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TITLE :**BLOOD BANK MANAGEMENT SYSTEM****ABSTRACT :**

Blood Bank Management System (BBMS) is a system that is designed to store, process, retrieve and analyse information concerned with the administrative and inventory management within a blood bank. This project aims at maintaining all the information pertaining to blood donors, different blood groups available in each blood bank and help them manage in a better way. Aim is to provide transparency in this field, make the process of obtaining blood from a blood bank hassle free and corruption free and make the system of blood bank management effective. Our client is not interested in blood stocking instead we are stocking blood donors information. The donors who are interested in donating blood has to register in the database. There is no storage of blood so no complications in the project. The software is fully integrated with CRM (customer relationship management) as well as CMS (content management system) solution. It is developed in a manner that is easily manageable, time saving and relieving one from manual works. The requirement of the blood has to be requested and we supply the information of the donor. The donors can update their status whether they are available or not. The blood management information system offers functionalities to quick access to donor records collected from various parts of the country. It enables monitoring of the results and performance of the blood donation activity such that relevant and measurable objectives of the organization can be checked. It provides to management timely, confidential and secure medical reports that facilitates planning and decision making and hence improved medical service delivery.

KEY WORDS:**KEY PARTNERS :-**

- Blood banks
- Hospitals/clinics
- NGO's associated with Blood Donations (Red cross)
- Pharmacies
- Prospective / Repeat Voluntary Blood Donors
- Recipients / Patients
- Health and Wellness Programs

KEY ACTIVITIES :-

- Organizing Blood Camps
- Website Development
- Encrypted, custom Donor profile
- Blood Donor / Recipient query and support contact

KEY RESOURCES :-

- Website management
- Server maintenance
- Teams to organize blood donation camps
- Relationships managers to connect to hospitals / blood camps

CUSTOMER SEGMENTS :-

- All members of society across India
- Initial target in urban and semi-urban areas of population

CUSTOMER RELATIONSHIPS :-

- User's personal information is all securely encrypted before saved to the database
- Patients can see their requests
- Call support via the Contact Us Webpage

COST STRUCTURE :-

- Cost of buying server space , domain space and renewal values
- Utilities amount (Phone and Internet)
- Cost of organizing blood donation camps
- Promotions and Referral's fee

REVENUE STREAMS :-

- Revenue from customer acquisition fee from stores / labs
- Online Advertisements in Apps and Websites

CHANNELS :-

- Pharmacies
- Website
- Hospitals

VALUE PROPOSITIONS :-

- Creating an Encrypted Database for voluntary blood donors
- Patients find the right blood donors from database
- Patients request blood units required and identify prospective donors
- Pre-registration via Website
- Can be accessed anywhere , anytime
- Easy to use and understand

Literature Review :

Paper - 1 :

The basic building aim is to provide blood donation service to the city recently. Blood Bank Management System (BBMS) is a Web-based application that is designed to store, process, retrieve and analyze information concerned with the administrative and inventory management within a blood bank.

This project aims at maintaining all the information pertaining to blood donors, different blood groups available in each blood bank and help them manage in a better way.

Project Aim is to provide transparency in this field, make the process of obtaining blood from a blood bank hassle-free and corruption-free and make the system of blood bank management effective.

<https://www.phptpoint.com/projects/blood-bank-management-system/>

Paper 2 :

The purpose of this project was to develop a blood management information system to assist in the management of blood donor records and ease or control the distribution of blood in various parts of the country basing on the hospitals demand.

<https://www.slideshare.net/JawharAli/full-report-on-blood-bank-management-system>

Paper 3 :

LBBRF is a private organization that functions as a place to donate blood. They give a charge to the person or patient that is in needs of blood. However, the money that they collected is not for the profit for them but for recover the expenses incurred in recruiting and educating donors. This is also to ensure that the blood transfusion is as safe as possible. In Lions Bank & Research Foundation, They will make sure the availability of blood stock in their blood bank. They also published the current status of blood stock in their website homepage. This is for them to keep the website visitor especially donor informed about the needs of blood. They also inform the donor and the public where and when is their next event. However, this blood bank does not provide any facility for the donor and the patient. Therefore, they cannot know how many times that they have donated their blood. As for the donor, they cannot know their blood screening result for each time they donate their blood. Without having this function in the system, the donor cannot monitor his or her health condition. This will make the donor become unaware of their health condition.

<http://www.lionsbloodbank.net/>

ERP Tool Description :-

TOOL : ERPNEXT

ERPNext is a free and open-source integrated Enterprise Resource Planning (ERP) software developed by Frappé Technologies Pvt. Ltd. and is built on MariaDB database system using a Python based server-side framework. ERPNext is a generic ERP software used by manufacturers, distributors and services companies. It includes modules like accounting, CRM, sales, purchasing, website + e-commerce, point of sale, manufacturing, warehouse, project management, inventory and services. Also, it has domain specific modules like schools, healthcare, agriculture and non-profit.

Core Modules:

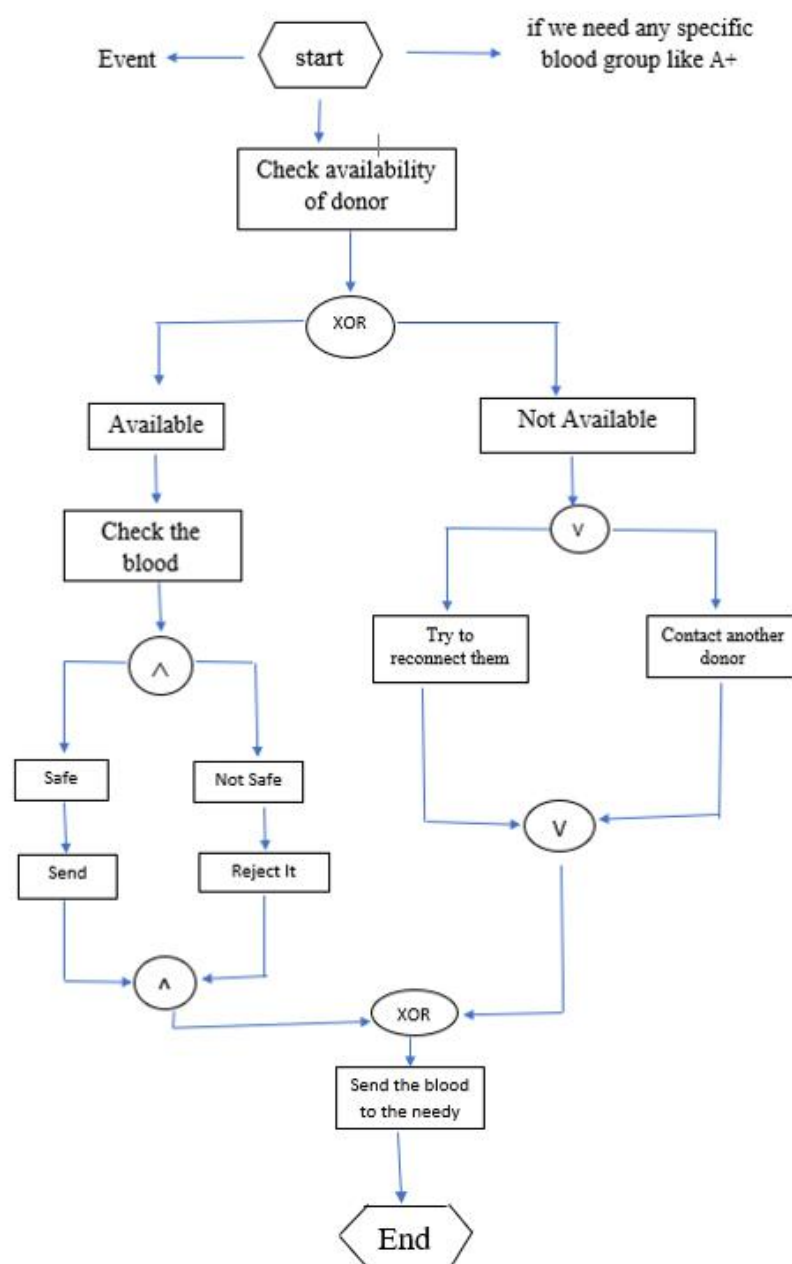
- Accounts
- Stocks
- Buying & Selling
- CRM
- Manufacturing
- Education

