



Developing a Business Case Methodology for Cross-organizational Enterprise Systems (ES)

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Research Motivation:

- Financial Crisis → Pressure to realize Business value → ES implementation success becomes increasingly important
- 75% of ES not ready for value creation (KPMG, 09)
- 70% of the ES implementations fail to achieve their estimated benefits
- Lack of literature on benefits management and business case development in cross-organizational ES implementations

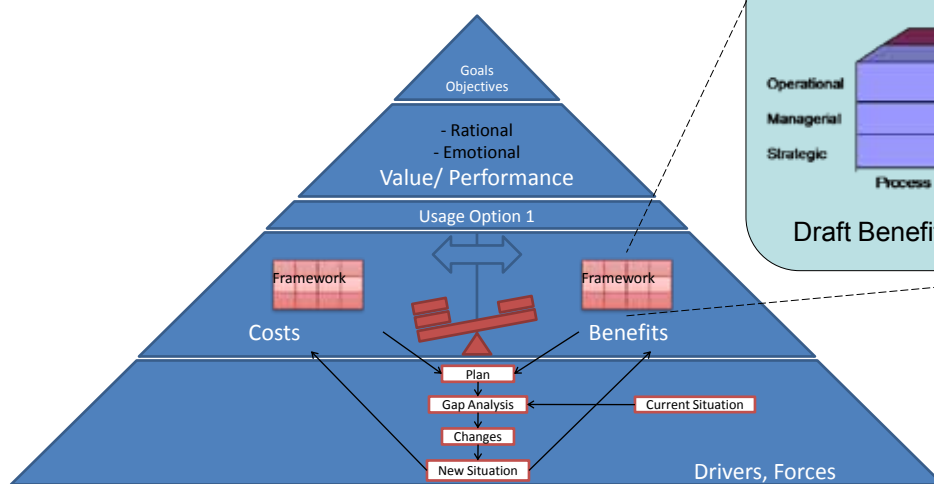
Research Goal:

Design business case guidelines that help to successfully manage a cross-organizational ES implementation

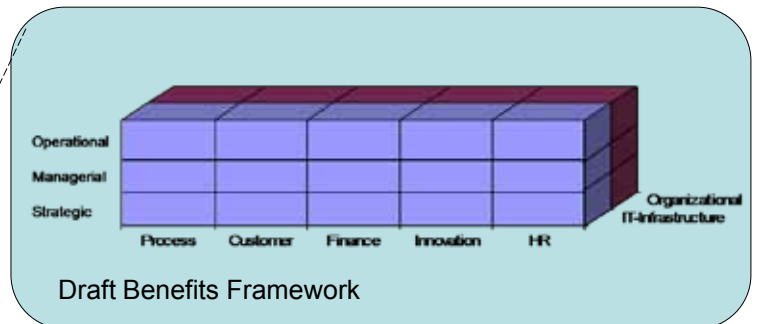
More specific: Business Case Guidelines that...

- ... Determine the financial value of an ES implementation in terms of costs & benefits
- ... Achieve the desired benefits within time and budget (benefits management)
- ... Specify value distribution in networked projects
- ... Take cost of realizing benefits into account
- ... Are updated throughout the ES life cycle

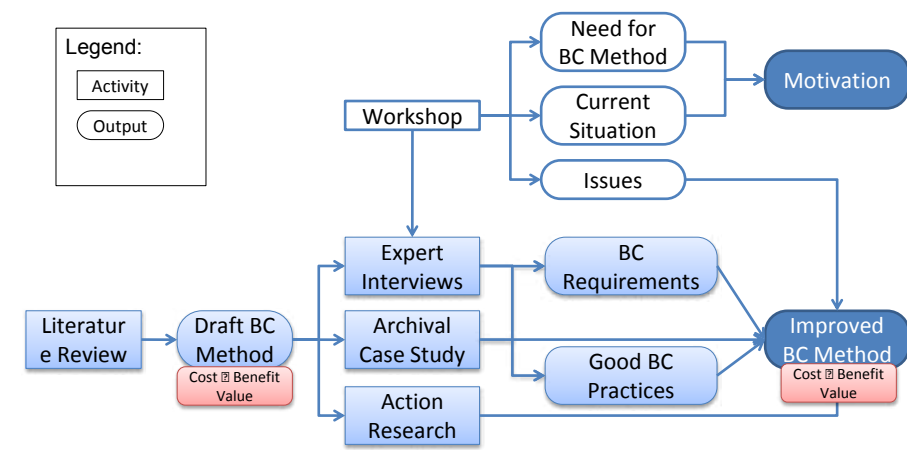
First Results:



Draft Business Case Methodology



Research Methodology:



Project Information:

COSMOS Project:
http://is.ewi.utwente.nl/research/requirements/cosmos_doc/index.html

Vital Project:
<http://www.vital-project.org/>

Projectnummer VITAL: 638.003.407.

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