ANALYSIS & INFORMATION SERVICES

Expert Automation with Integrity

Flexible Accounting & ERP Software Solutions

The Value of a Technology Impact Assessment

Find Out How Your Business Can Get More Benefit From Technology

The Cost of Failure

The impact of failure to do accounting and ERP implementation properly imposes a staggering long-term cost to companies.

By allowing a technology consultant with over 35 years of experience to work with you and your team through our Technology Impact Assessment process, we will help you circumvent that painful scenario.

The Value of a Technology Impact Assessment

Companies look for new business technology when a change has occurred:

▶   There is a breakdown in the software

▶   You need to respond to changes in your market

▶   Your growth requires new capabilities and efficiencies

▶   Your technology needs to be able to pivot or change or grow alongside your company

▶   Your current technology has become obsolete

▶   You have ideas for innovation—but your current software partner is not capable of leveraging the software to accommodate your vision.

▶   You have ideas for innovation—but your current software solution can't support the needed modifications and customizations

The impact to profitability when a flexible software solution is properly designed and implemented can be the single highest return on investment a company can get, by using automations to facilitate substantial ongoing growth and increased efficiencies with existing staffing levels.

The reality is that organizations fail to use automation effectively more often than not. The impact is a cycle of wasted money and lost opportunity.

▶   Implementation drags on

▶   Employees are disrupted from production

▶   The system never meets the promises of the purchase

▶   The system doesn't actually fit the needs of the workers

▶   The technology is misused due to insufficient training

▶   The system isn't flexible, so it becomes a liability

▶   To fix it requires starting over

> **Ineffective Use of Automation Limits Ability to Scale Up**
>
> Nearly
>
> # 65%
>
> of companies fail to use automation effectively
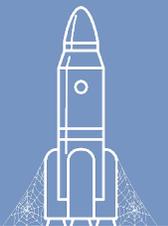
The Technology Impact Assessment process ensures success by carefully defining the optimal way to achieve strategic results. You can't automate your process well if you don't know what it is or whether it's the best process. We map your business objectives against your processes and compare against industry best practices. We assess which strategic impacts are realistically achievable, and then design the best strategy for automation to deliver those impacts.

The result is a successful, smooth implementation; technology that makes your people's jobs easier; and significantly improved profitability and stability for your company.

What's in a Technology Impact Assessment?

At AIS, we assess your business with an emphasis on your critical functions such as sales, inventory management or job costing—as well as the processes that are unique to your business and the way you want to run your company. Then we deliver a technology roadmap for your business that lets you quantify and pursue the maximum return on your investment.

Workflow Assessment

▶ What is your optimal workflow?

▶ What is your current workflow?

▶ Where is your current workflow working well and where is it blocked?

▶ What is inefficient workflow costing you in direct and indirect impact, and what impact would changing it have?

Technology Assessment

▶ What technology is in place now and what impact does it have?

▶ Where could alternate technologies impact you?

▶ What manual processes are still in place that could be automated?

Use Assessment

▶ What are the optimal interfaces for your workers?

▶ How could they get the most from technology?

▶ What insights do your power users have on best practices and business processes?

Problem Cost Assessment

▶ Where are you incurring direct costs and lost-opportunity costs due to breaks in workflow and technology, or unnecessary delays in the flow of work?

▶ What is the impact on cash flow? What is the impact to profit margin?

▶ What are other indirect costs and liabilities which impact stability, quality, and customer loyalty?

Look Deeper

Look for the problem in fact, in the midst of what seems to be the problem.

What are the Results of a Technology Impact Assessment?

A Proposal for Success

The result of this analysis is the design of optimal workflow and the resultant technology solution that would facilitate and automate that workflow with highest value and lowest cost.

What are the effects for your organization that the technology investment would make?

▶ Improve profit margins

▶ Increase the value of labor

▶ Minimize lost opportunity costs

▶ Increase volume capacity

▶ Ensure quality, regulatory compliance and 100% success rate

▶ Lower costs for sales, production, distribution and service

▶ Increase visibility and traceability

▶ Document in-house knowledge

▶ Facilitate comparative strategy analyses

Achieving Optimal Return

"It's common for our clients with $10M+ in sales to gain $1M in freed-up capital and a 2x increase in sales in five years or less, from a $100K technology investment."

