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PROPOSAL FOR ERP IMPLEMENTATION

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Overview

Companies often spend exorbitant amounts of money on ERP Software and realise after its implementation, that the product is not really suitable for their organisation. With over 20 years' experience in software development, we guarantee timely and cost effective ERP implementation; ensuring all of your business processes are precisely incorporated. We began software development in 2002, and have observed all the trends to-date. We put these into consideration depending on the requirements and budgets brought forward, and this enables our ERP implementations to be friendly towards lower budgets. This is also due to that we develop our software to run optimally on low specification hardware or equipment, keeping the percentage of costs mostly towards the actual software and our services.

The Problem

- Expensive software implementations
- Several systems implemented that operate independently
- Off the shelf systems that are not easily customisable
- Implementing systems designed for use in foreign territories
- Expensive maintenance and support that is not readily available

The Opportunity

- Consolidate and enhance business processes
- Reduce operational costs
- Promote collaboration and productivity within the organisation
- Improve Customer Relationship Management
- Enable efficient Project Management
- Provide efficient data capturing and monitoring
- Promote employee productivity



OUR PROPOSAL

ERP implementation is a volatile practice, and we are fortunate to have gained experience in ERP projects since 2007. As it can be observed from the attached Company Profile, we have gained invaluable experience in this arena through consultations and full time employment. It can also be observed in the profile that not all consultations have been successful, and we have learned invaluable lessons from these experiences. Today this allows us to provide the best experience to our clients and implement quality affordable and optimal solutions.

During ERP implementation, we provide support until all stakeholders affected by the implementation are content and our solutions are designed to run without much support after the final sign off. In this regard, we recently added a Business Process Management or Workflow module. This allows the customer to define new processes or customise existing ones without consulting us and paying additional fees. An example of a new process could be the requirement by ISO 9001 to provide a form for clients to capture their satisfaction feedback with the services of your organisation. This form can be created dynamically (without consulting us) by one of your employees in the Workflow module, and linked to relevant modules such as the CRM, Project Management and Accounting.

Although our internet service providers have taken significant strides towards improving our internet, we have experienced that is best to deploy the ERP software within the local network. This allows employees located within the premises to access the system at good speeds without utilising the internet and consuming further resources such as data. Depending on the available funds; we can discuss making some data available to certain employees when they are out of the office. This can be achieved by linking the system to our cloud platform and synchronising data between the local deployment and another deployment on the cloud.

Our solution is targeted at established organisations, therefore implementation of the complete solution is expected to take an estimated period of 5 years. During the initial 2 years, we shall focus on your core requirements and processes, and then on the data to be migrated from existing digital or manual systems to our integrated platform. We shall rely on allocated employees in certain departments to perform the duty of capturing manual historical data into the system; which should not be rushed so as to avoid errors.

Although our system contains a standard Accounting module; most organisations already have an established package to which we suggest integrating with instead of replacing. However, there are many organisations which are discontent with their Accounting Software due to it not performing certain functions as they require, support not being readily available or customisations being expensive or unavailable. Hence should your organisation be in such a position, we would be happy to customise the Accounting package or provide it as is should the functionality be sufficient.

As we have been in the ICT sector since 2002, and began offering consulting services in 2007; our company has not only observed the significant advancements in technologies over the years, but we have stayed abreast and established best strategies for organisations to employ an effective Change Management policy. We shall therefore draft this policy for your organisation prior to commencing the project and ensure a seamless and adaptable change to Machuzu ERP.

Reporting, Analysis and Forecasting is a key deliverable for Management positions in any organisation. With all systems integrated and job functions effectively capturing quality data into the system; the performance of these deliverables is available at the click of a button. We shall discuss specific metrics and KPI's, then design Reports and Dashboards enabling the specified entities to acquire feedback from the system whenever required.



In order to further assist with reducing costs; we would like to discuss and possibly agree on a Service Level Agreement (SLA) allowing us to provide the your organisation with Full ICT Services including, in addition to the ERP implementation; Network and Hardware support. However, we only provide these additional services following the implementation of our ERP solution.

Rationale

ERP implementation is very expensive and most solutions are designed and developed for booming economies. Regardless of this, technological advancements affect the entire global population, and organisations located in lesser economies often find themselves attracted or even compelled to consume products designed for advanced economies. Due to this, we commence implementation at the very basic level and allow organisations to establish a Change Management strategy that will perform well for their specific conditions. There have been many local organisations that have embarked on international ERP implementations and have ended up disappointed by incomplete functionality, poor support and expensive consultations.

Not a single local Software Development company has established an ERP product as comprehensive as our offering and in fact; many local organisations merely provide support for international products. This affects our economy as there are many critical jobs that are performed outside of the country.

One our main goals is to contribute to the economy by creating quality well-paying permanent jobs for locals and provide all-round ERP development and support services.

CONCLUSION

We would like to further discuss your organisations current state of ERP implementation and also give you an opportunity to acquire further insights about our services; and therefore kindly request a meeting with you.

We have attached supporting documents to further elaborate about our offering and services.

Kindly take time to go through our submission and let us know when you can be ready to meet and discuss further.

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Supporting Documents

- [Maestro-IT-Portfolio.pdf](#)
- [Accounting-Profile.pdf](#)
- [Collaboration-Module.pdf](#)
- [MachuzuERP-Stakeholder-Reports-Dashboards.pdf](#)
- [ERPbyW-Project-Management.pdf](#)
- [MachuzuERP-Point-of-Sale-Complete-Process.pdf](#)
- [MachuzuERP-Purchase-Requisition.mp4](#)
- [MachuzuERP-Remote Working.pdf](#)
- [MachuzuERP-Simple-Clocking-Module.mp4](#)
- [DOCUMENT-MANAGEMENT-PORTFOLIO.pdf](#)
- [Whitepaper- ERP Systems Implementation Rate in Eswatini_074449.pdf](#)