# WHAT TO EXPECT TO SPEND ON A SOFTWARE IMPLEMENTATION

Business management software, which increases operational efficiency and your ability to better serve your customers, is generally sold through software resellers and experienced technology business partners. They can provide a wide range of services, from evaluation to education. And they understand that it's likely you're working with tight deadlines and an even tighter budget. Here are some factors to keep in mind.

## Factor in All Costs

Costs may include the following:

- **Licensing –** There are fees you will pay, per user or for concurrent users, depending on the software.

- **Installation –** What you will pay your business partner for installing the software.

- **Configuration –** The software will need to be configured to work in your systems.

- **Data migration –** Data from one or more systems will likely need to be migrated to the new system.

- **Customization –** Software can be customized to work with your specific business requirements.

- **Integration –** You may need to integrate the business management software with existing systems.

## Basic Scenario

**Company:** A small, local provider of tax and financial services with annual revenues of about €4 million

**Software selected:** SAP Business One.

**Number of licenses:** Five

**Installed capabilities:** Financial and customer relationship management (CRM)

**Consulting requirements:** None

**Time frame:** One week, with one or two training days

**Potential licensing and implementation cost:** €35,000-€40,000

## Typical Scenario

**Company:** A €16 million apparel distributor

**Software selected:** SAP Business One

**Number of licenses:** XX

**Installed capabilities:** Financial and CRM, inventory, purchasing, and production.

**Consulting requirements:** Limited customization for reporting and user interfaces; data migration from QuickBooks and Microsoft Outlook

**Time frame:** Two- to three- weeks, with one or two training days

**Potential licensing and implementation cost:** €85,000-€90,000

**Company:** A national manufacturer with €40 million in revenue Software selected: SAP Business One

**Number of licenses:** 15

**Installed capabilities:** Financials, CRM, inventory, purchasing, manufacturing resource planning, and human resources management

**Consulting requirements:** Extensive customization for workflows, alerts, reporting, and managing multiple locations. Data migration, including existing accounting, customer, inventory, and materials data. Integration with Microsoft Outlook, project scheduling applications, tax software, and key business partner systems.

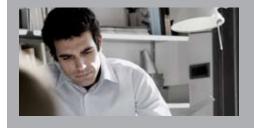**Time frame:** Three to four months

**Potential licensing and implementation cost:** €175,000-€180,000

## Plan Ahead

To determine exactly what you'll be spending on the implementation of business management software, you'll need a partner that can fully explain the various costs involved, and that can accurately assess your needs. Your proposal should help you avoid surprises. Consider asking the partner for customer references so that you can learn more about implementations similar to yours, including costs and time frames. The typical costs of business management software implementations can vary widely, ranging from €35,000 to €180,000.

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