

4 WAYS HEADSTART SAVES YOU TIME AND MONEY

While Achieving Successful Microsoft Dynamics 365 Deployments

To streamline ERP and CRM deployments and ensure the right outcomes, Sikich has developed the HeadSTART approach with proven practices for equipment manufacturers and distributors preconfigured.



WHAT IS HEADSTART?

HeadSTART is the Sikich approach to accelerating the delivery of high-value industry business solutions.



METHODOLOGY



CORE ISV INTEGRATIONS



DOCUMENTED BUSINESS PROCESS



BUSINESS INTELLIGENCE



INDUSTRY POWERPACK



PRECONFIGURED SYSTEM

HOW HEADSTART PRECONFIGURATION ACCELERATES YOUR SYSTEM DEPLOYMENT FOR MAXIMUM SAVINGS

1. Reduce time to go-live by up to 50%



"When our original implementation partner for Microsoft Dynamics 365 Finance and Supply Chain Management was unable to help us successfully complete our project, we contacted Sikich because of their ERP Rescue and Recovery offering. **Leaders from across our company were impressed that the preconfigured solution provided with HeadSTART did a better job of meeting our business requirements in just weeks than the previous partner had been able to deliver after more than a year.** I wholeheartedly recommend considering Sikich as an implementation partner."

- ALEX INGRAM, IT DIRECTOR, HAMILTON COMPANY

2. 6 must-have conditions addressed

Certain conditions need to be in place in order to **realize value from your technology investments**. These 6 must-have conditions are addressed when you use HeadSTART:



Deliver better customer experiences



Allow executives and other roles to make better decisions faster



Help workers be more productive achieving more with less effort



Help companies adapt faster to marketplace changes and competitive pressures



Contribute to reducing costs, errors, and risks



Offer opportunities for increasing revenue by enabling new business models or making it possible to access new markets and grow market share

3. Drive for the right outcomes

Sikich focuses client discovery on understanding the high-level impacts of a project and its desired outcomes, not the processes themselves. By delivering an industry-specific, preconfigured system as a technology foundation, we avoid the effort and change management issues that are typically associated with traditional, all-in-one approaches.



We help client stakeholders understand that the working system they see early on is just a starting point. They learn how we advance from **"generic" to "good enough" functionality and on to "works for me."** This process of refinement occurs as they evolve the preconfigured system through collaborative pilot workshops to land on a solution that is an excellent fit for them.

4. Built-in proven practices for Manufacturers & Distributors

HEADSTART COMES WITH NEARLY 2000 PRE-SET PARAMETERS

for each of Sikich's industry verticals – Equipment Manufacturing and Distribution. Our clients can immediately benefit from our collective team expertise regarding how those settings impact the system and their business processes.



"HeadSTART from Sikich is a great way for Manufacturing and Distribution organizations to move to Dynamics 365 in the cloud and accelerate time to value. The HeadSTART framework provides a business process library that you can use to model your organization's business processes, and then leverage the provided pre-configurations to setup the application and begin testing. This is truly a game changer."

- MOHAMED MTIMET, DIGITAL TRANSFORMATION ADVISOR, MICROSOFT

WHY SIKICH SHOULD BE YOUR DEPLOYMENT PARTNER

Sikich has performed hundreds of successful ERP, CRM and business application deployments for companies across the industries we support. Our HeadSTART implementations involve a high level of visibility and accountability. They accelerate your go live with predictable project success. Our goal is that the go-live milestone is a smooth transition that lets you proceed to daily production operation. We ensure that you are comfortable with your new system and can focus on strategic decisions and growing your business.