

[Home](#) > [Insights](#) >

Infographic: 4 Ways HEADSTART Saves Manufacturers & Distributors Time and Money Implementing Microsoft Dynamics 365 ERP and CRM

INFOGRAPHIC: 4 WAYS HEADSTART SAVES MANUFACTURERS & DISTRIBUTORS TIME AND MONEY IMPLEMENTING MICROSOFT DYNAMICS 365 ERP AND CRM

June 16, 2021 Reading Time: 4 minutes

 SHARE: [f](#) [t](#) [l](#)

When you make the decision to implement a modern, cloud ERP or CRM solution like Microsoft Dynamics 365, you want to see the benefits as soon as possible. All while avoiding common pitfalls like disruption, budget and schedule overruns, as well as the risk that comes with a technology initiative that was poorly planned. To streamline D365 Finance and Operations (now called F&SCM) and CRM deployments, Sikich has developed the HEADSTART approach with proven practices for [equipment manufacturers](#) and distributors preconfigured.

THERE ARE 4 KEY WAYS HEADSTART WILL POSITIVELY IMPACT YOUR D365 PROJECT BUDGET AND TIMELINE

1. Dramatically reduce time to go-live

In a traditional ERP deployment that would take 12 months, HEADSTART can save roughly 3 months off a typical Dynamics 365 F&SCM implementation, so you can complete it in 9 months instead. That is a time savings of 25%. For a D365 CRM project that would take 6 months to go-live, HEADSTART can save about 2 months, offering a time savings of 33%. Michael Bell, Sikich's D365 Engagement Director, explains that "If you had to set up an ERP system from a blank canvas, a six-week timeframe would be nearly impossible. With HEADSTART, we can tune configurations to get to a prototype in six weeks."

2. Check all the right boxes

The Sikich HEADSTART methodology assumes a standard system configuration and outlines a process for justifying changes to it. Our consultants are rigorous about making a business case for any system changes, which could be implemented through extensions that modify the software or through enhancements by means of Microsoft Power Apps or independent software vendor (ISV) innovations. The team at Sikich are trained to ask clients, "Why does the standard configuration not work for you?" This approach helps project stakeholders maintain control of project scope, schedule, and budgets. HEADSTART is designed to address 6 must-have technology-driven outcomes including:

- Deliver better customer experiences
- Help workers be more productive, achieving more with less effort
- 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
- Help companies adapt faster to marketplace changes and competitive pressures
- Allow executives and other roles to make better decisions, faster

3. Drive for the outcomes that will have the biggest impact on your business

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

SIGN-UP FOR INSIGHTS

JOIN 14,000+ BUSINESS EXECUTIVES AND DECISION MAKERS

GET UPDATES FROM OUR EXPERTS

[SIGN-UP](#)

UPCOMING EVENTS



TAX WEBINAR: WHERE CONGRESS STANDS WITH POSSIBLE TAX LEGISLATION

August 18 @ 8:00 am - 9:00 am CDT

HOW SALESFORCE IS A PROVEN SOLUTION FOR PRIVATE EQUITY FIRMS

August 26 @ 11:00 am - 12:00 pm CDT

HOW SALESFORCE ENABLES THE SUPPORT AND SERVICE YOUR CLIENTS DEMAND IN 2021

September 1 @ 11:00 am - 12:00 pm CDT

THE SECRET SAUCE TO HEALTHY BOARD ENGAGEMENT

September 14 @ 8:30 am - 10:30 am CDT

[VIEW ALL EVENTS](#)

LATEST INSIGHTS


 TRANSFORMING CRO SA...
FINANCE, AND PROJECT

Have questions about what you're reading?

[Yes](#) [No](#)


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 the right amount of fit for them. Often, people are more ready to embrace change when they play an active role in driving it. When client stakeholders participate in system configurations, they deeply care about the reasons why these should happen in addition to how to adjust them.

4. Built-in proven practices for manufacturers and distributors

HEADSTART comes with 1,000s of pre-set parameters for each of Sikich's industry verticals – engineer to order, make to order, and discrete manufacturing, and wholesale distribution. A preconfigured system is unlikely to support everything our clients need without any configuration adjustments—not modifications—and we don't claim that it will fit every process. However, our clients' experience demonstrates that HEADSTART is an effective way to accelerate implementations while reducing risk. Seeing your new system in action allows you to make educated decisions about configuration adjustments. It's the 80/20 rule – we spend 80 percent of our effort on the 20 percent of the system that reflects what makes your business unique.

Read this infographic to see how HEADSTART gives you a major advantage.

SIKICH. 4 WAYS HEADSTART SAVES YOU TIME AND MONEY

While Achieving Successful Microsoft Dynamics 365 Deployments

When you decide to deploy a modern, cloud ERP or CRM solution like Microsoft Dynamics 365, you want to realize the benefits quickly. At the same time, avoiding the disruption, budget and schedule overruns, risk and uncertainty of a poorly planned project. 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.