- Health Care
- Human Resource
- Assets
- Support

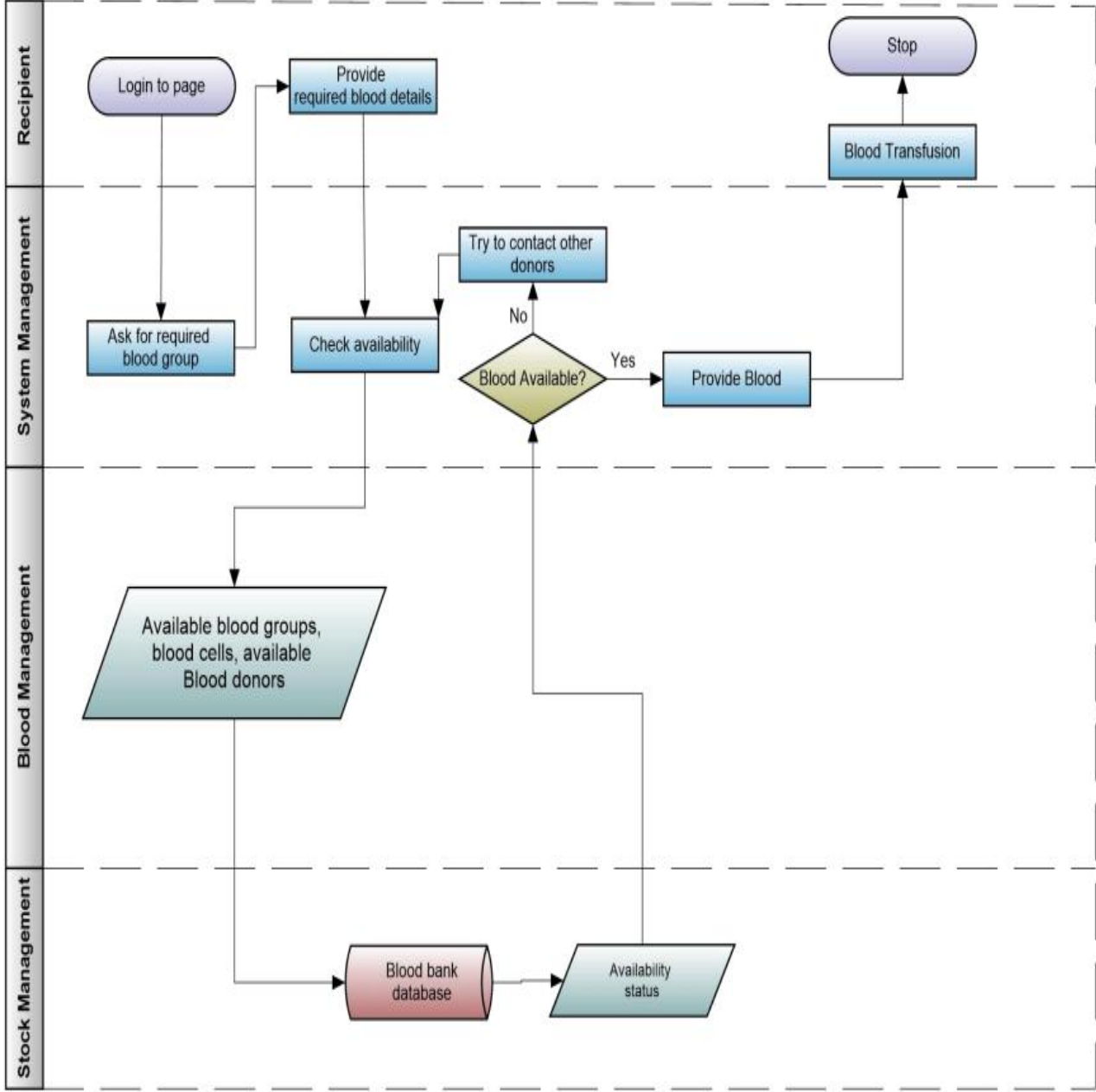
ERPNext : <https://erpnext.com/>

FLOW DIAGRAM :

EVENT DRIVE PROCESS CHAIN FLOWCHART



SWIMLANE CHART



Description of Functional Operations :

1) Getting Donor's Blood and its further processing

| INPUT | FUNCTIONAL AREA RESPONSIBLE FOR INPUT | PROCESS | OUTPUT |
|---------------------------------------|---------------------------------------|---|---|
| Donor's Information | Human Resource Management | Getting the donor's full database about their health and personal information | Donor's details are entered into the system |
| Devices required for blood collection | Supply Chain Management | For collecting the blood some specific devices has to be bought in-order to collect the blood | Blood collecting devices are purchased from the manufacturer. |
| Blood Details | Human Resource Management | Blood details like type, RBC, WBC, platelets, etc. | Blood details of the respective donors are entered into the system. |
| Food purchases for Donors | Accounting and Finance | The food must be purchased for the donors for their health care. | Foods are served for them after the blood donation. |
| Blood Bank details | Marketing and Sales | The details of the blood sold and bought for others has to be maintained | Record of purchasing blood history the saved. |

As the system name suggests the further process of the donor's blood is discussed here. The first step after the collection of blood is to make sure that the blood is safer for the recipient for in-take so it has to undergo several blood safety processes and the disease diagnosis for the verification of AIDS/HIV virus. Then it has to be tested for the platelets counts, RBC count, WBC count, etc. In case of any detection of any diseases the Donor has to be informed and taken care. The most

