

# GETTING THE MOST FROM YOUR BUSINESS SOFTWARE

PRACTICAL, NON-TECHNICAL ADVICE

There are a lot of reasons why organisations struggle to get the most from their business software:

- Implementations don't always happen the way we expect, giving an unsatisfactory outcome.
- Technology changes rapidly and you can get left behind, allowing your competitors to steal a march on you.
- Business changes direction or focus, or your software vendor does the same, resulting in a mis-match.

Cactus Consulting helps you to navigate your way through these issues, reach clarity around the best way to proceed, and plan the actions needed to get you out of the cactus, and onto the fairway.

# HOW CACTUS CAN HELP YOUR BUSINESS

## MAKE THE RIGHT CHOICES

### OUR POINTS OF DIFFERENCE

WHAT SETS US APART

- 25+ years of implementing business software.
- We operate a jargon-free zone.
- Advice is given by an experienced Chartered IT Professional, in practical, non-technical terms.
- Accredited Business Mentor.

We have a deep understanding of the things that need to go well, in order for a business software implementation to be a success. Mike Dennehy has been on both sides of the desk – purchasing and implementing business software for a number of businesses, and supplying complex software solutions to SMEs and large corporates, multi-nationals and government departments in both New Zealand and Australia.

### Practical, no-nonsense, non-technical advice on getting the most from your business software

Get clarity about your current situation, so you can make decisions based on facts by identifying and confirming what your business needs, and what options exist.

Where should you best deploy your resources to get the outcome you want? Continue to invest in your existing systems and people, to get the most value for the organisation, or is now the time to make a change?

### Leading the way: Mike Dennehy CITP

Mike has fulfilled many operational, management, strategic and governance roles in his 35+ year IT career. He has sold and implemented business software for the veterinary, real estate and commercial property management sectors in Australia and New Zealand. A **Chartered IT Professional**, Mike currently serves as President of the Institute of IT Professionals New Zealand.



### Mike will help you:

- Negotiate with existing vendors, as an honest broker with substantial experience of such discussions, to understand their future direction and appetite for collaboration.
- Create an Action Plan with clear steps for the organisation, including names, positions, tasks, responsibilities, and reporting.
- Identify, evaluate and select new products and vendors, and assist with implementation planning. This is an absolutely critical step, with perhaps the greatest impact on the success or failure of a software project.

**Get in touch today for a FREE no-obligation one-hour consultation.**