Read this infographic to see how HEADSTART gives you a critical edge.

WHAT IS HEADSTART?







To streamline business application deployments and shorten clients' time-to-benefit, Sikich has combined its industry and technology expertise with the new vision of modular, agile solutions in a comprehensive deployment approach called HEADSTART.



HOW HEADSTART ACCELERATES YOUR SYSTEM DEPLOYMENT

- 1 Reduce time to go-live by up to 50%**
- 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:

-  1. DELIVER BETTER CUSTOMER EXPERIENCES
-  2. HELP WORKERS BE MORE PRODUCTIVE, ACHIEVING MORE WITH LESS EFFORT
-  3. OFFER OPPORTUNITIES FOR INCREASING REVENUE BY ENABLING NEW BUSINESS MODELS OR MAKING IT POSSIBLE TO ACCESS NEW MARKETS AND GROW MARKET SHARE
-  4. CONTRIBUTE TO REDUCING COSTS, ERRORS, AND RISKS
-  5. HELP COMPANIES ADAPT FASTER TO MARKETPLACE CHANGES AND COMPETITIVE PRESSURES
-  6. ALLOW EXECUTIVES AND OTHER ROLES TO MAKE INFORMED DECISIONS, FASTER

"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

LATEST INSIGHTS



TRANSFORMING CRO SALES, FINANCE, AND PROJECT MANAGEMENT
August 16, 2021



CHOOSING BETWEEN EMBEDDED OR STANDALONE CONFIGURATION TECHNOLOGY FOR ETO COMPANIES
August 13, 2021



SALESFORCE FOR MICROSOFT TEAMS
August 11, 2021

[VIEW ALL INSIGHTS](#)

Have questions about what you're reading?

Yes No



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:

1. DELIVER BETTER CUSTOMER EXPERIENCES
2. HELP WORKERS BE MORE PRODUCTIVE, ACHIEVING MORE WITH LESS EFFORT
3. OFFER OPPORTUNITIES FOR INCREASING REVENUE BY ENABLING NEW BUSINESS MODELS OR MAKING IT POSSIBLE TO ACCESS NEW MARKETS AND GROW MARKET SHARE
4. CONTRIBUTE TO REDUCING COSTS, ERRORS, AND RISKS
5. HELP COMPANIES ADAPT FASTER TO MARKETPLACE CHANGES AND COMPETITIVE PRESSURES
6. ALLOW EXECUTIVES AND OTHER ROLES TO MAKE INFORMED DECISIONS, FASTER

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.
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 1,000's of pre-set parameters for each of Sikich's industry verticals – Equipment Manufacturing and Distribution.
A preconfigured system is unlikely to support everything our clients need without any configuration adjustments—not modifications—and we don't claim that it will fit every process. However, our clients' experience demonstrates that HEADSTART is an effective way to accelerate implementations.

"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

Learn more with our eBook: <http://www.sikich.com/d365-hs/>

©2021 Sikich LLP, All Rights Reserved 877.279.1900 | info@sikich.com



If you want to learn more about Sikich HEADSTART, we have a **free eBook** you can download. Of course, you can always **contact** one of our D365 HEADSTART experts at any time!

This publication contains general information only and Sikich is not, by means of this publication, rendering accounting, business, financial, investment, legal, tax, or any other professional advice or services. This publication is not a substitute for such professional advice or services, nor should you use it as a basis for any decision, action or omission that may affect you or your business. Before making any decision, taking any action or omitting an action that may affect you or your business, you should consult a qualified professional advisor. You acknowledge that Sikich shall not be responsible for any loss sustained by you or any person who relies on this publication.

ABOUT THE AUTHOR



DEBBIE ALTHAM

The manufacturing industry is speeding its way into the age of digital, bringing fantastic new opportunities along with serious new risks. With over 30 years of experience in technology, in both client and vendor roles, Debbie Altham offers industry leaders a clear perspective on how to navigate the road towards digital transformation; a perspective that marries strategic vision with a very clear value compass. Helping clients realize the promise of business application technology has been a primary career objective. As an industry senior director, Debbie focuses on manufacturing and services industries. With Debbie running point, the team at Sikich can help manufacturers meet their most pressing business technology needs, drawing from a wide portfolio of industry tailored products and services.

ACCOUNTING, TAX & AUDIT

Accounting
Tax
Audit

TECHNOLOGY

Products
ERP & CRM Services
Business Intelligence
Office 365
Cloud & Infrastructure
Security & Compliance

ADVISORY

Business Succession Planning
Forensic & Valuation
Human Capital Management
Marketing & Communications
Public Relations
Retirement Plan Services
Investment Banking
Supply Chain
Insurance
Wealth Management
Transaction Advisory Services

COMPANY

About Sikich LLP
Corporate Development
Locations
Partners
Careers
News
Events
Blog
Client Login

CONNECT WITH US



©2020 All Rights Reserved. [Privacy Policy](#) [Disclaimer](#)



Have questions about what you're reading?

Yes No

