



BearingPoint®

# Kickstarting the adoption of software in your organization

Reap the benefits from adopting the software to your organization already in the selection phase – no need to wait until implementation.

**Table of content**

IT projects are risky undertakings..... 3

BearingPoint’s Software Selection offering is a  
three-phased approach ..... 4

The early adoption of software helps increase  
value for money and effort..... 7

Proven toolkit based on years of experience..... 8

The power of a standardized approach ..... 9

Get in touch! ..... 10

# IT projects are risky undertakings with high failure rates that may bring disastrous consequences for an organization.

The Standish Group CHAOS report\* from 2020 shows that 83% of IT projects are “challenged” or “failed”. This is often caused by lack of user involvement, weak (executive) sponsorship, and lack of alignment between business and IT. And risk rises with size and complexity, even simple projects can fail if these principles are not taken seriously.

When it comes to Software Selection projects we often experience that companies are eager to just choose the most extensive software available or let the graphical user interface be the main criteria of selection. This may not always be the best choice for that specific organization though. It means that they miss out on the opportunity to adopt the software based on business needs and to create internal alignment between key stakeholders.

Software selection is a vital phase in which the foundation is set to build, implement and use software that fits your organization. Done right, it can bring a competitive edge. Done wrong, too hastily or unstructured it could jeopardize your profits, customer experience, employee satisfaction or even worse.

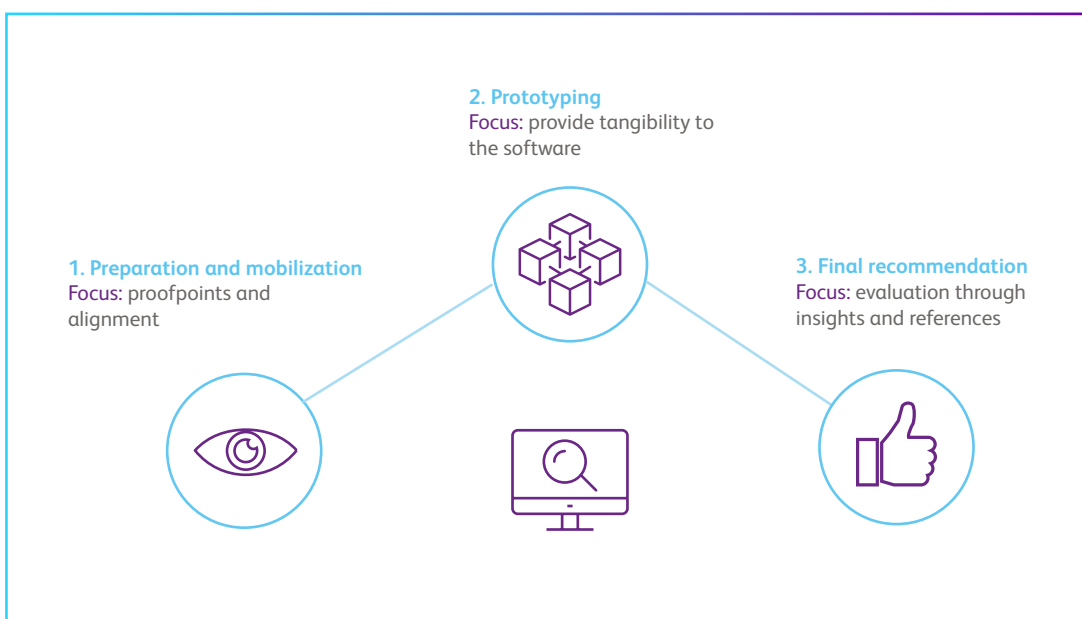
---

\* [https://www.standishgroup.com/sample\\_research](https://www.standishgroup.com/sample_research)

# BearingPoint's Software Selection offering is a three-phased approach

Reap the benefits from adopting the software to your organization already in the selection phase – no need to wait until implementation

BearingPoint's Software Selection offering is a three-phased approach that helps you to kickstart the adoption of software early on in the process. It is a modern and efficient approach that can save time and money, ensures internal involvement and enables decision-making.



## Preparation & mobilization


The first phase is called preparation & mobilization and focuses on creating a common language by introducing “proofpoints” and mobilizing the organization and the vendors. The proofpoints contain the wishes from the organization. In order to get the right proofpoints, most of the effort is spend on helping the selection team members to understand and align on each other’s perspectives. These perspectives must be in line with the strategy. As soon as the proofpoints are formed the organization and the vendors must be mobilized on what is next to come. If the vendors understand the common language and the processes, it will be easier for them to be a true partner to your organization.