▶ Mark Hambleton
AIS CEO, Senior Analyst

Control Labor Costs

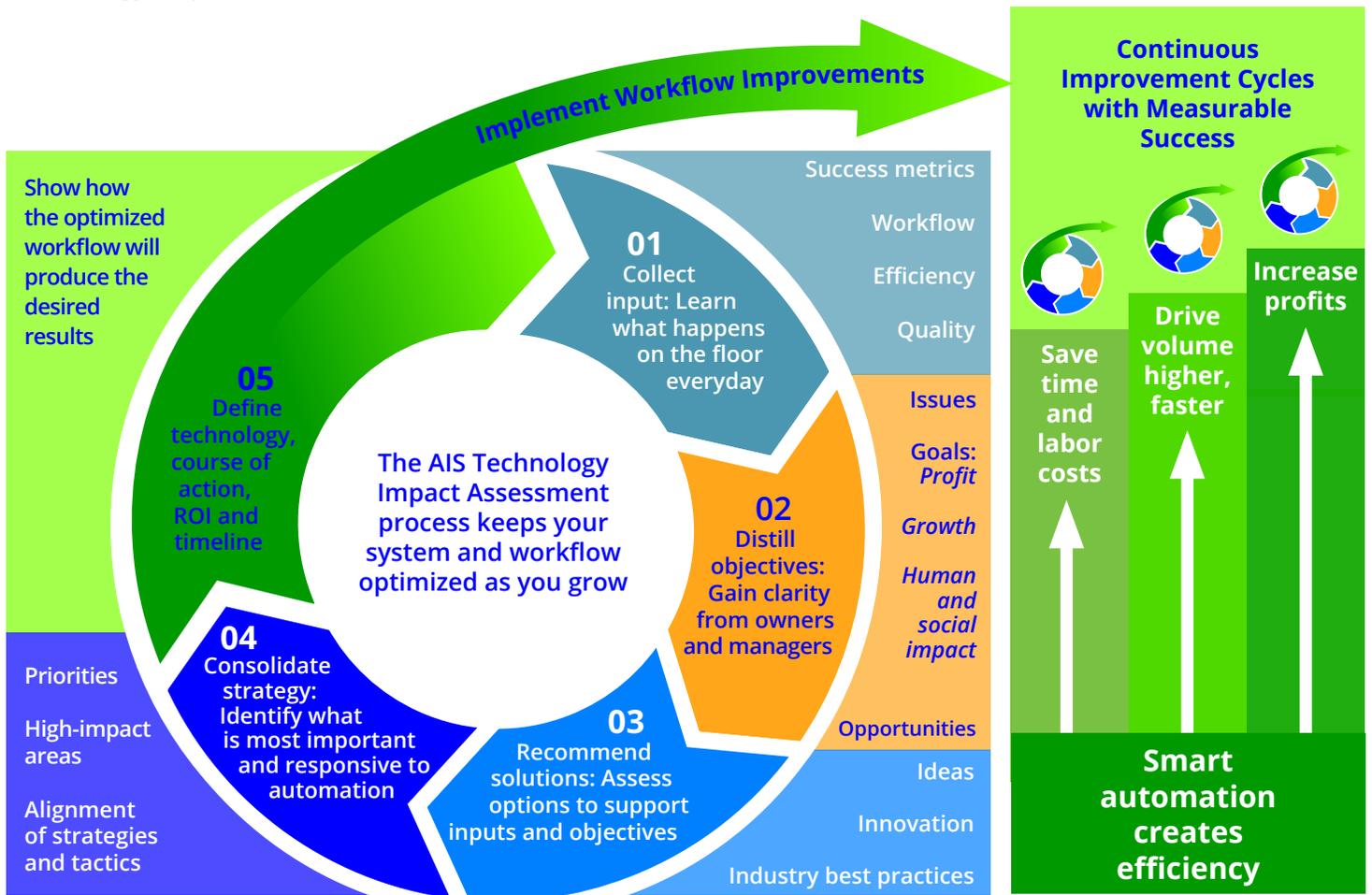Global orthopedic supplier grows sales by

100%

without increasing staff

Learn more about how Technology Impact Assessments deliver actionable insights in a personalized road map for your organization.

The Assessment Process

Our team takes a fresh look at your workflow with you and each of your departments annually to clearly define what's changing in your business. Then we pinpoint the technology, training and automations that will deliver the highest value benefit, and update your technology roadmap and priorities.

- ▶ Step 1: Collect input
- ▶ Step 2: Distill objectives
- ▶ Step 3: Recommend solutions
- ▶ Step 4: Consolidate strategy
- ▶ Step 5: Define technology, course of action, ROI and timeline

The deliverables include a thorough analysis that allows for the build-out of a workflow document, a software requirements document, a recommendation on an appropriate software budget, and a technology impact assessment breakdown document.

Implement Workflow Improvements

Continuous Improvement Cycles with Measurable Success

Show how the optimized workflow will produce the desired results

01 Collect input: Learn what happens on the floor everyday

Success metrics

Workflow

Efficiency

Quality

05 Define technology, course of action, ROI and timeline

The AIS Technology Impact Assessment process keeps your system and workflow optimized as you grow

02 Distill objectives: Gain clarity from owners and managers

Issues

Goals: *Profit*

Growth

Human and social impact

04 Consolidate strategy: Identify what is most important and responsive to automation

03 Recommend solutions: Assess options to support inputs and objectives

Opportunities

Ideas

Innovation

Industry best practices

Priorities

High-impact areas

Alignment of strategies and tactics

Increase profits

Drive volume higher, faster

Save time and labor costs

Smart automation creates efficiency

Powerful ROI

Oil industry manufacturer doubles inventory turns to 12 per year and increases profits by

50%

annually on a compounded basis

Who Should Participate

To maximize the benefit of a Technology Impact Assessment, it is important to interview the personnel who actually perform the functions that reap the financial rewards.

