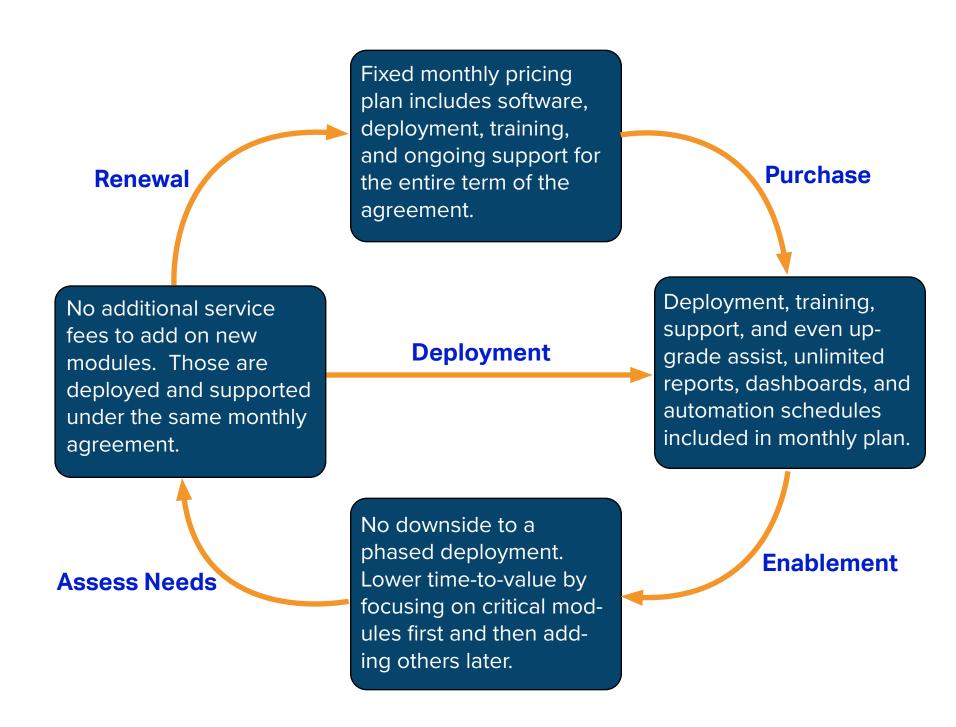
Typical ERP Implementation vs. Firefly Deployment Model



Typical ERP Implementation Process

Proposal includes a large up-front payment for software & services. Includes an "estimate" of services for implementation. **Contract Terms** Changed **Up-front Software** Every module and service put into **Payment** an initial project phase because that increases the payment required up Change orders or additional requirefront. ments result in the creation of a new SOW with revised terms **Up-front Services Payment** Large Statement of Work (SOW) document with strictly defined amounts of included service hours. Once those hours are used up, more costs start **Cost and Time** rolling in. **Overruns Underestimated** Services SOW also includes terms for change fees. Changing your mind regardless of what is best for your company results in increased costs. Change Fees & Scope Creep Implementation partner is rewarded by selling client more prior to go-live and stretching out the implementation timeline.

Firefly ERP Deployment Model



The differences are shocking. A typical ERP implementation skews the majority of benefit onto the implementation company while significantly increasing the risk to you, the customer. The Firefly deployment model provides a balanced benefit for all involved while adequately spreading risk between Firefly and the customer - exactly where it should be.

The Firefly model allows our customers to plan long-term for what their monthly cash outflows will be to have a fully functioning ERP software system. This provides two very important outcomes - shortening the time-to-value for you while also allowing you to experience the full benefits the system can provide.

At Firefly, we want customers for life, and our methods reflect that desire.