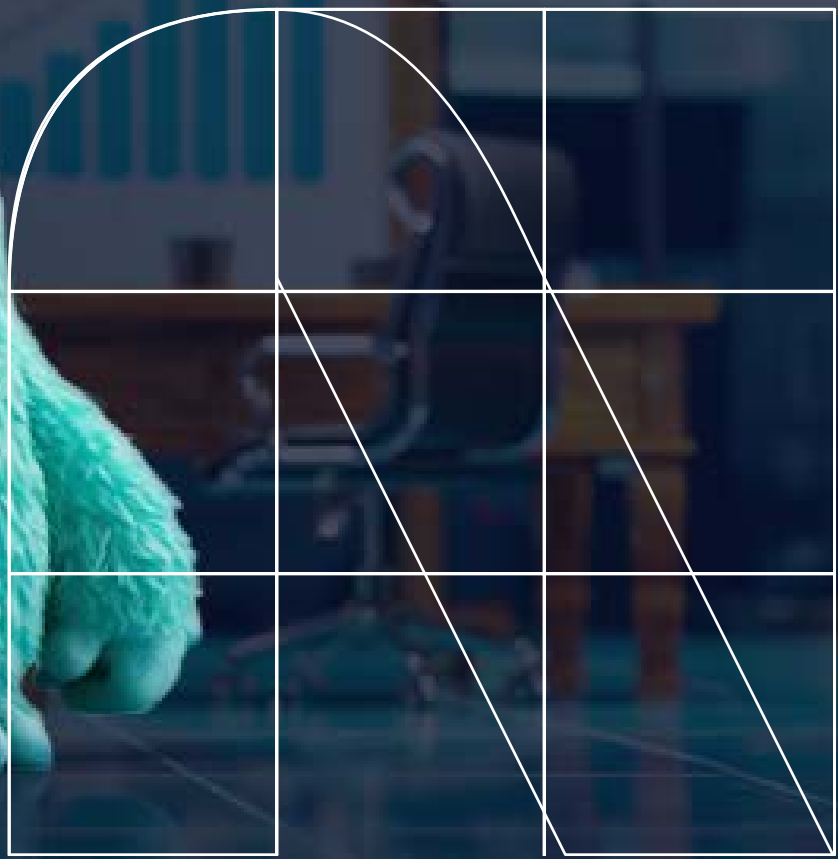


NTT DATA Business Solutions | Grow with Confidence

Don't get the ERP wobbles or wibbles.

It's time to Grow with Confidence!



Wherever it comes from
and wherever it lurks,
for ambitious businesses,
uncertainty is always the
enemy of growth.

The last thing businesses
should have to deal with is any
uncertainty in adopting what
could be their first and last
ever Cloud ERP platform.

Dealing with uncertainty

Uncertainty is a constant in business leadership, affecting everything from market changes to talent acquisition. Successful businesses thrive by managing this uncertainty effectively and using it as a competitive advantage. However, navigating it is never easy.



Dealing with uncertainty is simply part of the day job for business leadership teams. It's something they face daily. In fact, successful businesses and their leaders often point to their ability to manage uncertainty as the key reason they succeeded where their competition failed.

Uncertainty, of course, comes in many forms: developing and launching a new product, responding to market changes, managing cash flow challenges, raising new investment, handling supply chain issues, hiring the right talent, facing new competition, adapting to new government legislation, or disrupting established markets to create new ones.

Great businesses don't simply cope with uncertainty; they stay ahead of it, manage it, and use it to their advantage. But it's still hard. It never stops, and it never fails to present challenges.

So, for many business leaders focused on all these uncertainties, the thought of adding more to the list—by replacing their existing ERP platform or investing in their first one—is something they often try to push to the back of their minds. But, like death and taxes, the time will inevitably come.

The Time of Growth and Change

All CFOs, at some point during their company's growth journey, will acknowledge that the platform they currently run their business on—whether it's an early-stage spreadsheet that helped them through the initial growth years—just isn't keeping up with their business' ambitions. If they've delayed the decision to upgrade, they may soon realise that their current system is holding them back.

Finance is the engine room of all growing businesses. If the engine's power can't keep up with the machine it serves, the entire operation will lose momentum, slow down, or even stop. And when that happens, it's only a matter of time before the leadership team realizes it's time to scale up their core business operations and harness the benefits of a new Cloud ERP platform.

Simplify the next wave of business growth by standardising business processes that enable smoother operations and fuel accelerated expansion. Enhance operational security by using a cloud ERP system protected by a security team larger than any individual business could afford. Gain real-time data visibility, allowing management to make faster, more informed decisions across finance and other business functions. Increase productivity by simplifying processes and adopting digital capabilities like RPA/Automation, creating growth without proportional increases in headcount. Maintain strong financial governance with the built-in features of Cloud ERP, ensuring the business remains well-managed and in control of its operations. Scale without limits by adopting new features and functionality, with the Cloud continuously updating itself to meet your business's needs.

