StarBridge Advisors

Enterprise Resource Planning (ERP) Strategy and Vendor Selection

Overview

Enterprise Resource Planning (ERP) Systems were largely ignored in healthcare during the pursuit of EHR implementations associated with Meaningful Use. They have evolved significantly and can help healthcare organizations transform both clinical and business operations in the areas of Human Capital Management, Financial Management, and Supply Chain. Choosing the right system from the right vendor to meet the specific needs of the organization provides a strong foundation for operational excellence with positive, improved clinical and financial returns. StarBridge Advisors has the experience and knowledge to ensure the health system maximizes it efforts to transform into a digital health system using the ERP as an enabler.

Approach

Our advisors have decades of experience with the major ERP vendors across the entire system lifecycle including but not limited to strategy development, planning, selection, contract negotiation, implementation, and optimization. In our experience,

- An ERP must support your business and clinical strategy.
- Numerous vendors have attempted to enter the healthcare ERP space, with mixed results. At present, Infor, Oracle, and Workday dominate the provider ERP space.
- These vendors have very different philosophies, approaches, and technical capabilities.
- In selecting a vendor, significant consideration needs to be given not just to current features and functions but also to other critical factors, e.g., workflow, flexibility, difficulty of implementation, product roadmap, support options, impact on IT staffing, and costs.
- Because of the high degree of complexity of the products, it is extremely helpful to follow a structured selection methodology. Because every enterprise is unique, we personalize our approach to ensure the best possible review and selection process.

As IT leaders in provider organizations, we have done literally dozens of vendor selections and lived with the consequences of our decisions and implementations. To assist our clients, we have created a comprehensive toolkit. We start the ERP selection process by personalizing an approach which is optimal for the client. Although the exact steps may differ by client, key phases in this work generally include:

*Needs Identification → Determination of Functionality and Critical Selection Criteria →
RFI and or RFP Production → Demonstration Approach → Analysis of RFI/RFP Responses →
Budget and Staffing Projections → Vendor Demonstrations → Vendor Selection*

Why Choose StarBridge Advisors As Your Partner?

- We have a team of 40 plus IT leaders who have worked in such roles as CIO, CMIO, CNIO, CTO, and CISO with decades of combined experience with ERP, across all major vendors.
- We do not staff implementations. Nor do we have vendor "alliances." As a result, we are vendor neutral and can assist with unbiased decision making.
- Our extensive library of selection tools saves time, increases efficiency, and ensures that critical details are not missed. We personalize our methodology to fit the client's needs.
- Because of the seniority and experience of our advisors, we are extremely well positioned to provide insights, ask tough questions, press for answers, and serve as an advocate and intermediary with potential vendors. We can help you select the best partner to achieve success.