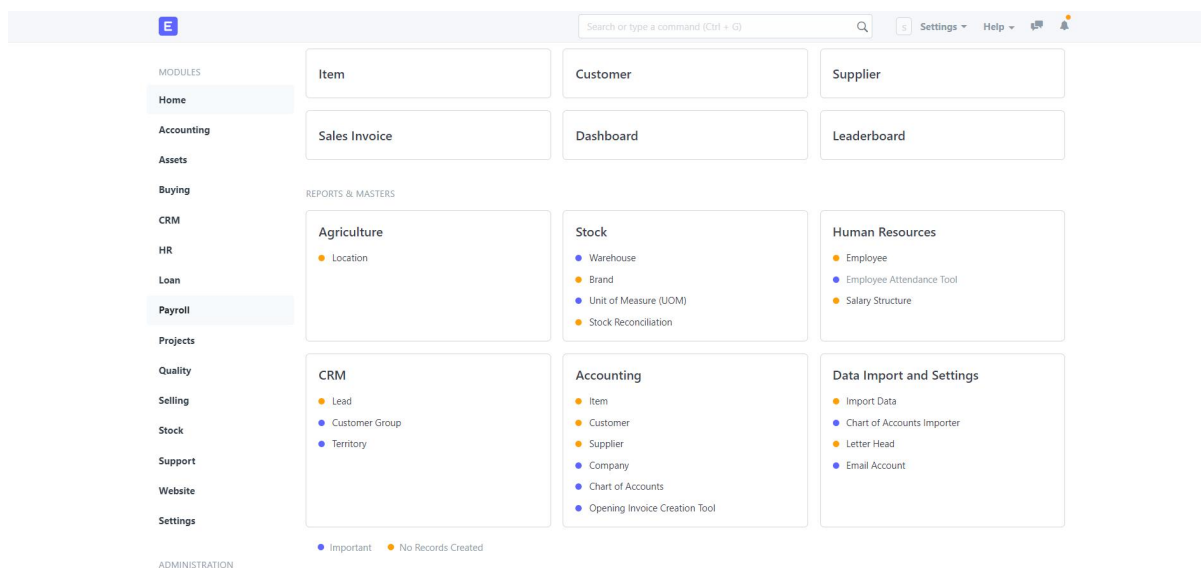
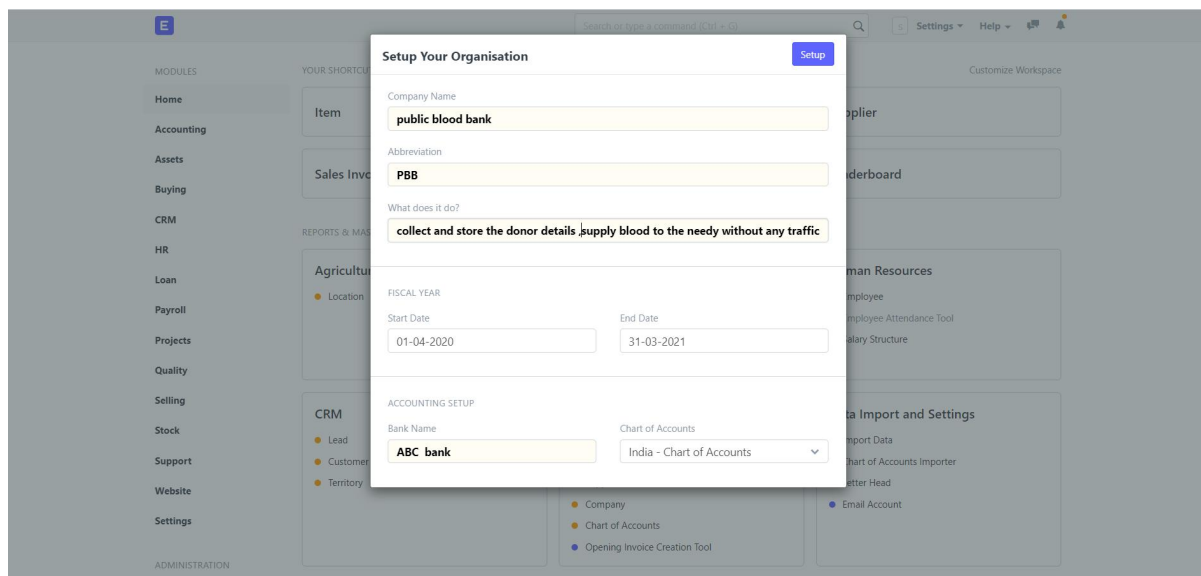
important part of blood bank is blood storage. The blood packages has to be stored in a cooled and contained environment for the betterment of the blood. And when the recipient requests the blood, it has to be transferred carefully to the required destination without any damage to the blood package and has to be injected to the recipient.

2) Interface development for the Blood Bank System

| INPUT | FUNCTIONAL AREA RESPONSIBLE FOR INPUT | PROCESS | OUTPUT |
|--|---------------------------------------|--|--|
| Recruiting the developers | Human Resource Management | Interviews and chooses the developers to build the interface | Developers are recruited. |
| Financial support for purchasing the components | Accounting and Finance | Amount required is allotted | Price list required for purchasing is generated. |
| Purchase the necessary hardware to build the interface | Supply Chain Management | Hardware and Software | The developer gets the software and hardware component to develop the interface. |
| Software testing | Accounting and Finance | The created software has to be tested for bugs and error by professional tester of other company | Financial support is provided for testing the software. |
| Advertisement of the interface | Marketing and Sales | Promotion of the interface | Advertisement is created. |

In our project we are creating an interface to manage the blood donor, receiver and bank. Hence the situation here is the creation of interface which requires the requirement specification, design, financial support and developers. For developing the interface we need to hire the developers, purchase the necessary hardware for building the interface and to promote the interface. Hence for this situation the scope is created.

Features of ERPNEXT :



This feature lets you to setup our organization with its complete profile and details. In our case, we have planned for a blood bank management system organization which has a tie up with other blood bank agencies and hospitals around to help patients who are in need of blood. This feature also allows to maintain details of several organizations owned by a single irrespective of the type of each organization.

E

Search or type a command (Ctrl + G)

Settings ▾ Help ▾

Customer

VIEWS
Reports ▾
List
Dashboard
Images
Kanban ▾

FILTER BY
Assigned To ▾
Created By ▾
Add Fields +

TAGS
Tags ▾
Show Tags

SAVE FILTER
Filter Name

Name

Add Filter

New Customer

Close Save

Full Name

Bhuvanesh

Type

Individual ▾

Customer Group

All Customer Groups

Territory

All Territories

PRIMARY CONTACT DETAILS ▾

Email Id

bhuvanesh@gmail.com

Mobile No

9966778855

PRIMARY ADDRESS DETAILS ▾

Edit in full page

Menu ▾ Refresh

New

Last Modified On ▾

E

Search or type a command (Ctrl + G)

Settings ▾ Help ▾

Customer

VIEWS
Reports ▾
List
Dashboard
Images
Kanban ▾

FILTER BY
Assigned To ▾
Created By ▾
Add Fields +

TAGS
Tags ▾
Show Tags

SAVE FILTER
Filter Name

sindhu g

Add Filter

New Customer

Close Save

Full Name

Deepan groups

Type

Company ▾

Customer Group

All Customer Groups

Territory

All Territories

PRIMARY CONTACT DETAILS ▾

Email Id

deepangroups@gmail.com

Mobile No

9876598765

PRIMARY ADDRESS DETAILS ▾

Edit in full page

Menu ▾ Refresh

New

Last Modified On ▾

E

Search or type a command (Ctrl + G)

Settings ▾ Help ▾

Customer

VIEWS
Reports ▾
List
Dashboard
Images
Kanban ▾

FILTER BY
Assigned To ▾
Created By ▾
Add Fields +

TAGS
Tags ▾
Show Tags

SAVE FILTER
Filter Name

Name

Full Name

All Customer Groups

All Territories

Add Filter

Last Modified On ▾

| <input type="checkbox"/> Full Name | Status | Customer Group | Territory | | | 2 of 2 |
|--|-----------|---------------------|-----------------|---------------|-----|--------|
| <input type="checkbox"/> Deepan groups | ● Enabled | All Customer Groups | All Territories | Deepan groups | 1 m | |
| <input type="checkbox"/> Bhuvanesh | ● Enabled | All Customer Groups | All Territories | | 4 m | |

20

100

500

The above feature helps to maintain a particular donor/customer's details as a complete database with regular updates .It also allows to have record of a particular organization that has a number of donors too with each of the organisation's details along with each of its donor's details.

