Checklist

7 Steps to build a Business Case for an Enterprise Inventory and Cost Management Platform

The benefits of implementing a centralized enterprise inventory system are clear, particularly to those closest to the information and related services procurement process.

But as with any 'enterprise' project, securing budget and selling the concept internally can often prove difficult. There are **7 steps** that can be taken, however, to secure buy-in from senior management and other influencers.

1 Identify Stakeholders

To begin with, it's crucial to identify the key stakeholders and decision makers, and then understand their motivations, goals and challenges. It then becomes possible to explain how a market data inventory platform can help them achieve their goals and address their challenges.

2 Explain the Benefits

Even for those senior managers who see the operational benefits of such a system, it's important to explain the costs involved and to identify the potential ROI so they can see the impact on the bottom line.

3 Demonstrate ROI

Understanding and communicating ROI is key to justifying the expense of a project of this scale. The first step here is to assess how invoices are currently being managed to ensure compliance with contractual terms and identify redundant services to save costs.

4 Determine Build vs. Buy

The decision to buy or build can be complex. The usual argument centers on the fact that buying is typically faster and cheaper than building and you leverage external expertise that is hopefully being continually invested in ongoing product development. But building gives you much greater control and flexibility to create a product that suits your needs perfectly.

5 Conduct Cost-Benefit Analysis

It's worth conducting a cost benefit analysis (with enough margin for the inevitable scope creep) of your own development with the overall cost of buying an external platform to see what you think will get you the better return.

6 Secure the Budget

Building the business case and securing budget for any enterprise project takes time, but it's possible to add a sense of urgency to proceedings. It's worth considering the opportunity cost of not moving.

7 Perform Due Diligence

Enterprise projects are often complex, and people are wary of embarking on long drawn-out projects that require significant internal resource. To address this, it's useful to secure client testimonies from any suppliers involved, to ensure that they have the technical and management capabilities required to deliver a smooth transition process.

Implementing a centralized inventory and management system for market data and other subscription-based services necessarily involves the kind of enterprise engagement with stakeholders affected by the change.