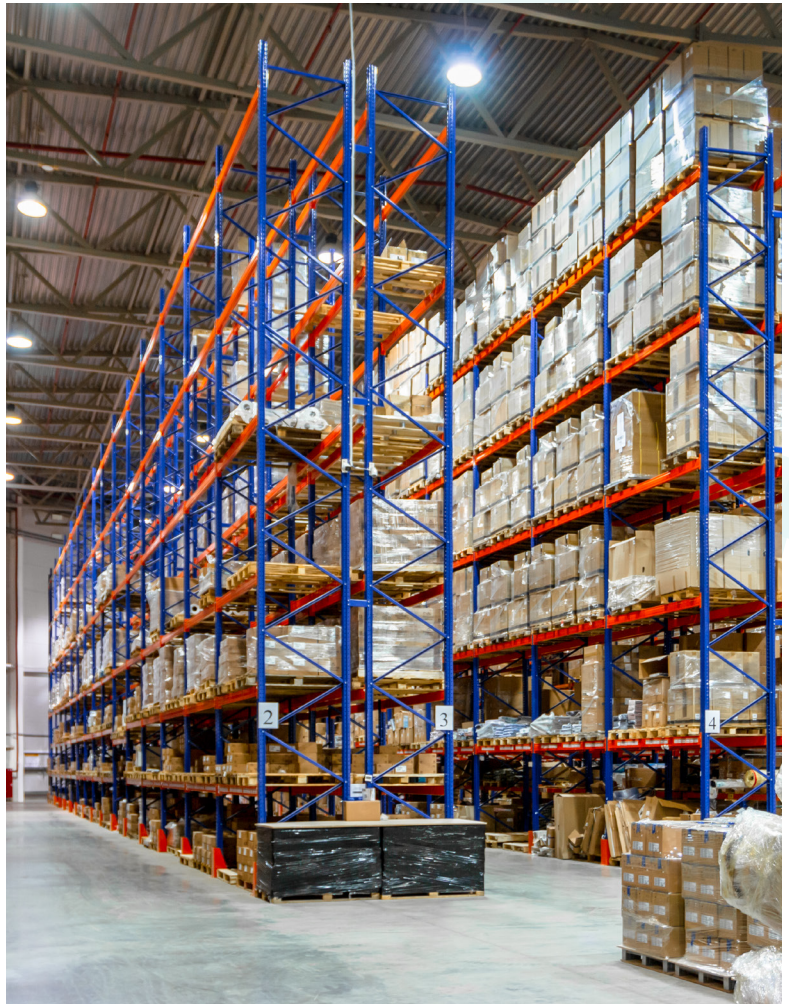
Even with third-party project management, moving from one business management system to another is a critical operation, so senior members of your team will still be required to support this at certain stages.

But in the build-up to your peak sales season, how will having your senior managers distracted from their typical duties impact your business?

Optimising your warehouse

Implementing a new ERP or WMS solution can often result in changes to various working environments. While your new infrastructure has been designed and developed to improve the operational efficiency in your business, changes to the layout of your warehouse can create complications and staff confusion.

Your staff require adequate time and support to become accustomed to new layouts and workflows in your warehouse before the peak hits.



On average, companies spend

17 weeks selecting ERPs.

Source: G2 Learn Hub

If it sounds too good to be true, it often is

Installing a solution is not the same as a “successful implementation”. Be wary of a third-party promising to meet your tight timescale and guaranteeing you’ll have “something” in place for your peak sales season.

How can they possibly do this without fully understanding the project milestones and work you need to complete to achieve these timescales?

Often companies will rush a vanilla implementation, to be installed for your peak sales time, this simply isn’t going to work and can be a costly mistake.

50%
of ERP implementations
fail the first time
around.

Source: G2 Learn Hub

Weighing up the risks

Understandably, some businesses will conclude that they just cannot use their existing business management system for their next peak sales period. It lacks integration, accurate stock control and slow transactions are driving customers to competitors.

So, what will be more detrimental to your business?

Rushing the selection and implementation of a solution to go live just as you hit your most important trading period, or selecting the right solution and partner for the long term?

Project Checklist and Timeline



The solution

Unrealistic expectations are the significant causes of project failure.

And, rushing to implement a brand-new business management solution just before your busiest time of the year and expecting it to work seamlessly, without proper testing and training, is unrealistic.

Time is part of your investment when onboarding a brand-new software solution.

The first step

So, just before a peak sales period is not the right time to implement a new business management solution. But when is?

Correctly scheduling projects like this entirely depends on the size and requirements of your business, as well as how you plan to grow and develop.

Even if a new solution does not feel imminent, business growth often occurs rapidly, so be prepared and start having conversations with business software providers now.

Successful project delivery

By highlighting the pitfalls of rushing project delivery, it is in no way insinuating the onus is on you!

Business management is a complicated process and the technology that supports you is continually evolving. If your technology support provider is not working with you to understand your growth pipeline so you achieve sustainability and maximum ROI from critical trading periods, then you need to consider whether you have chosen the right provider.

Sustaining surges in sales

For many businesses, a huge portion of their yearly revenue is generated by a few, or even just one, peak seasonal sales period.

This significant increase in orders and sales processing requires greater time and resources to be spent on typical business activity to ensuring maximum accuracy and efficiency.

While a peak sales period can drive profits and growth for some businesses, for others, it highlights weaknesses in their business management software and internal processes.



Wise Start

Download our brochure to discover why the OrderWise team are experts in Project Management and when working with us, your implementation will be as smooth as possible.

[Download here](#)





The extent of support that you receive throughout your implementation and go live stages will vary from different third-party providers. It's important to consider how much you expect them to do.

Delivering real value with OrderWise

OrderWise simplifies your selection process when finding the right software and support partner by showing you how our premium service compares with others in our industry.

[Download here](#)

About OrderWise

OrderWise software provides all-in-one ERP and WMS that is scalable and fully integrated. Build a solution moulded to meet your exact business requirements and drive end-to-end efficiency with an OrderWise solution that grows alongside your business.

Our expert team has over 30-years of experience supporting businesses to maximise their profits and productivity through our scalable solutions.

Key ERP and WMS features:



Accurate stock control and forecasting



Ecommerce integration and EPOS



Sales and purchasing order processing



Warehouse management and handheld devices



Invoicing and reporting



CRM



Accounts Integration



Courier Integration

