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PROS and CONS of SCOPING

Good scoping & analysis

Version 27

What OVO Vision means by "good scoping & analysis"

For OVO Vision, a mature preliminary process means that the customer and OVO Vision together create clarity about:

- Clear scope and out of scope
  - What is explicitly included in the project?
  - What not, and why not?
- Process analyses
  - As-is: How Does Customer Work Today?
  - To-be: how should the ERP support this?
- Clear choices and starting points
  - Standard functionality vs. customization
  - Data migration (what, how, and when)
  - Integrations with existing systems
  - Reports and management information
- Realistic and supported planning
  - Taking into account availability of Customer
  - Logical phasing and milestones
- Collaborative decision-making
  - Customer and OVO Vision make explicit choices together
  - Captured and shared so expectations are the same

Added value of OVO Vision, OVO Vision not only brings requirements inclusion, but rather:

- In-depth product knowledge
- Experience from previous ERP implementations
- Recognition of pitfalls and risks
- Knowledge of what works in practice (and what doesn't)

As a result, assumptions are tested and adjusted at an early stage.

Financial effect for Customer and OVO Vision

Lower total project costs

ERP projects consistently show that a good joint analysis phase leads to:

- 15–30% reduction in total cost of implementation

This is mainly due to:

- Fewer change requests during construction
- less rework
- Fewer escalations and delays
- Less unforeseen customization afterwards

Why this difference is so big

Changes that are only discovered after design or during realization are considerably more expensive:

- A change then costs 5 to 10 times as much as if it were already discovered in the analysis phase

Concrete example. A misunderstood scope component of €10,000 in the analysis phase can amount to:

- €50,000 – €100,000 extra costs

Limitation of scope creep

Without strong scoping, typical statements arise such as:

- "This is what we thought was part of it"
- "We didn't mean it that way"
- "This wasn't customization, was it?"

A joint analysis:

- makes implicit assumptions explicit
- Records choices
- reduces scope creep by 50–70%

Lower internal costs

Not only is the use of OVO Vision expensive; the internal load at Customer is also significant.

Good scoping saves:

- Time of key users
- Management attention
- Decision-making under pressure
- Lost productivity around Go Live

In practice, internal costs account for 30–50% of the total ERP project effort and are often underestimated.

Time savings and project peace

Shorter lead time

Projects with a strong analysis phase are on average:

- 10–25% reduction in turnaround time

Mainly due to:

- Less rework in the construction phase
- Less delay due to ambiguities
- Faster and more informed decisions

Fewer project stops and rescheduling

Without proper analysis, the following often arise:

- Redesign moments
- Rescheduling
- Discussions about contract, scope and expectations
- Major Resets
- delays of weeks to months

Qualitative effects that translate back into money

Better Solution Fit for Customer

- maximum use of standard ERP functionality
- less customization (and therefore lower future maintenance)
- Better user adoption and adoption

More stable go-live

- Less critical issues after going live
- Fewer emergency measures
- lower impact on operations and reputation

Stronger collaboration between Customer ↔ OVO Vision

- Less "us vs. them"
- less claim thinking
- Collaborate more based on shared goals

This prevents escalations that are often very costly in ERP projects, but are rarely factored in in advance.

Investment at the front end: conscious and profitable

A thorough joint analysis phase requires:

- Approximately 5–10% of the total project costs

This may seem big at first glance, but:

- the ROI is almost always positive
- Breakeven is often achieved by preventing one big misunderstanding
- Experience value: Every €1 additional investment up front end saves an average of €3–€5 in later project phases

Conclusion:

Why OVO Vision recommends this approach

OVO Vision consciously chooses to start immediately with a lead consultant, so that analysis, planning and scoping are set up jointly, realistically and supported from day one.

This approach:

- significantly increases the chance of a successful ERP process
- protects Customer from unnecessary costs and delays
- creates a stable basis for a long-term collaboration

Aspect	Effect of joint scoping
Total costs	↓ 15–30%
Lead time	↓ 10–25%
Change requests	↓ 50–70%
Customization	significantly fewer
Go live issues	substantially less
Project stress	greatly reduced

Summary overview