



Unit4 Business Value Review

Discover the true cost of not reviewing your legacy finance and ERP system

As part of our commitment to you, we offer a Business Value Review service which helps you define the value you could expect to realise from our proposed solution. All we ask is that you engage in a face-to-face meeting with our Solution Sales Experts who will work with you to build an ROI based business case which is fully customised to your circumstances.

Process

The team will discuss the merits of the solution under consideration and the benefits that could arise from its implementation. Each of these will be valued using an ROI software “live” during the meeting and all the benefits and costs will be assessed and converted into a Return On Investment (ROI) based business case immediately.

Timing

The whole process will take no longer than 60 minutes, depending on the scope of the business case.

Preparation

Prior to the meeting we will set up a web-based meeting to think about the current areas of potential business improvement to be discussed during the review. The process can be conducted even if some of the key data is not known at this stage. Assumptions can be checked later.

Investment Appraisal Summary

€14.832	36 months	€45.788
Average monthly costs	Review period	Average monthly benefits
€737.972	262,8%	13,75 months
Net Present Value	Internal Rate of Return %	Payback
Based upon an assumed cost of capital of		
12% per yr		

For example, a typical benefit area arising from the solution might be automatic creation and sending of sales invoices which could potentially save 5 days from the process. The resultant reduction in time to invoice the customer might improve your cash collection times and, if the parties can agree a typical minimum improvement, this will be valued and included in the ROI based business case.

Types of Information to Consider

(this is not an exhaustive list and remember some data may need to be estimated and can be corrected later)

1. Annual size (i.e. turnover) of the overall business or part of the business affected by the solution
2. Minimum return rate (Discount Rate) used when evaluating capital expenditure plus period of review for the analysis (typically this might be 3 or 5 years)
3. Running costs of current systems that could be replaced
4. Information on current business problems or issues
5. Average annual cost and number of technical staff involved in the project
6. Average annual cost and number of office staff who would be using the system or would be impacted by the solution
7. Would other areas outside normal operations be impacted?

Participants

Ideally you would need representatives from across your organisation who will be directly impacted by the implementation of our proposed solution. However, you may be able to gather information from these individuals prior to the workshop. Each of these key people will have their own views on how the new solution will benefit their particular department or processes; and these views and opinions must be captured during the session and noted where applicable against the benefits agreed to support the overall business case.

Deliverable

You will receive a full ROI business case based on your input which includes the following:

- The benefits - scaled and phased as agreed during the meeting
- Comparison against the possible solution costs
- 3 key ROI measures - Payback, Net Present Value, and Internal Rate Of Return
- Discounted cash flow

Producing business cases normally can be an onerous and error-prone task. We can simplify the whole process giving you peace of mind that your business decisions are based on achievable objectives.