The screenshot shows a 'New Supplier' modal form overlaid on a 'Supplier' management page. The form contains the following fields and options:

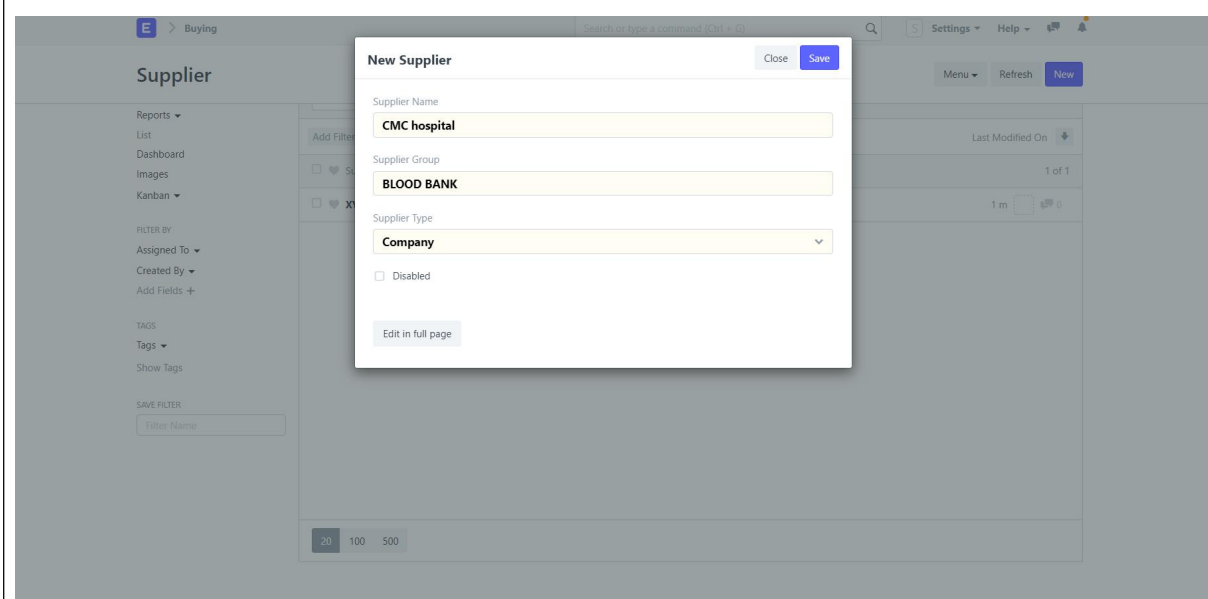
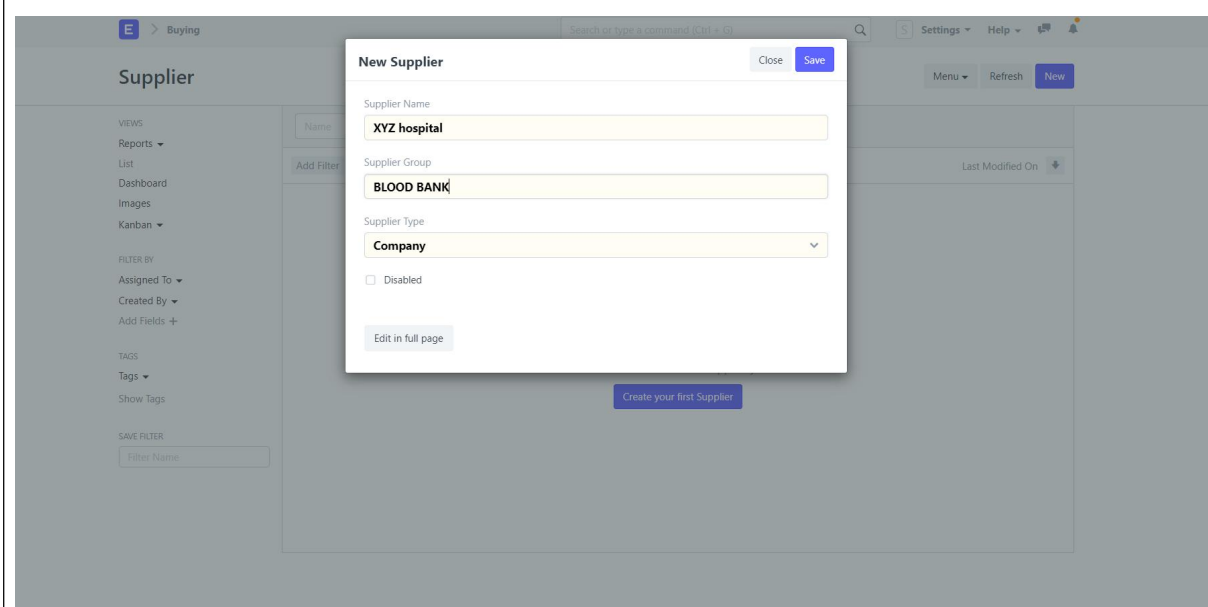
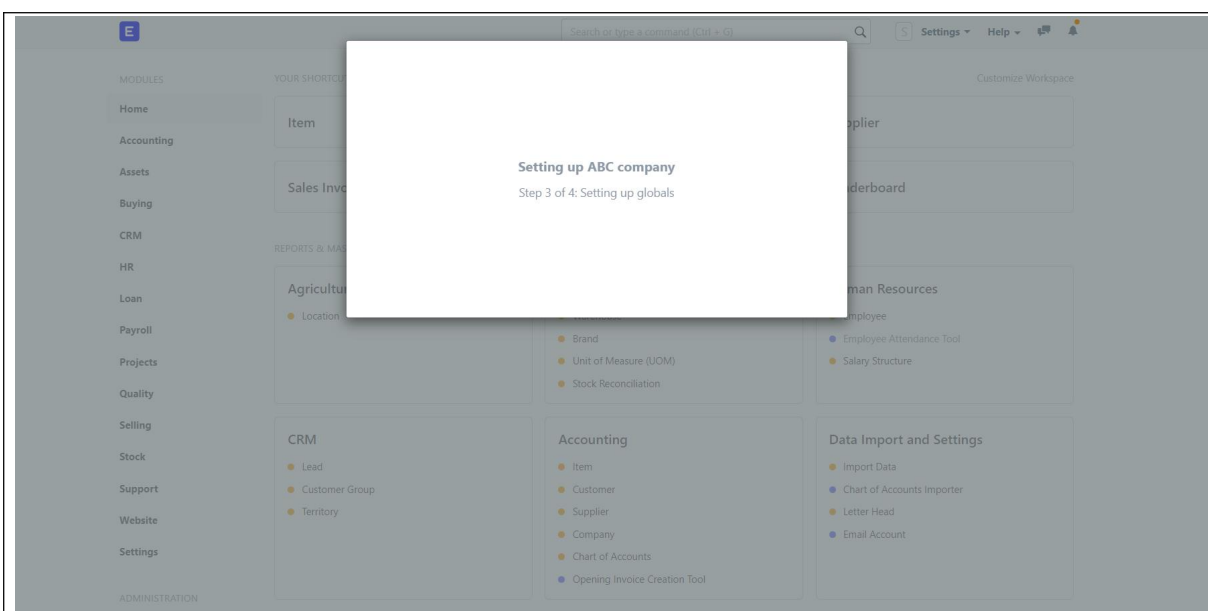
- Supplier Name:** A text input field containing 'ABC blood bank'.
- Supplier Group:** An empty text input field.
- Supplier Type:** A dropdown menu with 'Company' selected.
- Disabled:** A checkbox that is currently unchecked.
- Buttons:** 'Close' and 'Save' buttons at the top right, and 'Edit in full page' at the bottom left.

