

You've outgrown your current system.

And you can't afford to choose the wrong one.

WHY THIS IS HARD TO DO ALONE

Most medium-sized Dutch companies replace their finance or ERP system once every 7–10 years. By the time you need to do it, you have no recent experience — and vendors do this every day.

- Vendor demos impress — but rarely reflect your actual processes
- Without a structured requirements list, you're evaluating on gut feel
- A slick interface can mask gaps in the functionality that actually matters
- Internal teams lack time to run a rigorous process alongside their day job
- Scope and costs expand rapidly once you've signed — if you weren't prepared

WHAT GREENHILLS DOES DIFFERENTLY

Business-first, vendor-neutral.

I work from your business goals outward — not from a vendor shortlist inward.

- Every decision grounded in your processes, your people and what you need the system to do
- I bring structure where it's missing and momentum when things stall
- Your leadership team aligns on the right choice — and moves forward with confidence

And I have no vendor relationship to protect.

THE PROCESS

Three phases. One clear outcome.

1. Define <i>Understand the real goals</i>	2. Evaluate <i>Find the best-fit options</i>	3. Select <i>Decide with confidence</i>
<ul style="list-style-type: none"> • Process mapping & stakeholder interviews • Current-state audit across all functions • Requirements matrix (functional + technical) • Alignment on must-haves vs nice-to-haves 	<ul style="list-style-type: none"> • Market scan & long-list of viable vendors • Scored evaluation against your requirements • Executive demos — scripted to your use cases • Reference customer conversations 	<ul style="list-style-type: none"> • Shortlist recommendation with rationale • Business case & total cost of ownership • Implementation readiness assessment • Vendor negotiation support

Recent work: Led the full system selection and ERP implementation for a Dutch project engineering firm (~80 FTE). Nine vendors evaluated. Selected solution delivered on time.

“She quickly understood our needs and translated them into practical improvements. Thanks to her support, our sales team now has much better visibility and control over their portfolio. Lynn combines strategic thinking with a hands-on, collaborative approach — a valuable partner in driving change.”

— Commercial Director, Project Engineering Firm · Full case study available on request.

Not sure if you need help? A 30-minute conversation usually makes it clear.

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WHAT THE DELIVERABLES LOOK LIKE

Real artefacts from a completed engagement — not generic templates.

Most companies don't know where to begin. I do. Through interviews, workshops and process mapping, I translate your operations into requirements that are precise, prioritised and defensible — built from your business goals and pain points.

PHASE 1 DELIVERABLE — REQUIREMENTS MATRIX

Area	Requirement	Description	Priority
Reporting & Analytics	Financial Statements	Standard financial statements meeting Dutch GAAP / IFRS	Must Have
	Management Reporting	Custom monthly business report: KPIs, budget vs actual by project	Must Have
	Budget / Forecasting	Create and revise multiple budget, plan and forecast scenarios	Must Have
	Reporting / Dashboards	Report on all system data; interactive dashboards preferred	Must Have
Project Management	Project Budgeting	Allocate budget by resource or task; track against actuals	Must Have
	Project Cost Tracking	Track total project cost; report actual vs planned in real time	Must Have
	Project Prognosis	Roll-forward forecasting; user updates end-cost estimate monthly	Must Have
	Time & Attendance	Track employee hours by project task; approval workflow	Must Have
Multi-Entity / Multi-Currency	Project Workflow	Automate task approvals and handoffs at project milestones	Must Have
	Internationalisation / Currencies	Transact in multiple currencies; proper foreign exchange accounting	Must Have
	Multi-Entity / Consolidation	Multi-ledger architecture; automated inter-entity consolidations	Must Have

[Extract — full matrix covers 55+ requirements across Finance, Projects, Sales, HR, Procurement, Platform and Integrations]

55+ requirements defined across all business functions. Each rated Must Have / Nice to Have.

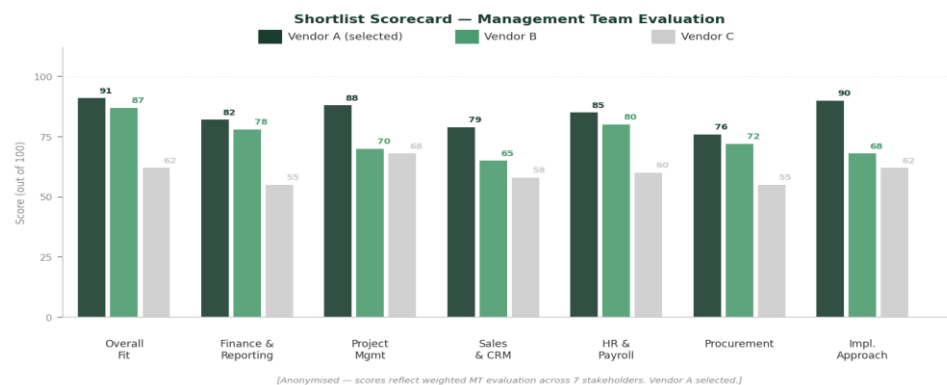
PHASE 2 & 3 DELIVERABLES — VENDOR EVALUATION & SCORECARD

Phase 2:

9 vendors scored on a structured long-list across 8 criteria categories, reduced to 3 finalists for executive demos.

Phase 3:

7 stakeholders scored each finalist across 7 weighted dimensions. Clear winner with documented rationale.



WHAT YOU WALK AWAY WITH

Requirements matrix — Prioritised across all functions — built from your processes, not a generic template

Scored vendor comparison — Objective, weighted evaluation — not gut feel

Executive demo framework — Scripted to your real use cases, not the vendor's highlight reel

Business case — Total cost of ownership, payback analysis, and risk summary

Implementation readiness plan — Scope, resourcing and realistic timeline before you sign

Decision-ready recommendation — Clear rationale your MT and board can stand behind

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