

## *Successful IT projects are not a coincidence*

Meticulous conception and evaluation are the best guarantees for high probability of success in IT projects.



It is not possible to over-emphasise the fact: the success of IT projects does not lie in technological ability, but more particularly in procedural, evaluation and organisational competencies.

### The Client

- Trisa AG, CH-Triengen
- Manufacturer of manual and electrical toothbrushes located in Switzerland
- Number of employees: around 600; net sales: approx. CHF 120 million

### The Objective

- Evaluate a new ERP platform and phase out of existing solution «Miracle».
- Implement the full functional scope within one year.

### The Solution

- Analyse the business processes with focus on the following core elements:
  - Identify the Trisa specialities
  - Critical analysis of process efficiencies, optimising processes and generating corresponding dedicated concepts where necessary
  - Define the critical IT needs and establish the application concept to be achieved
  - Achieve clear commitment of line functions to the specified concept
- Generate a specification manual with the emphasis on specialities and critical requirements
- Evaluation of the ERP system and the implementation partner according to the following criteria:
  - Functionality and technology of the system
  - Professional and social competencies of the partner
  - Economic future potential of the system and the partner
- Ensure project execution through:
  - Critical review and clarification of the execution and support contracts
  - Clear definition of the scope of performance, deadlines, costs, acceptance criteria as well as the worst-case scenario
  - Verification of the choice of system and partner through prototyping
  - Final selection of partner and release of execution according to a clearly defined masterplan

### The Client Benefit

- As scheduled, the new solution was executed within 12 months.
- The project was kept within the defined budget.
- The new solution is well established and accepted at line level because the employees were consulted throughout the course of the entire project.