Even though the CFO and wider finance team may long for

the benefits of a modern, cloud-based ERP platform with digital capabilities like automation, advanced data analytics, and even AI, the lived experience—especially if they've been through this process before—might give them pause. It may even bring back a few nightmares.

The practicalities of an ERP project, especially at a time when the business is more focused on driving growth than implementing new systems, can stress an already overloaded team.

Mid-sized businesses often hesitate to adopt ERP systems due to various factors contributing to uncertainty and fear. Here are some of the key reasons:

The Fear of Disruption: Implementing an ERP system is a significant undertaking that can disrupt daily operations. Mid-sized companies worry about downtime, data migration challenges, and the time it takes for employees to adapt from their current way of working. It's understandable to fear that the short-term pain might outweigh the long-term gain.

Cost Concerns: ERP project costs include not just the software, but also training, adoption, change management, and ongoing maintenance. For mid-sized businesses with tight budgets, this investment in future growth can seem daunting, especially if the ROI isn't immediately clear.

Complexity and Change Management: The complexity of ERP systems can be intimidating, especially for businesses with limited IT resources. Transitioning from familiar systems and processes to a new ERP can be a change that's easy to put off.



Lack of Awareness and Understanding of Benefits: Many mid-sized businesses may not fully understand the full spectrum of benefits a modern ERP system can offer. This lack of awareness can lead to skepticism about whether the investment is necessary or beneficial, especially when the business has managed without it so far.

The Risk of Failure: Successful ERP projects rarely make headlines, but challenging ones do. This can discourage mid-sized businesses from taking the leap, fearing an unsuccessful ERP project and sticking with inefficient systems that are holding them back.

Project, Support, and Training Concerns: Mid-sized businesses may also fear they lack the necessary skills or time to handle an ERP project and build a platform for future growth. When presented with a traditional ERP adoption plan, the number of tasks—many outside their comfort zone—can feel overwhelming.

At NTT DATA Business Solutions, we understand that businesses need to feel confident that the benefits outweigh the concerns, that the gains surpass the risks. That's why it's crucial to choose a partner who can help you grow into a new Cloud ERP system while delivering the outcomes you need and mitigating your concerns. We are so confident in our approach that we guarantee it.

Change doesn't mean uncertainty - it should mean excitement - a new ERP should be no different

We believe that adopting a new Cloud ERP should be an exciting milestone in any business's growth cycle. Needing a new, more powerful, more capable, and more digital ERP platform is a sign of success—something to celebrate. It should generate excitement about the opportunities the next wave of growth will bring, rather than anxiety about the complexity, cost, or uncertainty of starting a new ERP replacement project.

The evolution of Cloud ERP systems, which come with built-in best practices, combined with new streamlined adoption methodologies that help you implement these best ways of working and digital services, means that the days of uncertainty surrounding an ERP project are largely behind us.

With the added power of AI in modern Cloud ERP platforms, the benefits of adoption will only increase, becoming even more integral to your future business growth.



It's not a game or a trivial pursuit, but it's doesn't need to be as fraught as some may make out; honestly!



At NDBS we aren't saying adopting a new Cloud ERP is trivial,

but, we've drawn on our 35 years of ERP experience and our deep understanding of working with thousands of businesses to help make their next wave of growth less complex and to remove as much uncertainty from the process as possible.

By combining our deep expertise in SAP Cloud ERP platforms with our proven, streamlined approach to adoption (notice we didn't just say implementation, because we focus on maximising beneficial outcomes), we ensure businesses can leverage best practice foundational finance processes and new digital services straight out of the box. This allows them to grow with confidence while minimising disruption, risk, and cost.

We understand that you may need some support on your side, but we also believe that businesses often spend too much time, money, and energy overthinking how to run their operations when so much best practice is already built into modern Cloud ERP platforms.

Harnessing Your Operational Energy - It's an ERP project, but not as you know it!

Our 35 years of ERP experience, our proven methodologies, and our specialist teams of coaches, consultants, adoption experts, and value realisation teams will guide your team through the entire process.

We understand that your people have limited operational energy. That's why we want them 100% focused on doing the right things at the right time, rather than wasting time planning a traditional ERP project when those traditions are no longer relevant in today's Cloud ERP world.

Select: We begin by jointly selecting the off-the-shelf processes that best meet your business requirements. We coach your teams through the process, helping them understand the usually minor adaptations they will make from their current way of working to the new methods in the Cloud ERP system, which are often not very different.

Familiarise: We provide access to the platform as soon as possible, so your team can get familiar with it early on, as we build out how it will function within your business.