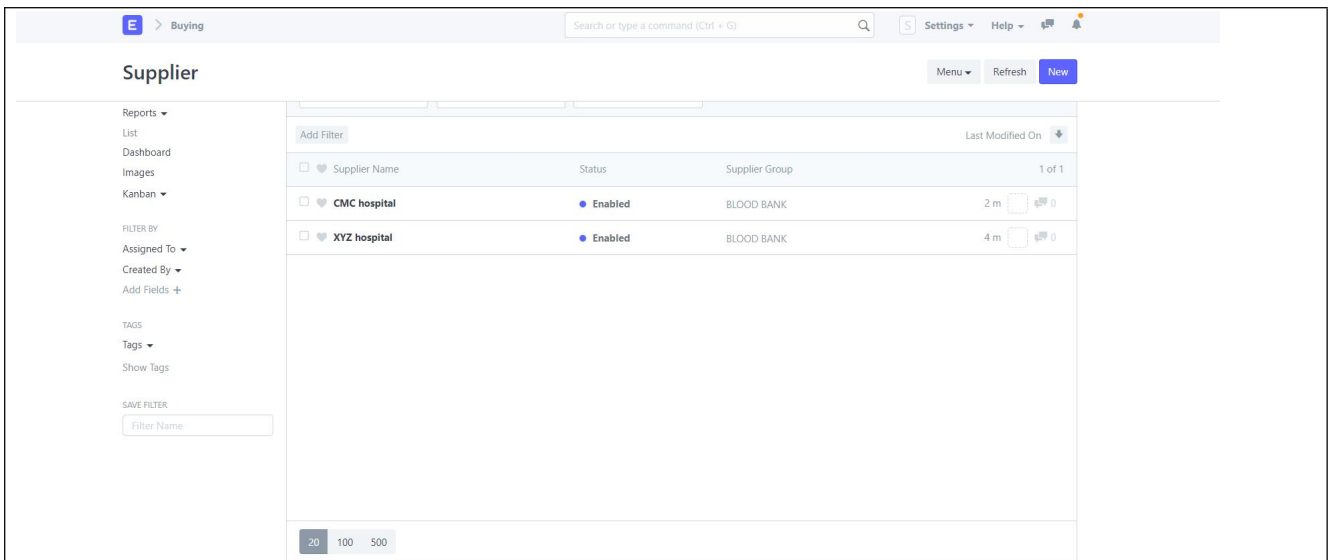
The background page shows a sidebar with navigation options like 'Views', 'Filter By', 'Tags', and 'Save Filter'. A 'Create your first Supplier' button is visible at the bottom of the modal.

The screenshot shows a 'Setting up ABC company' dialog box, which is 'Step 2 of 4: Making organisation'. The dialog is centered over a dashboard with various modules and reports.

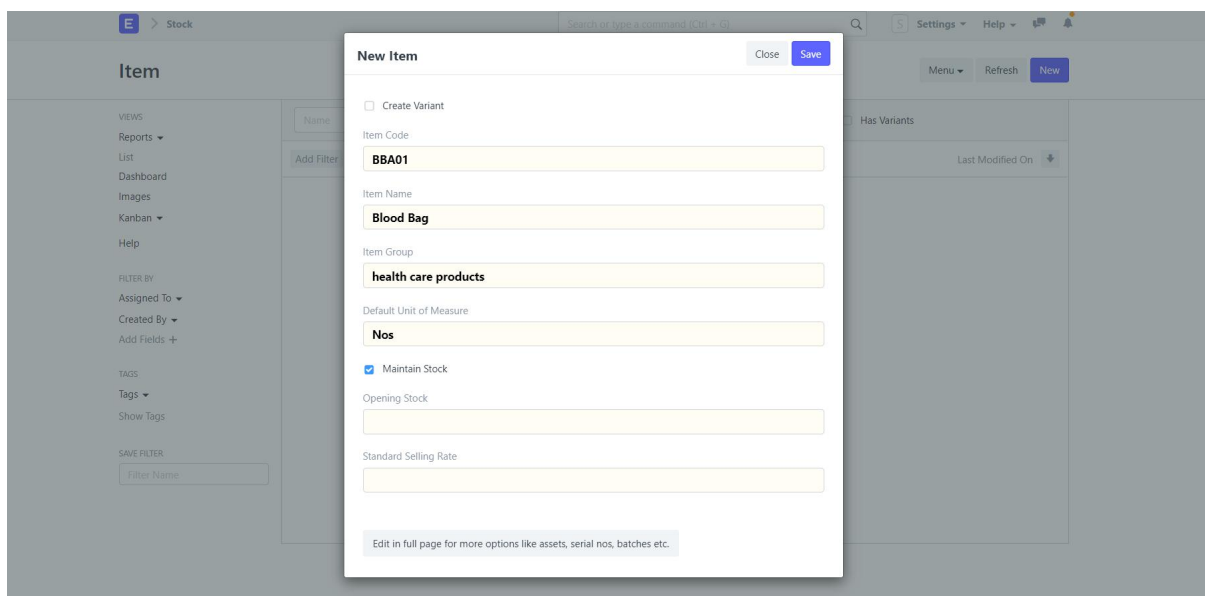
Setting up ABC company
Step 2 of 4: Making organisation

The background dashboard includes sections for 'Modules' (Home, Accounting, Assets, Buying, CRM, HR, Loan, Payroll, Projects, Quality, Selling, Stock, Support, Website, Settings), 'Your Shortcuts' (Item, Sales Invoice, Agriculture), 'Reports & Maps' (Location), 'CRM' (Lead, Customer Group, Territory), 'Accounting' (Item, Customer, Supplier, Company, Chart of Accounts, Opening Invoice Creation Tool), 'Human Resources' (Employee, Employee Attendance Tool, Salary Structure), and 'Data Import and Settings' (Import Data, Chart of Accounts Importer, Letter Head, Email Account).





Incase of emergencies, when there is lack of blood bags in our bank, then it may be necessary to contact other blood bank agencies and hospitals to collect the blood bags. In such case details of the in and around blood bank agencies and hospitals is needed to have contact with them. The above feature provides a way to have a complete detailed record of all those nearby organisations be it a hospital or another blood bank agency.



New Item [Close] [Save]

☐ Create Variant

Item Code:

Item Name:

Item Group:

Default Unit of Measure:

☒ Maintain Stock

Opening Stock:

Standard Selling Rate:

Edit in full page for more options like assets, serial nos, batches etc.

Item [Menu] [Refresh] [New]

Search or type a command (Ctrl + G)

Views: Reports, List, Dashboard, Images, Kanban, Help

Filter By: Assigned To, Created By, Add Fields

Tags: Tags, Show Tags

SAVE FILTER: Filter Name

| Name | Variant Of | Item Name | Item Group | Status | Last Modified On |
|-------------|------------|----------------------|----------------------|---------|------------------|
| O+ve blood | | Blood | Blood | Enabled | O+ve |
| AB-ve blood | | Blood | Blood | Enabled | AB-ve 1 m |
| A+ve blood | | Products | Products | Enabled | A+ve 3 m |
| platelets | | health care products | health care products | Enabled | BBP01 8 m |
| Blood Bag | | health care products | health care products | Enabled | BBA01 9 m |

20 100 500

Our blood bank agency provides blood bags of all groups and platelets alone too. So the two major items are blood bags and platelets. So, it is necessary to keep track of their vitals like date of collection, location, etc and the availability of each group and type should be updated time to time. Hence, the details of each item is recorded and updated regularly

E > Stock > Stock Entry

Search or type a command (Ctrl + G)

S Settings Help

New Stock Entry 2 Not Saved Save

Stock Entry Type

Send to Warehouse

Posting Time

11:00:41

☐ Edit Posting Date and Time

☐ Inspection Required

Default Source Warehouse

Finished Goods - AC

Sets 'Source Warehouse' in each row of the items table.

