



# Ten steps toward cloud deployment for A&D companies: A roadmap to modern ERP solutions



## Thinking about taking a bold step to improve your IT infrastructure?

Where is your company in this continually evolving landscape of steep market challenges and emerging opportunities? Are obstacles, like high costs of raw materials and global competition, keeping you from reaching your goals? Are severe budget cuts threatening your revenue and profitability? Perhaps you recognize that your current ERP system is outdated and needs to be replaced, but capital constraints are causing you to hesitate.

It's time to take a closer look at cloud deployment. Here are some guidelines to help you make sound decisions concerning your ERP system selection and deployment.

**1. Educate yourself on the facts.** Don't settle for anecdotal tales and vague worries.

**2. Make sure the research you collect is current.** Outdated information is confusing and distracting. This is a rapidly changing industry with rapidly changing issues and even more rapidly evolving solutions. Look for dates on the materials you read.

**3. Seek relevance.** There are many verticals and micro-verticals in this industry. Look for examples that are relevant to you. Depending on your niche in the A&D industry, your ERP system and cloud security requirements differ greatly.

**4. Be flexible.** Understand that IT solutions have changed substantially in recent years. What you thought you wanted might not be the best option. Be open-minded to following where your research leads, even if it leads in a totally new direction, like the cloud.

**5. Allow time.** Don't let a compressed schedule force you to make hasty decisions. Allow sufficient time to research your IT options thoroughly. Look at both aspects—the ERP system and the deployment method.

**6. Involve a team.** Choosing new IT solutions—and deployment options—is a major undertaking. Bring in team members to share the workload and to share ideas. Team selection projects also lead to streamlined adoption and implementation. Buy-in is important.

**7. See the full picture.** Consider many factors, including the total cost of ownership, flexibility, and functionality. Consider long-term growth as well as short-term needs.

**8. Choose suppliers with A&D expertise.** Your industry is complex. Work with vendors who understand it, inside and out, to get the best possible outcome.

**9. Be prepared for the unknown.** Disruptive technologies and IT innovations are occurring at an astounding rate. Choose flexible solutions and providers who are forward-thinking and investing in product innovation.

**10. Move.** Hesitating is dangerous. Indecision costs money—and may jeopardize your position within the market. If you are slow to react to the changing market pressures hitting A&D today, you run the risk of losing customers and market share.

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INF1286967-1423971-EN-US-0214-1