

# OZA PATEL & DOSHI

CHARTERED ACCOUNTANTS



OZA PATEL & DOSHI

CHARTERED ACCOUNTANTS

# Challenges faced during ERP Implementation

---

By Margik Doshi

# Challenges

RFP / selection  
of vendor

- A request for proposal (RFP) needs to be disseminated, outlining specific details.
- The vendor selection process requires meticulous evaluation of cost, expertise, and customer reviews.

## Challenges:

- Cluelessness in drafting the RFP due to lack of exposure to such assignments
- Identifying major issues and asking for Proof of Concepts for them
- Lack of proper process for evaluating the vendors

# Challenges

## Requirement sessions

- Business sits with implementation partner to convey the expectation and exact requirements which they are expecting out of the implementation.
- All the documents are documented and sign-off is requested on the business requirement document to proceed with the further stages.

### Challenges:

- Identifying and articulating the clear business requirements
- Lack of clear communication due to internal miscommunication
- Setting the expectations with the implementation partner

# Challenges

## Conference Room Pilots

- During the CRPs, application is demonstrated to the key stakeholders of the business and feedback is collected.
- Business validates the application with the requirements communicated during the requirements sessions.

### Challenges:

- Problem understating the ERP application being presented
- Unable to validate the business requirement without hands-on
- Conveying the feedback and following up

# THANK YOU



+91 94089 87398



ozapateldoshi.com



908, Shivalik Shilp - II, Vastrapur, Ahmedabad