

# ecVision® Solution Validation Assessment

## Discover Return on Investment

With increased pressure to deliver product faster, delay material commitment (postponement), and reach growth & margin goals, brands and retailers need to know the strengths in their business processes and how to eliminate their supply chain weaknesses.

### What is a Solution Validation Assessment?

Private label brands and retailers continue to push software providers to add better costing, collaboration and analytics functionality to support faster and more robust decision-making; particularly when it comes to identifying and fixing problems, and finding ways to save time and cost in the supply chain.

The Solution Validation Assessment (SVA) provides a high level blueprint describing business process changes that result in quantifying your potential return on investment (ROI) in technology solutions based on your organizational data.

The results of the SVA identify where supply chain risk is at its greatest and the findings also offer best practice recommendations to optimize your supply chain process.

### Why would I want to do an SVA?

When a retail organization makes the investment into a software solution that impacts critical business units, return on investment is anticipated – and expected. One issue regarding the purchase of these solutions is that the probable business value is not as clear cut as the economic buyers would like it to be. SVA's provide your company with invaluable research outlining your organization's internal and external processes, providing a high level overview of the strengths and weaknesses within your supply chain. The findings of the SVA are the sole property of your company and can be used to prioritize your initiatives.

By implementing ecVision's solutions and best practice recommendations, your company can realize potential results, like:

- Decreased direct material spend by .5 to 2%
- Decreased time-to-market
- Improved risk mitigation

### What are the benefits of participating?

- ▶ Identify supply chain risks
- ▶ Maximize ROI for technology solutions with best practices recommendations
- ▶ Discover methods to trim lead time and supply chain costs
- ▶ Optimize your current supply chain processes for greater flexibility

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### The Solution Validation Assessment (SVA) Process

#### Preparation and Commitment

A successful SVA relies on the participation from a few internal resources:

- At least one Executive Sponsor who emphasizes the importance of this initiative to the members of the company
- A Project Manager to coordinate prioritization and participation from the key stakeholders and their team members
- Subject Matter Experts (SME) from both the business and IT teams who are intimately familiar with the current systems and processes

Most individuals participating in the assessment will only be asked to commit about 2-3 hours of time during the entire process.

#### Discovery Day One

ecVision conducts one-on-one interviews with the SMEs to document the "as-is" processes. These 45-minute interviews would include members of the specific business teams from management to the end user. During these interviews, we will determine best practices and opportunities for improvement in order to deliver a solution that will address the proposed business problems.

#### Discovery Day Two

With the technical team members, we will establish a baseline to render our recommended technology changes. Our solution recommendations will take into account all internal business and IT requirements. Once the requirements and priorities are established potential product solutions, architecture changes, implementation strategies and best practices will be included in the findings. This day is concluded by a Q&A session that includes all participants.

#### SVA Findings Presentation

On the final day of the SVA, ecVision will present their research and help define opportunities for improvement, validate ROI, summarize "should-be" shifts and establish the necessary resources to achieve the anticipated goal.

**Through this external review of your business operations, ROI can be validated before buying decisions are made.**

#### Contact Us

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