



Analysis

ITA Dynamics follows the Microsoft Sure Step Methodology process for client engagement success. Microsoft has invested millions in researching the proper best practices techniques for engaging with new prospects and in this step guide system.

An introductory Discovery phase begins the analysis to gain an understanding on the operational processes that your company is involved with. This analysis consists essentially of a couple days to as much as a week long engagement, depending on the size of your organization and number of processes you are involved in, to meet in person with your different departments from Accounting, Operations, Sales and Marketing, etc. to map out all of your current business processes in all of your different departments with you, which we call a Gap Fit Analysis.

Then afterwards ITA Dynamics will write up a document to be delivered back to your organization within ~3 weeks time that shows all of your current operational processes mapped out, and which also compares them to what the Microsoft Dynamics software system has mapped out for other Waste and Recycling companies in your industry niche that is available to you out of the box already, and then demonstrates where the gaps are between the software system as is and your current business process system which would need to be filled or custom written in. We of course also make recommendations in the document for best practices to correct some of the operational process flows based on the 200+ other Waste & Recycling companies worldwide that are already using the Microsoft Dynamics ENWIS software and how many have streamlined their business to become more efficient. And many companies have unique processes they wish to preserve as well that makes them who they are, and so also must be incorporated into the new system. Also included in this document is the investment total breakdown. The Gap Fit Analysis is a shared cost engagement of both parties, as there is time and resources that need to be delegated to completing the analysis in the beginning which is on both ends, and final write up thereafter which rests solely as the responsibility of ITA Dynamics.

From the final Gap Fit Analysis document you receive you can gain a world of knowledge of exactly how your business operates and where it may be inefficient and can be corrected which is quite valuable in and of itself to saving money regardless of if you choose to proceed with Microsoft ENWIS, however the greater benefit we always uncover comes if your organization then decides to proceed into the Design & Implementation phases to complete the installation process and bring in the Microsoft Dynamics software system as 1 total centralized database repository and software solution to run every aspect and departmental need of your complete business. These successes with Microsoft Dynamics are documented in over 95,000 customer cases worldwide.