Activate: Next, we activate the processes your business will use to operate, whether they are end-to-end or discrete business processes. This allows your team to start using and testing them in a structured yet organic way, preparing for the shift to full production.

Digital: Afterward, we introduce new digital features such as automated colleagues (RPA) or advanced reporting, prior to fully launching the new system.

Seamless Acceptance: Finally, we move from final acceptance testing to full operation. Your teams will seamlessly transition into using the new platform as part of their daily routine during the final adoption phase.



Of course, like all adoption and change programmes, there are key elements we need to address to ensure maximum success.

People: People are, of course, the most important part of any adoption programme. Our goal is to ensure your team is engaged, excited, and empowered to embrace the new way of working and maximise the opportunity for change. At every stage, we want them to feel that the change is being done with them, not to them. Our expert change coaches will ensure that the shadow of uncertainty never appears. We aim to make this an exciting time of change for your people, enabling them to contribute meaningfully to your business—whether they are delivering the change or benefiting from it.

Processes: We've mentioned processes already, but it's worth reiterating that the purpose of adopting a new foundational finance and ERP platform is to unlock the

power and simplicity of best practice processes, tested by thousands of companies in real-world scenarios. We will assess the gap between your current processes and best practices, providing a clear picture of where you are now and where you will be in the future. If the gap is too wide, or if there are areas your business feels are so unique that they can't adopt best practices, we will identify this early on, ensuring that no time, energy, or money is wasted on the wrong solution.

Data: Every company we work with has data that needs to be migrated from their existing systems to the new Cloud ERP platform. We specialise in assessing, cleansing, and migrating data so that the new system is in perfect shape from day one. Our dedicated data migration teams, has helped thousands of companies transfer their data swiftly, accurately, and seamlessly.



Keep Focused, Keep Moving Forward, Get Great

At all times, our goal is to keep everyone focused, energised, and empowered to make the right decisions at the right time. We avoid falling back into outdated project methodologies or mindsets that could steer us away from achieving the powerful outcomes of a foundational finance platform. By working closely with your teams in collaboration, we ensure that we all remain laser-focused on realising what success looks like.

We even prepare your teams in both formal and social settings, so we can get to know each other's aims and objectives, define success together, and ensure that from the very first discussion, we are all on the same page with the same objectives and outcomes in mind.

And the benefit of all that? Your business will be ready to adopt a powerful foundational Cloud ERP platform, designed to enable change and help you adapt to the best ways of working.

And the best part? We give you the confidence to embrace the latest in digital innovation, delivering even greater outcomes for your finance team than a traditional ERP implementation. By focusing on what truly matters to them, their roles, and your business, they won't waste time on the wrong things.



**Don't let ERP
uncertainty lurk
anywhere.**

And the value never stops!

So, to finish, the benefits continue to grow. With Cloud ERP the platform is upgraded a few times a year with brand new features, any changes to finance regulations, and in the advent of AI, it will keep on evolving as the underlying technology available in the cloud does too.



Our value realisation teams will continue working with you as part of our Cloud Concierge service, ensuring that your business can unlock new features and keep optimising and evolving the way you operate. This ensures that the value of your initial investment continues to grow as your business evolves and expands.

The great news is that with SAP S/4HANA Public Cloud, it's unlikely your business will ever outgrow what we've just implemented. This could very well be the first and last ERP platform you ever need. And with the digital innovation delivered by SAP Business Technology Platform—the digital brain of the future—sitting alongside your clean-core SAP S/4HANA Public Cloud platform, the ability to plan your digital evolution into the next decade is already within reach.

As we mentioned at the start, we will be with you every step of the way.

If you've read this far and feel that this doesn't sound like a typical ERP project, you're absolutely right. That's the whole point—it isn't meant to be.

By adopting a best practice, clean core Cloud ERP, you won't need to hire expensive third-party consultants to map your current processes or spend months defining how you want to process invoices or onboard new suppliers.

The value of modern Cloud ERP platforms, delivered by experts who have done this hundreds of times and invested millions in creating the most streamlined, risk-free, and value-driven services, is to make ERP adoption a positive experience. If we used old methodologies to implement a new paradigm for how businesses can operate, you'd question our approach. That's why we've reinvented the time, cost, and risk of Cloud ERP. And we're so confident in our ability to deliver that we've done one more thing.

Take the Next Step Toward Confident Growth!

Don't let ERP wobbles or wobbles hold your business back. At NTT DATA Business Solutions, we make adopting Cloud ERP simple, secure, and aligned with your growth ambitions. With our proven methodology, expert guidance, and continuous support, you can embrace the future of digital finance and operations with confidence.



About NTTDATA Business Solutions

We understand the business of our clients and know what it takes to transform it into the future. At NTT DATA Business Solutions, we drive innovation - from advisory and implementation, to managed services and beyond, we continuously improve our solutions and technology to make them work for companies – and for their people.