Default Target Warehouse

Stores - AC

Sets 'Target Warehouse' in each row of the items table.

Source Warehouse Address

Target Warehouse Address

Scan Barcode

Items

| <input type="checkbox"/> | Source Warehouse | Target Warehouse | Item Code | Qty | Basic Rate (as per St... | |
|--------------------------|------------------|---------------------|-------------|-------|--------------------------|----------|
| <input type="checkbox"/> | 1 | Finished Goods - AC | Stores - AC | AB-ve | 5.000 | 1,000.00 |

Add Multiple

Add Row

Download

Upload

E > Stock > Stock Entry

Search or type a command (Ctrl + G)

S Settings Help

Send to Warehouse Draft Submit

Comments

0

Assigned To

Assign +

Attachments

Attach File +

Tags

Add a tag +

Reviews

+

Shared With

+

You edited this just now

You created this just now

25,854/8 (25%) used

Submit this document to

Stock Entry Type

Send to Warehouse

Posting Date

06-10-2020

Posting Time

11:05:37

☐ Edit Posting Date and Time

☐ Inspection Required

Default Source Warehouse

Finished Goods - AC

Sets 'Source Warehouse' in each row of the items table.

Default Target Warehouse

Stores - AC

Sets 'Target Warehouse' in each row of the items table.

Source Warehouse Address

Target Warehouse Address

Scan Barcode

Insufficient Stock

Close

Row 1: Quantity not available for **AB-ve** in warehouse **Finished Goods - AC** at posting time of the entry (06-10-2020 11:06:40)

Available quantity is **0**, you need **5.0**

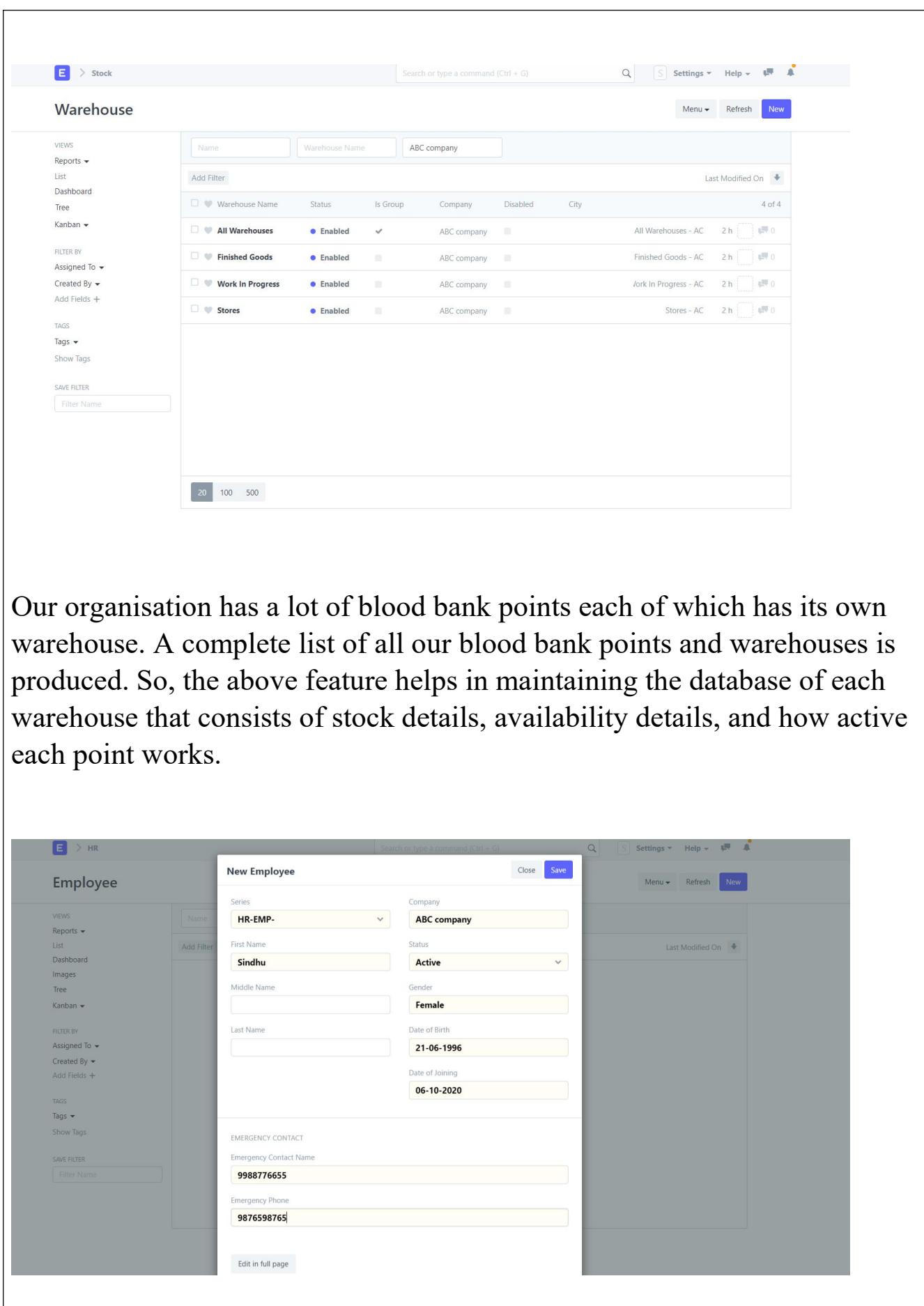
MAT-STE-2020-00001

Menu

Submit

Create Material Request

Get Items from +



E > HR

Search or type a command (Ctrl + G)

Settings Help

Employee

Menu Refresh New

VIEWS

Reports

List

Dashboard

Images

Tree

Kanban

FILTER BY

Assigned To

Created By

Add Fields

TAGS

Tags

Show Tags

SAVE FILTER

Filter Name

Name

Full Name

Department

Add Filter

Clear Filters

Status = Active

Last Modified On

| Full Name | Status | Designation | |
|-----------|--------|--------------|-----|
| Deepan | Active | HR-EMP-00004 | |
| Bhuvanesh | Active | HR-EMP-00003 | now |
| Sandy | Active | HR-EMP-00002 | 1 m |
| Sindhu | Active | HR-EMP-00001 | 2 m |

20100500

Sindhu Draft

Sal Slip/HR-EMP-00005/00001

Menu Edit

SALARY SLIP

SAL SLIP/HR-EMP-00005/00001

DRAFT

Posting Date

06-10-2020

Status

Draft

Employee

HR-EMP-00005

Company

ABC company

Employee Name

Sindhu

Start Date

01-10-2020

Working Days

31

End Date

31-10-2020

Unmarked days

0

Payroll Frequency

Monthly

Leave Without Pay

0

Absent Days

0

Payment Days

26

| Sr | Component | Amount | Tax on flexible benefit | Tax on additional salary |
|----|-----------|-------------|-------------------------|--------------------------|
| 1 | Basic | ₹ 25,000.00 | ₹ 0.00 | ₹ 0.00 |

