



NoBlue

ORACLE  
NETSUITE

PARTNER OF THE YEAR  
2022

# ERP Presales Guide

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ERP is a big deal. Most businesses only purchase an ERP system once and, as such, want as much assurance as possible that the system is the right fit for their business before entering into a contract with an ERP provider. Here's an outline of what to expect from the NoBlue presales process for an ERP solution.

# Discovery

Typically the business will go to market and contact their desired ERP provider after learning about their ERP software with specific questions and clarifications.

Here are some reasons businesses become interested in ERP:

- Upgrading their current processes (spreadsheets or legacy ERP systems).
- Automation of key business functions.
- Integration of third-party software with the rest of their business operations.



# Initial Meeting

The first meeting between the company and the ERP solution provider usually involves the company outlining their ideal ERP system and the goals for their ERP implementation.

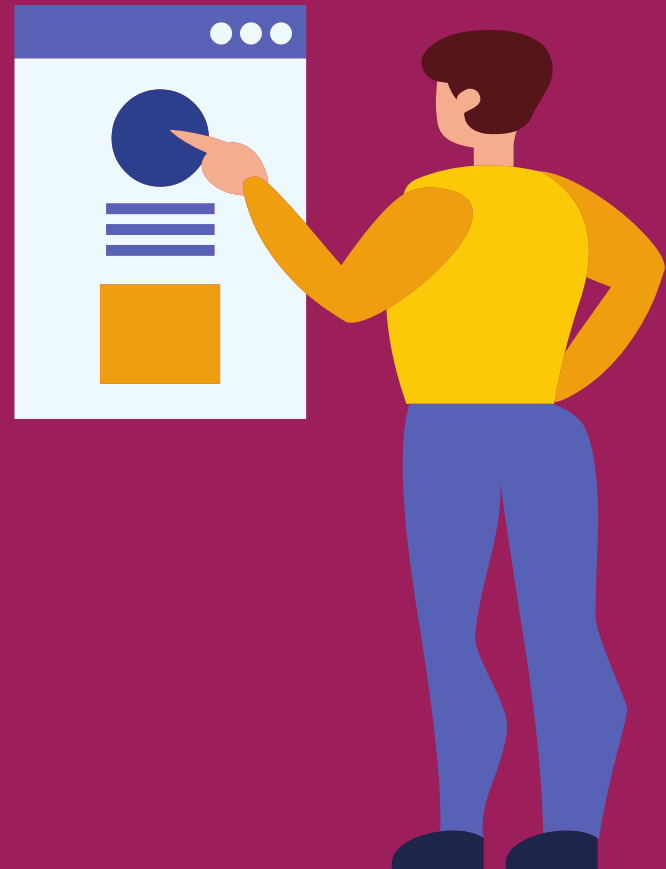
A member of the solution provider's presales team will try to understand the business and talk about the ERP's features and possible customisations in the context of the business. The scope for the ERP implementation and the business's budget are also discussed at this stage.



# First Demonstration

Next, the solution provider will demonstrate a test environment for the ERP system, configured based on what the business outlined and what the solution provider thinks could be a good fit for the business.

This demonstration can include real examples of the business's products to help illustrate what the system is capable of. Ideally, this will happen on-site, so a member of the presales team can get a clear understanding of the business's operations to help further understand its ERP needs.



# Further Discussions

Following the initial demonstration, there can be further meetings that may include additional demonstrations and discussions that go into more specific processes within the business and how the ERP system can serve them.

Different people & departments across the business who'll be interacting with the ERP may also be involved, documentation is shared for review with the relevant people within the business.



# Final Contract

Finally, once the ERP provider's presales team is confident that they have created the best fit for the business, the proposal is submitted, and the company can make their final decision between it and any other ERP systems that there were considering.

Upon decision, a contract will be drafted where the business agrees upon an implementation date to suit their needs.





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# Thanks for reading!

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NoBlue has provided ERP solutions since 2000, has been a NetSuite partner since 2011 and was awarded Oracle NetSuite EMEA Partner of the Year in 2022.

**Contact NoBlue to start your ERP journey.**