For example, when exploring how the system might increase inventory turns and reduce the capital tied up in inventory, we interview your buyers, warehouse supervisors and shippers, sales people and perhaps even your customers. They might have some ideas on reports and software functionality that company executives have never thought about. We interview the people involved—for example, when exploring how to reduce bad debt we speak with the personnel in your receivables department.

This ensures that you only attempt to implement practical solutions that will work for your company; another benefit is that it will help your employees understand and support the changes.

It's also critical to document your business goals and the goals of the new system, in order to specify the features and functionality that the system must have and the work required to put it into place, tuned for your specific workflows.

This comprehensive assessment process is a far better method than relying on lists of features that a software vendor advertises, or on referrals from someone with a different business and system profile than yours.

Dramatic Improvement

Sock manufacturer reduces production time

90%
by automating Bill of Materials, scheduling, and more

The team at AIS uncovered a production bottleneck in the manufacturing process.

Get Unstuck and Achieve New Growth

When you're running hard at 110% just to keep up, you're not changing the plan. You're not solving problems. You're just keeping up with production.

An outside analyst brings in the assessment skills, feedback and best practices to help you define optimal workflow and move to the next level.

Summary

There is tremendous, quantifiable value delivered to your business from our Technology Impact Assessment process. The resulting documents and technology road map are your long-term prescription for success. We want you to use these documents with your current technology business partner to set proper implementation expectations and meet them with a heterogeneous solution that is designed to support your business objectives.

We meet so many companies of all sizes suffering from the lack of a formal process like this. They implemented a solution before fully defining and prioritizing the software functionality needed for at least a five-year scope. They're experiencing lost opportunity time, employee stress, and a costly, incomplete implementation process.

The how, the what, the why, and the when of what we do matters. There are unique benefits to how we break down lost opportunity costs and map potential automations to eliminate those costs. We deliver a custom strategic plan so that you can avoid technology implementation failure and ensure that you successfully achieve optimal financial return on your investment.

Faster Processes Without Adding Labor

Security card manufacturer cuts sales quoting time from days to minutes and increases production efficiency

20%

without adding employees

Analysis & Information Services uncovered a better way to leverage technology to decrease the amount of time it takes to perform a complex sales quoting process.

Run Your Business Your Way

The choice of software and automation tools matter less than working with someone capable of setting up software to support the way you want to run your business, and get the results you need.

Not everyone is equal to the task. A hammer is much more than a mere tool in the hands of a skilled craftsman.

The Next Steps

Once you let us know that you're ready to begin a Technology Impact Assessment, we'll send you a retainer invoice, and your payment will initiate the process.

To get started:

▶ We'll send you a list of strategic assessment questions to answer and existing information to gather.

▶ We'll prioritize an initial list of your goals and potential focus areas for automation and workflow improvements to guide our discovery process.

▶ We'll talk with you to identify and schedule people to interview.

We will document details of our activity for you along the way.

We find that our clients enjoy the assessment process as much as we do. It's exciting to clarify what's happening in a business and uncover the opportunities that can best help the company and its people thrive with technology's help. Let's get started together.

100% Satisfaction Guarantee

Our Technology Impact Assessments range from $2,500 for simple workflows to more than $10,000 for complex ERP systems. The Technology Impact Assessment will propose solutions that save more than the investment and define places where technology can drive additional revenues. We never recommend a solution that costs more than the return it will provide.

If you proceed and engage us to automate your operation within 90 days, the fee for the Technology Impact Assessment is waved.

AIS: A Technology Partner that Lowers Your Cost and Risk

ANALYSIS &
INFORMATION SERVICES
Expert Automation with Integrity

AIS uses software to build a system that allows people to respond to what happens in their business in a way that's designed to be easily modified.

Our experts first listen to people at all levels of the company before designing a solution. They compare current processes to what they could be, mapping business pains to positive solutions. That assessment is the human part.

With this personalized assistance, plus flexible technology, companies can have their wish lists fulfilled. Low cost and high impact changes bring high-value benefits. You have more time to implement growth opportunities and explore what else your company is capable of.

Modular tools are available that snap-in, if and when they're needed. A flexible system lasts for decades. Many of our clients were burned by previous mid-tier or high-end solutions that cost them millions and never produced a positive result. With AIS, people soon discover that they can stop hesitating and start moving their business forward—and faster. Together we can quickly implement powerful changes and innovations with a very high return on your investment.

People don't expect it, but once they see what's possible, they generate business ideas on a higher level. Let's start a conversation about your custom automation solution.

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Please click here to schedule a 30-minute consultation with AIS

ais-web.com