Gross Pay

₹ 25,000.00

Total Deduction

₹ 0.00

Total Principal Amount

₹ 0.00

Total Loan Repayment

₹ 0.00

Total Interest Amount

₹ 0.00

Net Pay

₹ 25,000.00

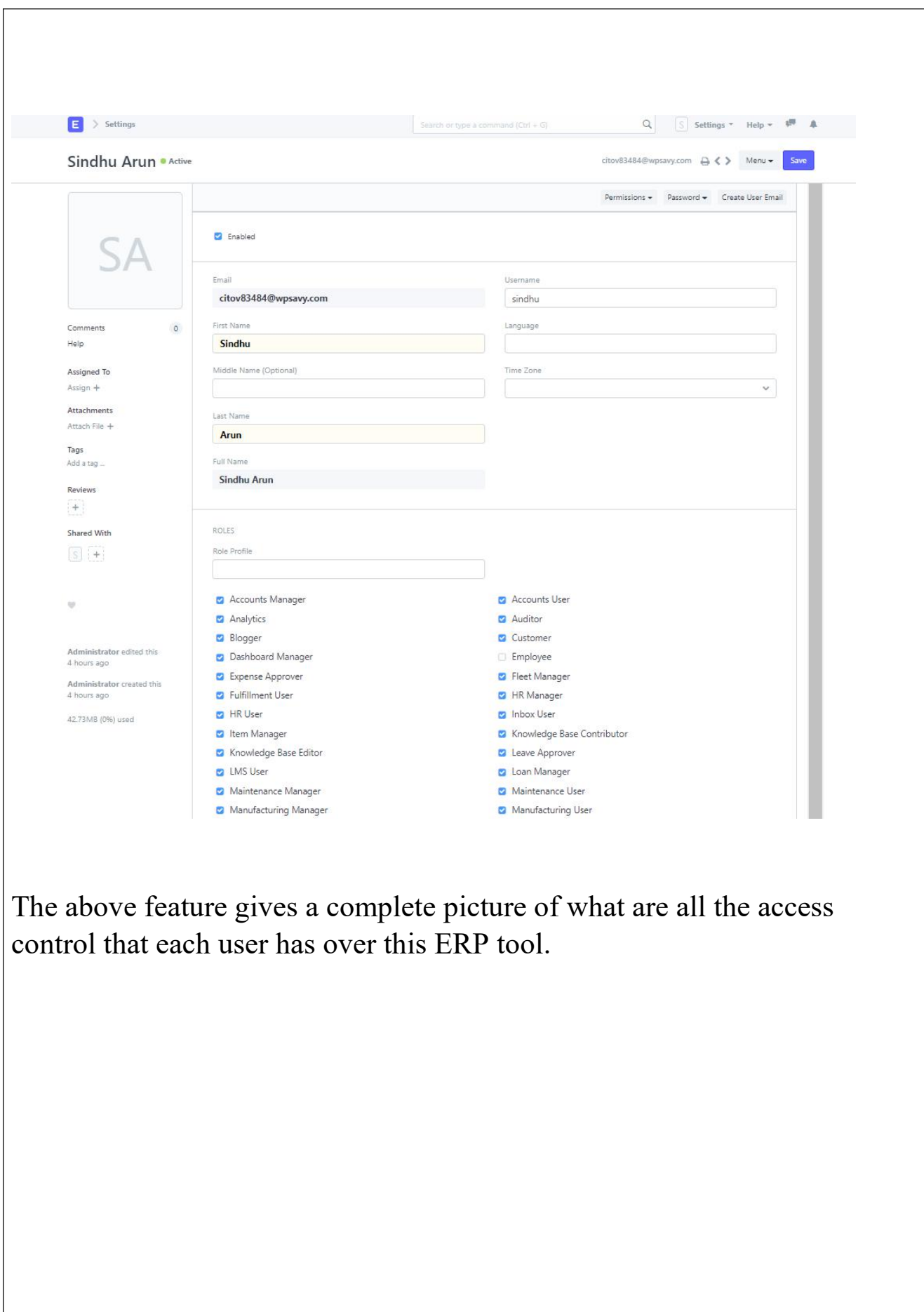
Rounded Total

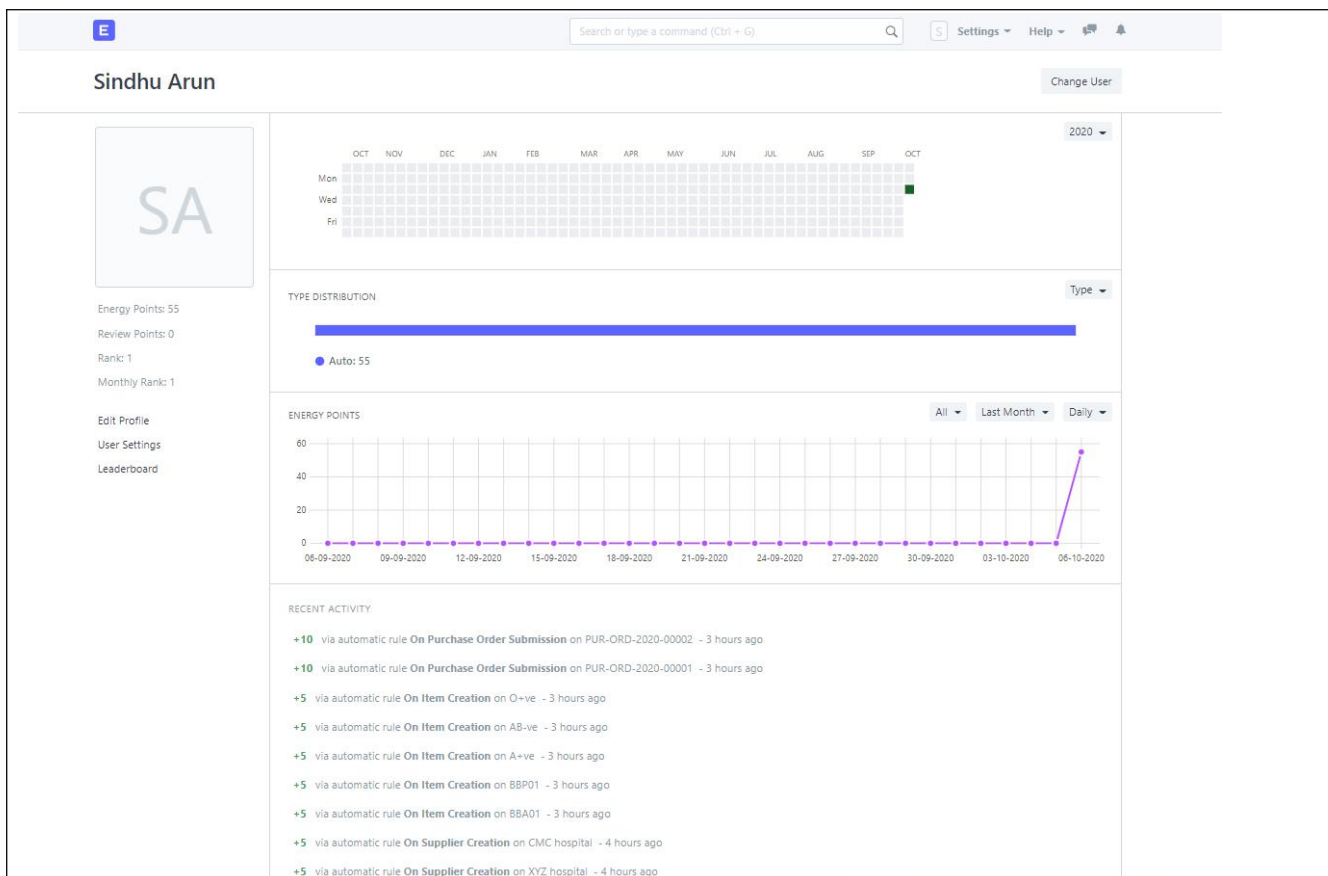
₹ 25,000.00

Total in words

INR Twenty Five Thousand only.

