



Our Method – The 4 Essential Stages

1. Engagement Stage – Business Value & Stakeholder Buy-In

Listening to stakeholders and leadership is critical to understanding your organization's goals and priorities. Determining stakeholder expectations early on in a project is vital to its success, and ensuring decision makers and end users have achievable requirements can significantly improve adoption rates. That's why we focus on strong, illustrative demonstrations, accurate visualizations and project roadmaps to ensure everyone is in alliance.

2. Blueprint Stage – Requirements & Solution Design

The input of stakeholders, subject matter experts and end-users is essential for requirements gathering and fostering user adoption. We collaborate with you to determine the approach and breadth of the requirements gathering process, and we conduct tailored surveys and interviews with subject matter expert groups and individuals to build consensus. The result is a clear, complete and thoroughly reviewed set of business requirements that we use to design the right-fit solution for your business. We guarantee that each of our solution designs will provide you with a clear understanding of what needs to be done and why and will outline how the solution will support your business objectives.

3. Build & Deploy Stage – Roadmap to Configuration

Trajectory has the knowledge and practical experience to create strategic solution roadmaps that are tailored to your requirements and leverage best practices from your industry. We can help you identify which aspects of the NetSuite platform, 3rd party tools and approaches will help you achieve your goals quickly and on budget. Our in-house consultants will configure the solution which you have approved and guide you through every step, ensuring you understand workflows, functions and the purpose behind the configuration.

We are determined to get projects live on time, on budget and in scope. Our people, from top tier management to consultants, use the product we implement and advise on. To ensure that your expectations are met, before going live, you'll go through mock scenarios, user stories and know exactly what is expected of your team when switching over to the new ERP system.

4. Optimize Stage – Maximize Business Advantage for Continuous Improvement

Post-implementation, aligning your organization's priorities with the overall strategic direction of your business is what we endeavour to get absolutely perfect. We provide flexible options to continue improving your NetSuite environment, from adapting to technical new releases, creating enhancements, configuring new modules, to building workflows and other custom solutions that help your business growth.