

Upgrade Assessment Service Offering

Key Benefits of Upgrading

Take advantage of existing and new functionality

Reduce customizations

Reduce operational costs

Respond to globalization and consolidation needs

Increase user productivity

Ensure compliance

Adapt to dynamic business changes & stay competitive

Optimize application and system performance

Drive Lean principles throughout the organization

QAD Can Help You Assess the Value of Upgrading and Create a Plan of Action

As you evaluate upgrading your QAD enterprise applications, there are many factors to consider. An enterprise software upgrade requires justification, buy-in and budget approval by many stakeholders within your organization.

Rather than try to do the internal analysis and justification on your own—with limited resources and competing projects—QAD consultants can provide an expert view of what it will take to upgrade your QAD enterprise applications. We provide a realistic cost estimate and schedule, along with a business case and estimated return on investment analysis. This provides the necessary due diligence you need to confidently gain buy-in and budget approval with key stakeholders.

Customers choose to upgrade for a variety of reasons—leveraging new functionality to optimize business operations is typically high on the list. QAD has broadened its applications portfolio by adding new and improved functionality and extensibility in the core platform. QAD Enterprise Applications is deployable in multiple modes, built on a Service-Oriented Architecture, offers a .NET user interface, and represents the foundation for our vision of the Perfect Lean Market. The following modules are available to you:

- QAD Customer Relationship Management—Enhance your customer relationships through 360° views of relevant activity
- QAD Demand Management—Accurately forecast customer demand throughout the global supply chain to reduce inventory while increasing fill rates
- QAD Enterprise Asset Management—Maximize your return on fixed assets and mine them for hidden profit potential
- QAD Transportation Management Systems—Streamline transportation processes, reduce costs and ensure global compliance
- QAD Business Intelligence—Gain visibility to actionable data and performance management capabilities
- QAD Enhanced Controls—Enable adequate tracing and controls through audit trails and electronic signatures. Stay on top of auditing requirements and remain compliant.

The Challenge

With personnel turnover, technology advances and expanding business requirements it's difficult to keep your IT infrastructure and enterprise applications aligned with your business goals. In order to achieve and sustain competitive advantage, it is essential to make pragmatic technology investments with measurable performance and cost benefits.

The choice is to act now and budget and prepare for an upgrade, or to defer the decision and remain status quo. Deferring an upgrade can be costly to your business, as you experience steadily rising expenditures to support obsolete hardware, databases, operating systems and applications. Ensuring compliancy with demanding FDA regulations and Sarbanes-Oxley requirements means more maintenance and risk with older applications.

Consequently, upgrading your IT infrastructure and enterprise applications can reduce your exposure to increasing costs and risks, while keeping pace with the changes in your business and improving your bottom line. But the path to get there is not always clear.

The Solution

QAD Consulting can help you gain quick insight into your current operations, business processes and customizations and provide the facts you need to make an informed decision about upgrading your QAD applications and infrastructure.

QAD offers a two week cost-effective review of your current QAD applications, technical infrastructure and strategic initiatives and maps those to new value opportunities that can be gained through an upgrade. With minimal investment, you receive a full analysis and set of recommendations that will illustrate how you can take advantage of new capabilities, reduce customizations and decrease IT operating costs. You will be well-positioned to gain the sponsorship and approvals needed to move forward with a feasible plan.

Benefits

When you allow QAD consultants to do a full review of the current usage and customizations of your QAD enterprise applications, you get a fresh and objective perspective on ways to maximize your investment. We use a repeatable diagnostic approach with a set of best practice templates ensuring you get a comprehensive audit of your technology, applications, customizations and processes. We offer a set of prescriptive recommendations that demonstrates lower total cost of ownership by:

- Removing bottlenecks and focusing on areas to streamline business processes
- Identifying new capabilities and enhanced functionality that your organization can leverage quickly
- Ensuring optimal availability and system performance with newer technology
- Decreasing hardware costs and system maintenance complexities by migrating to a centralized domain architecture
- Adhering to government regulations and compliance requirements
- Discovering potential security breaches
- Moving to a more standardized application portfolio with less modifications to allow for flexibility and growth
- Eliminating unnecessary costs relative to customizations or obsolete processes

Approach

The QAD Upgrade Assessment offers an efficient process, a set of templates and senior consulting expertise to glean the critical information needed to provide a tailored set of recommendations for you. The two-week engagement consists of the following activities:

Schedule	Activities
Day 1	Kick-off Meeting Review and Agree on Objectives Plant Tour Meeting with Project Sponsor
Day 2	Interview Users
Days 3 and 4	Review Processes
Days 5 and 6	Review Systems
Days 7 and 8	Analysis of Gathered Information
Day 9	Preparation of Final Documents
Day 10	Deliver Presentation Review Analysis and Findings Provide Recommended Plan of Action

We provide two QAD senior consultants with deep technical, functional and industry-specific knowledge to perform the end-to-end business process analysis. The QAD Upgrade Assessment provides a comprehensive set of analyses, covering several functional and technical areas, to extract value potential from all vantage points. We examine your entire set of manufacturing process areas including:

- Manufacturing
- Logistics
- Distribution
- Purchasing
- Finance
- Service and Support Management
- System Configuration and Network Performance
- Security
- High Level Review of Customizations

Deliverables

At the end of the two-week engagement you receive the following deliverables:

- Detailed analysis & results from interviews
- Summarization of findings
- High level review of customizations
- Risk analysis

- Business case for upgrading, which includes:
 - Analysis of available features and functions that can be leveraged
 - Benefits that would be gained from leveraging the new functionality
 - Budget, resources, timeline estimates
 - ROI analysis based on estimated quantitative improvements
- Executive level presentation, highlighting the findings and recommendations

Special Offer!

QAD charges a fixed fee for this two-week engagement.* However, if you decide to engage QAD Consulting Services for an upgrade project within 6 months from the completion of the Upgrade Assessment, QAD will refund you up to the full amount charged for this assessment. This worthwhile investment may well be free if you decide to use QAD Consulting Services for your upgrade project.**

No other service partner can offer the unique skills and knowledge that will help your business fully leverage new QAD functionality and perform at optimal levels—with minimal disruption to your current operations. QAD Consulting has a solid track record with years of functional and technical upgrade experience to help minimize your risk and stay agile in your business.

* The Upgrade Assessment two-week fixed fee is \$25,000 USD in the United States. Prices differ in other regions. Contact your sales representative to learn more.

** This offer is dependent on the total dollar size of the upgrade consulting services engagement. Contact your sales representative to learn more.



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