



## **Systems Selection Excellence**

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Your independent expert for selecting the best defined, aligned & delivered solutions to meet your needs.

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**X**elocity is a leading business solutions company focused on delivering powerful business results through a combination of excellence and velocity.

Our company has proven value propositions around Strategic Foresight, Corporate Governance, Project Implementation, Operational Excellence and Benefits Realisation.

We have the experience, expertise, innovative thinking and a “roll your sleeves up” approach to help achieve your company’s objectives.

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**XeLOCITY**  
Powerful Business Results

## Introduction

Systems selection is the process of buying or building a solution best suited to your needs, to return the outcomes you want, within the capability and resources you have available.

Typical issues in systems selection include:

- Benefits never realised.
- Technology solutions not aligned with business needs.
- Business solutions not aligned with technological capability.
- Lack of true independence with Vendor led solutions.
- Questions of ownership, sponsorship, responsibility, and clarity in the selection process.

## Your independent Expert

Our aim is to become your independent expert, helping you to define your business requirements and safely lead you through the minefield of system design, selection and implementation.

We will ensure that the solution fully addresses the business need and that the business benefits are realised. This is particularly important when dealing with integrated IT systems, where realising and qualifying the benefits from such projects can be challenging.

With our 18 years of expertise and experience in this field, we will help you work through the critical success factors, which is likely to include Governance, Change Management, Data Quality and Business Process Management and Benefits Realisation.

## The Process

From the moment a business need is identified, System Selection Excellence (SSE) process begins its journey. SSE follows three main stages to execute its deliverables; Define & Align, Engage & Evaluate and Predictable Delivery.

The **Define & Align** phase formalises the business need and clarifies the business capability. Aligning business needs with strategy allows organisations to clearly establish the desired outcomes. Resource Identification and Constraint Analysis establishes the business capability and project scope. Define & Align will also develop the governance required for an effective systems selection process.

The **Engage & Evaluate** phase will lead you through the engagement process with potential vendors. This includes vendor Due Diligence, Evaluation, Cost & Risk considerations. The process results in a very clear decision making process that facilitates the business, understanding all the factors in the evaluation and helps the business reach the right decisions effectively.

The **Predictable Delivery** phase will move you from decision making to predictable delivery in project implementation and realisation of benefits.

