

# DECISION MAKER'S GUIDE

## A THINKING AND ACTION GUIDE

THIS GUIDE HAS BEEN CREATED FOR THE DECISION MAKER  
TASKED WITH CHOOSING CORE BUSINESS MANAGEMENT  
SOFTWARE SOLUTIONS FOR THEIR COMPANY.



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The Decision Maker's Guide

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## A THINKING AND ACTION GUIDE

Small and midsize companies face special decisions when considering making the leap to core business management systems. The challenges go far beyond comparisons of features and functions the software may or may not provide. In essence it is an examination of all critical operations of the business. Unlike application specific solutions which are designed to solve a specific need or use, core business management systems will touch, impact, relate and communicate throughout all tasks, jobs and business relationships the business currently has and may potentially expand to include.

As the owner or one of the top executives of your company, you already have many tasks on your plate and now you will be the executive sponsor of an IT (Information Technology) project that might not be entirely within your comfort zone. You will now have to search for options, evaluate the offerings and providers, answer unending questions and open your business operations to outsiders.

You will also be the agent of change for your company. As the agent of change, you will take away the comfort zone of the known, make the expectations for desired changes realistic and be challenged not only from inside the company but by each vendor and influencer you meet. On top of all of this, your duties within the company will not go away while you take on this project.

This document is written as a “thinking” tool to assist you through this project. You will not find specific answers or direct guidance for specific products here but it should help you take on this project in a manner that will bring some of the most important questions and considerations to the forefront.

*“This guide has been created for the decision maker tasked with choosing business management software solutions for their company.”*

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## THE AUTHOR & THE COMPANY



Pat Soltys has a long business and consulting history helping companies make decisions, utilize technology and achieve their objectives. She understands the mechanics and structure of business as well as the challenges including those related to technology and the selection of solutions.

Her work in the technology world includes work with companies in the Global 1000 and Fortune 500 in addition to those in the SMB and vertical industries. The work has included major ERP systems like SAP, Siebel, SAP Business One, Microsoft Solutions, as well as a wide variety of application specific and industry specific solutions. She has written training, evaluations and comparatives with a consultative focus on helping leadership have good tools, information and choose solutions aligned with their business and objectives.

She has authored four books, many white papers and articles as well as blogs that are posted weekly. Her writing aligns with a philosophy of content, communications and commerce. For more information see Pat's bio on our web site. <http://www.soltys-inc.com/psoltys.htm>. You may contact Pat directly at [psoltys@soltys-inc.com](mailto:psoltys@soltys-inc.com).

Pat is married to Mark Soltys, an IT professional specializing in SAP ERP systems. They reside in the Atlanta area.

Soltys, Inc. is a business and operations consultancy, incorporated in 1993, offering consulting services through many engagement formats from retained services to help desk. The company has built expertise, a resource library and many long term clients over the years.



The eagle and the wolf in the logo represent Visionary Leadership a core competency in Soltys, Inc.

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