



# Seminar: ICT System Selection

## Overview

Packages so dominate certain areas that it is unthinkable to develop custom-built systems.

However, it is a mistake to view package implementation as quick, easy, cheap or low-risk. Indeed, systems have become so sophisticated that many organisations cannot select one, or they commit to a gravely unsuitable one.

This session covers the advantages and dangers of package projects, and shows a proven and pragmatic formal decision-making method to select ICT systems.

The method is illustrated with formats (such as the scoring spreadsheet) to make the principles more concrete.

## Seminar Programme

- 09:00** Registration
- 09:30** Reasons to adopt standard packages
  - Myths, wrong decisions and cultural issues
  - Introduction to stages of the method
  - Roles & responsibilities
- 11:00** Coffee and discussions
- 11:30** Evaluation and scoring techniques
  - Purchasing contracts
  - Project sizing/metrics
- 13:00** Lunch and session close

## Venues

- **Bristol**
  - **Glasgow**
  - **London**
  - **Manchester**
- +44 (0) 1772 752704. Please call us for dates, delivery on your site or consultancy.

## Who Should Attend

- Senior managers who sponsor system selection projects and want to maintain control of them.
- IT/IS management and technical staff, who run package evaluations, want a rigorous, user-driven process and a decision that 'sticks'.

## Seminar Leader

Developer and presenter is *Martin Tate*.

After a first career in manufacturing, he retrained for IT systems development, including sales support, implementation and training at a software producer.

His consultancy assignments now are senior technology decisions (for instance systems evaluation and strategy after acquisitions & mergers) and large, high-risk ICT system and supplier evaluations.

Qualifications – Member British Computer Society, Associate CMI, CoP SSADM, Certificate ITSM, visiting lecturer at business schools.

## Clients

This session reflects the formal method applied to system selection projects for:

- Biwater
- Bombardier Transportation
- Castrol
- DaimlerChrysler
- Lancashire Fire & Rescue Service
- Turtle Wax.

## Method & Seminar Benefits

- Consultation fosters **quality, buy-in and peace of mind**.
- **Save** on project and system cost.
- *Greatly reduces risk* of a damaging wrong decision.
- Delivers a **rational, defensible** selection.
- Allows a **predictable** (often aggressive) **timescale**.
- **Cookbook** approach with standard techniques and formats.
- **Short, intensive** seminar shows reliable techniques.
- **Informative pack** to jump-start your project.
- Counts as **CPD** for *BCS, ICAEW, CMI, IMC, CIMA* and others.

## Guarantees

Substitute delegates at any time.

We will refund your money if you cancel before the session, or if you leave the session and return materials at the first break.

11,500+ project hours  
 22+ years of experience  
 860+ systems examined  
 £9.9m+ of project investments  
 ... yours in a single 4-hour seminar