## Prototyping

In the second phase, vendors are asked to prepare prototypes. The prototype workshops provide tangibility to the software. The same selection team members are asked to attend the same session in order to get the same view on the prototypes and vendors. Holding separate sessions for IT and business would negate the effect of having perspectives aligned. At the end of each iteration, evaluation sessions are used to recalibrate the scores.

## Final recommendation

The third phase is focused on delivering the final recommendation to the leadership team. To gain the last piece of insights, customer reference visits are conducted. These visits focus on understanding lessons learnt from other organizations. The evaluation of the vendors and the customer reference visits are combined in a final recommendation session. During this session we advise to have the preferred vendor present to also show the prototype to the leadership team.



**Do not wait** until the implementation phase with adopting the software to your organization. Continuously **align and empower** representatives from business, architecture, IT, and procurement to kickstart adoption.

# The early adoption of software helps increase value for money and effort

Key ingredients in our Software Selection approach are alignment, proofpoints, prototypes and validated integrations.

## Alignment

Alignment across business, architecture, IT, and procurement drives sustainable decision making to ensure organizational fit, verify compatibility, de-risk the implementation, and build a trusted vendor relationship. (see article on alignment).

## Prototypes

Prototypes show actual working and configured software to organizations, enabling them to make sustainable decisions, lowering risks, and increasing adoption. (see article on prototypes and validating integrations).

## Proofpoints

Using proofpoints instead of requirements. Proofpoints are user stories (“Who” wants “What”, and “Why”) allowing the vendor freedom to prove their capabilities instead of having yes/no requirements. Requirements are collected in the implementation phase. (see article on proofpoints)

## Validated integrations

Standard integrations are often provided, however there is no standard IT landscape. Validating the capabilities of the

# Proven toolkit based on years of experience

Our Software Selection offering includes a proven toolkit that can help set your software selection off to a flying and structured start without missing a single element. The toolkit consists of a proofpoint library, scoring and planning templates, and a communication package.



We have built up a proofpoint library in previous selection projects containing proofpoints for Architecture, IT, and procurement which can fit any organization. The library contains a great number of ready-to-use proofpoints.



Scoring method and templates that enable a fair and equal scoring by each team member. Scoring is based on prototypes and the template provides both quantitative and qualitative scoring options.



Many years of experience have enabled us to create a detailed generic planning which spans over 4 different phases, each with its own deliverables and planning.



No need to think about what to write in an invite to your team or to vendors, we have a ready-to-go communication package which contains all the necessary templates needed.



●	BearingPoint	●
●	Software Selection	●
●	Toolkit	●



# The power of a standardized approach

Standardize the software selection approach and provide a software selection toolkit. Using a standardized approach creates clarity and honesty for all parties involved because it is clear from the start how the decision is going to be made. The organization can understand a decision and vendors will know exactly on which points they can win or lose.

# Get in touch!

Contact us for more information and details on our Software Selection service offering, insights and capabilities.

## **Roberto Agatini**

Director, Head of Technology  
BearingPoint Sweden  
roberto.agatini@bearingpoint.com

## **Camilla Düring**

Senior Manager, Technology  
BearingPoint Sweden  
camilla.during@bearingpoint.com

## **Eva Idoff**

Senior Manager, Technology  
BearingPoint Sweden  
eva.idoff@bearingpoint.com

# About BearingPoint

BearingPoint is an independent management and technology consultancy with European roots and a global reach. The company operates in three business units: The first unit covers the advisory business with a clear focus on five key areas to drive growth across all regions. The second unit provides IP-driven managed services beyond SaaS and offers business critical services to its clients supporting their business success. The third unit provides the software for successful digital transformation and regulatory requirements. It is also designed to explore innovative business models with clients and partners by driving the financing and development of start-ups and leveraging ecosystems.

BearingPoint's clients include many of the world's leading companies and organizations. The firm has a global consulting network with more than 10,000 people and supports clients in over 70 countries, engaging with them to achieve measurable and sustainable success.

For more information, visit our website [www.bearingpoint.com](http://www.bearingpoint.com).

BearingPoint®

[www.bearingpoint.se](http://www.bearingpoint.se)

© 2020 BearingPoint. All rights reserved. BESE2011..