Business Software Expert

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Christie Fourie

Opportunity

The biggest factor that will drive value creation for business in the future is **technology.**

Problem

Migrating to the wrong business software can cost more in fees and time than the cost if sticking with legacy/ excel processes.

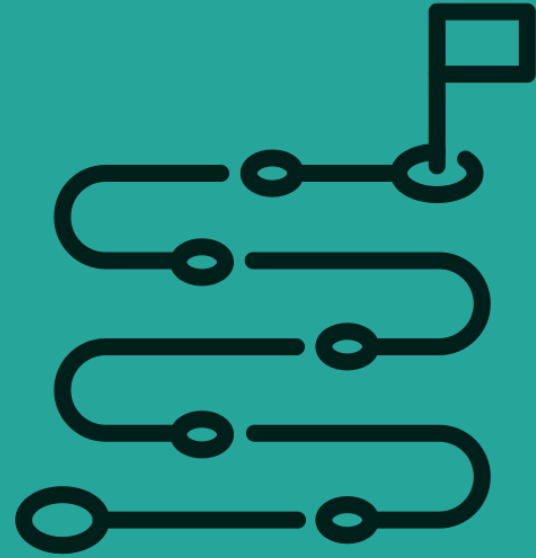# 65-84%

of companies fail at digital transformation.

*According to Mckinsey/Forbes (2021-2023)

Solution

Navigating digital transformation with
an experienced software expert.

frictionless

right fit for your business

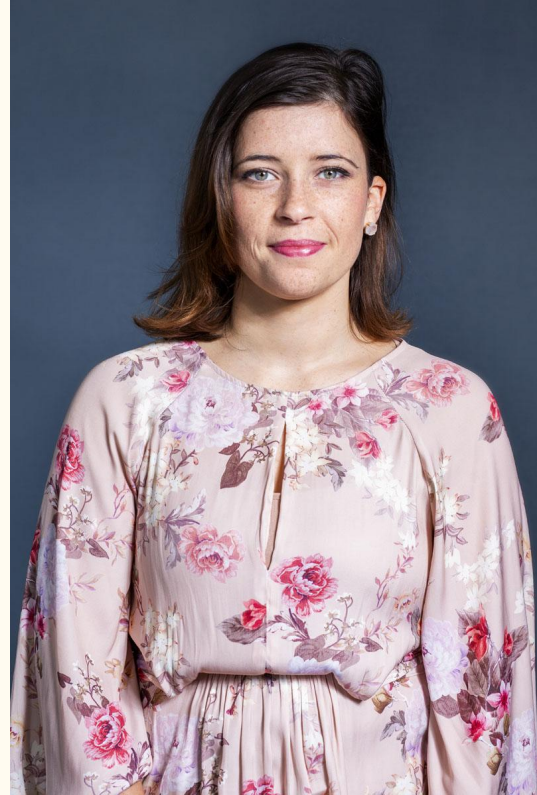tuned into the people who use it *every day*

the Best: of breed and practice

About Me

With 6 + years in Systems and Software, my experience provides the anchor and vision to build out robust and scalable systems roadmaps.

Project management, creative problem solving, technical fluency & people centricity is what defines my process.

My strength is aiding CEOs to define business objectives, and then grinding that down into attainable and prioritized phases of their digital transformation.

Services

Architecture

Systems Discovery
R8,000

90 mins facilitated discussion on a particular Business Process

Key stakeholders to weigh in in the Key Success Criteria for the Process

OUTCOME

- High Level Architecture of Recommendation
- Techstack mapped to Key Success Criteria
- Costing for software & implementation
- Software feature/cost comparison + R3,500

Business Roadmap
R35,000

Series of Discovery sessions to unpack the current and desired systems for the organization.

Key stakeholders to weigh in in the Key Success Criteria for the various business processes

OUTCOME

- Detailed Architecture of Recommendation
- Techstacks mapped to Key Success Criteria
- Costing for software & implementation & project management
- Roadmap for strategic role out & adoption of recommendation

Implementation Packages

Sales Overhaul
R27,000 p/m for 3 months

Roll out of an benchmarked Sales system that integrates channels and automates the most important function of the business, Growth.

Includes:

- CRM (Database & Sales process)
- Marketing (Campaigns, Social, Whatsapp + more)
- Integration to Finance function

Zoho One Retainer
R55,000 p/m

Build out your systems roadmap with an experienced Zoho Analyst heading up a host of developers that are tailored to accomplish the objectives at hand.

Includes:

- Business Analyst
- Project manager
- 80 Development hours

Software Development Advisory

Outsourced Product Owner
R35,000 p/m

Define and prioritize a software product's features, serve as the key liaison between stakeholders and the development team. Guide the product's vision and ensure that the development team delivers value to maximize success in the market.

Includes:

- 18 hours per month
- Maintaining product backlog
- Clearly define user stories that are aligned with the "Lighthouse customer"
- Creation of product roadmap & release plan

Business Development
15% commission on all closed funding/deals

Identifying and pursuing new business opportunities, foster strategic partnerships, and driving revenue growth for the company through effective sales strategies and market expansion initiatives or funding.

Includes:

- 18 hours per month
- Qualify a monthly quota of new potential clients through lead generation efforts.
- Successfully close a quarterly quota of strategic partnerships or business deals.

Partners

Outsourced Partners

Chief Data Officer
by SeedGrowth

Ensure your data is purposefully built.

- Data strategy
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Chief Marketing Officer
by GetSet
R45,000 p/m

- TBD

Outsourced Partners

Production & Finance Manager - by Calibrate
R35,000 p/m

- TBD

Outsourced CMO - by GetSet
R45,000 p/m

- TBD

Case Study Zoho

GreenCape

Multi-app Zoho roll out for a Green Sector Agency. Fully integrated application using out of the box functionality from Zoho as well as custom development.

Key deliverables:

- Custom Grant management & procurement & budget forecasting applications - CREATOR
- Integration into PROJECTS & finance application (Xero) using Make/Zapier
- Complex profitability reports ZOHO ANALYTICS, SQL, XERO & PROJECTS DATA
- EXPENSE Employee

Outsourced CFO

Entrenchment & adoption of Zoho suite through strategic interventions with executive team.

Key deliverables:

- Redo of Sales process on CRM, reporting & dashboards with BOOKINGS integration
- Integration Proposal software IGNITION using Zapier
- Migration of Marketing tools to Zoho suite, GOOGLE ADS, SOCIAL, CAMPAIGNS, PAGESENSE & SALES IQ
- Creation of MD Dashboard on ZOHO ANALYTICS, integrations with Xero, Zoho Survey, Projects

Case Study

Lichen

Roll out of fully fledged Zoho Finance suite with custom quoting tools & CRM

Key deliverables:

- Custom order & quotation tool integration using DELUGE on CRM
- Oversee the conversion of finance platform to ZOHO BOOKS & ZOHO INVENTORY
- Scoped and architected the integration of WMS to Zoho inventory via API (client did not go for it)

Enko Education

IT transformation for a multinational group of schools (13 schools). Architecture, Planning & Implementation of Financial roll out & Program management.

Key deliverables:

- API architecture & development between SIS & Xero
- Project management delivery of 13 conversions & consolidations of Finance tool
- Management of Governance of IT Rollout with Steering committee

Contact

hollanderchristie@gmail.com

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+27 60 409 7670