

## CASE STUDY

### *Leasing System Evaluation*

**Global Information Technology  
Provider**

## The Situation

Our client's legacy leasing and finance systems were due for an upgrade in the coming months, and the upcoming version would bring major changes to the current system and processes. Our client business growth expectation for the next two fiscal years requires evaluating the current system capabilities with the new upgrade vs. exploring new tools in order to have a robust leasing and finance solution in alignment with the business expansion plans.

## The Solution

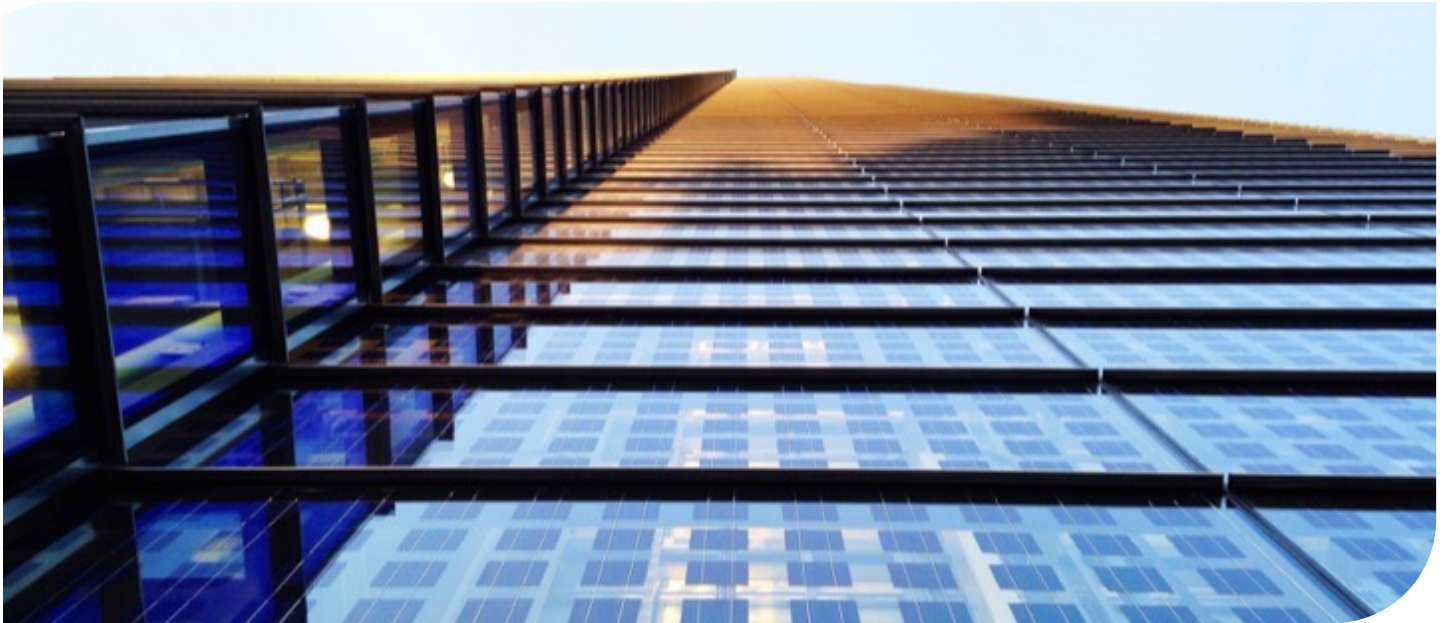
We worked with the sponsor to build a framework to evaluate potential growth options. Together with the in-house team we established a scope of work divided into two stages. In the first phase, we developed a business process comparison to understand the client's Level1 & Level2 processes and rate each function based on its severity for the respective overall business process. During the second phase, we developed an objective scoring and implementation services review to understand the selected system integrator (SI) vendor's point of view for their proposed solutions, assessing their own system evaluation, fitment analysis and their proposals of delivery services and implementation plan to address the client's requirements. During the process, we produced To-Be process flows, business requirements and additionally assessed opportunities to include new functionalities within the business flow and documented the extent of integration and customisation for the finalised business solution.

## Objectives

- Core system upgrade
- Analysis current system vs. new tools to meet business growth plans
- Informative selection of the best system option in the market

## Solutions

- Built framework to evaluate potential growth options
- Establish a 2-stages SOW
- Business Process comparison
- Service review and assessment



## The Benefit to the Client

We illustrated a clear picture of the current system and business process situation, allowing our client to agree on the strategy and most importantly the impact the new solution will have on the organisation. We defined a set of changes that would need to be made to achieve the transformation and identified a set of critical factors that they would need to get right. This allowed our client to make an objective and informed decision on the system and delivery options that meet the organisation's current needs and future growth plans, whilst minimising business disruption and any adverse impact.

## Results

- Clear and objective visualisation of the situation and impact
- Identification of critical factors and areas of improvement
- Selection of the best system option that meet the current scenario and future growth plans with minimum business disruption

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