CFO

At a Swedish company with 50 to 199 employees

Weighs total cost, business value and delivery when an offer is to become an investment decision.

65 source-backed observations

41 sources

Research, industry surveys, price lists and case studies. All traceable to source, population, year and method.

✦ THE PROFILE'S PRIORITIES

1. Total cost and realistic benefit
2. A basis for decision that can be followed up
3. Automation with demonstrated effect

✦ ASK THE PROFILE

"Which costs are missing from the calculation, and how do we show that the investment pays off?"

✦ THE SOURCE MATERIAL, AREA BY AREA

Number of observations and one example from the material

Budget and cost	52	The largest costs of an ERP system arise during implementation, not at the licence purchase. Linnaeus University · degree thesis · 2022
Buying criteria	7	Four out of five people responsible for finance had no training in the subject, which according to the authors makes ease of use the main requirement. Linnaeus University · five small companies · 2022
Objections and obstacles	4	Late or incomplete supporting documents and approvals were the most common challenge before the payroll run. Kontek · 708 payroll managers in Swedish organisations
Mandate and decision path	2	One small company switched ERP system because its accounting consultant recommended one that suited the consultant's own system. Linnaeus University · five small companies · 2022

✦ SOURCES

Linnaeus University · Kontek · Microsoft · Gartner · Västtrafik · Department for Transport