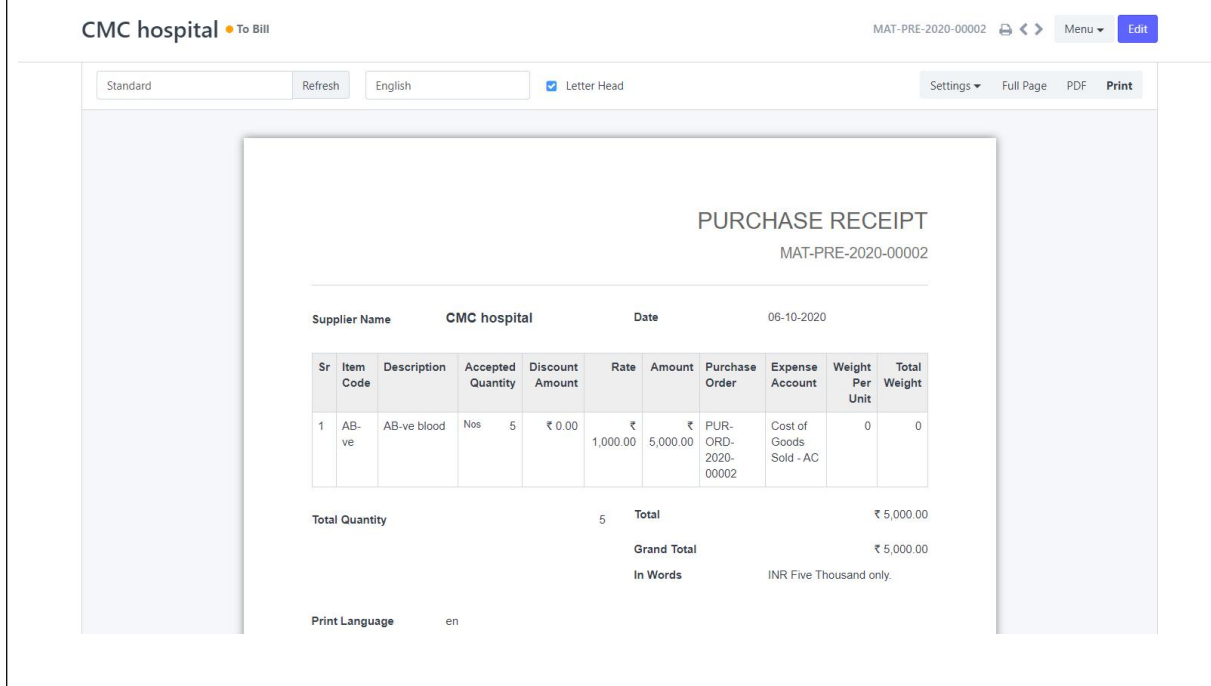
Our blood bank organization has a number of employees working in it. The above helps us to have a complete database of each employee’s details in the form of list along with each of their salary details which can be updated if any kind of changes are required.





The above features gives a complete record of each user's activity status and an overall overview of their work done with the tool.

Reports from ERPNext are attached below:-



REPORT
STOCK LEDGER

| | | | |
|--------------|--------------------|-------------|---------------|
| Report Name | Stock Ledger | Report Type | Script Report |
| Ref Doc Type | Stock Ledger Entry | | |
| Is Standard | Yes | | |
| Module | Stock | | |

| Sr | Role |
|----|------------------|
| 1 | Stock User |
| 2 | Accounts Manager |

Stock Ledger

Set Chart Create Card

ABC company

06-09-2020

06-10-2020

Warehouse

Item

Item Group

Batch No

Brand

Voucher #

Project

Include UOM

☐ Show Cancelled Entries

| Item | Item Name | Stock UOM | In Qty | Out Qty | Balance Qty | Voucher # | Warehouse | Item Group | Brand | Description |
|------------------|-------------|-----------|--------|---------|-------------|--------------------|-------------|------------|-------|-------------|
| AB-ve: AB-ve ... | AB-ve blood | Nos | 5,000 | 0.000 | 5,000 | MAT-PRE-2020-00001 | Stores - AC | Blood | | AB-ve bld |
| AB-ve: AB-ve ... | AB-ve blood | Nos | 5,000 | 0.000 | 10,000 | MAT-PRE-2020-00002 | Stores - AC | Blood | | AB-ve bld |

Bhuvanesh • Enabled

Standard

Refresh

English

☒ Letter Head

Settings Full Page PDF Print

CUSTOMER
BHUVANESH

Series

CUST-YYYY-

Customer Group

All Customer Groups

Full Name

Bhuvanesh

Type

Individual

GST Category

Unregistered

Export Type

Without Payment of Tax

Customer Primary Contact

Bhuvanesh-Bhuvanesh

Mobile No

9966778855

Email Id

bhuvanesh@gmail.com

Commission Rate

0

Print Language

en

E > Stock > Pick List

Search or type a command (Ctrl + G)

S Settings Help

STO-PICK-2020-00001 Draft

Standard Refresh English Letter Head

Settings Full Page PDF Print

PICK LIST

STO-PICK-2020-00001

DRAFT

Series

STO-PICK-YYYY-

Parent Warehouse

All Warehouses - AC

Company

ABC company

Purpose

Material Transfer for Manufacture

Qty of Finished Goods Item

0

| Sr | Item | Item Name | Description | Item Group | Warehouse | Qty | Stock Qty | Picked Qty | UOM | UOM Conversion Factor | Stock UOM |
|----|-------|-------------|-------------|------------|-------------|-----|-----------|------------|-----|-----------------------|-----------|
| 1 | AB-ve | AB-ve blood | AB-ve blood | Blood | Stores - AC | 2 | 2 | 2 | Nos | 1 | Nos |

Send to Warehouse Draft

MAT-STE-2020-00001

Standard Refresh English Letter Head

Settings Full Page PDF Print

STOCK ENTRY

MAT-STE-2020-00001

DRAFT

Stock Entry Type

Send to Warehouse

Posting Date

06-10-2020

Purpose

Send to Warehouse

Is Opening

No

Total Amount

₹ 5,000.00

Item-wise Price List Rate ● Not Saved

Menu Refresh New

Dashboard

Kanban

FILTER BY

Assigned To

Created By

Add Fields

TAGS

Tags

Show Tags

SAVE FILTER

Filter Name

| Add Filter | | | | | | | | Add Group | Last Modified On |
|--------------------------|----|------------|------------------|----------|-----------|-------|------------|-----------|------------------|
| <input type="checkbox"/> | | ID | Price List | Currency | Item Code | Brand | Rate | | |
| <input type="checkbox"/> | | | | | | | | | |
| <input type="checkbox"/> | 1 | 55adb39dd1 | Standard Buying | INR | AB-ve | | ₹ 1,000.00 | | |
| <input type="checkbox"/> | 2 | dcce9b7a77 | Standard Selling | INR | O+ve | | ₹ 1,500.00 | | |
| <input type="checkbox"/> | 3 | 8f6eb7cc67 | Standard Selling | INR | A+ve | | ₹ 1,200.00 | | |
| <input type="checkbox"/> | 4 | 86afe2cb42 | Standard Selling | INR | BBP01 | | ₹ 1,000.00 | | |
| <input type="checkbox"/> | 5 | d1f45fed7c | Standard Selling | INR | BBA01 | | ₹ 700.00 | | |
| <input type="checkbox"/> | 6 | f7f830eb4c | Standard Selling | INR | B+ve | | ₹ 2,000.00 | | |
| <input type="checkbox"/> | 7 | 45ece28ed4 | Standard Selling | INR | AB+ve | | ₹ 3,000.00 | | |
| <input type="checkbox"/> | 8 | 7846d1e07a | Standard Selling | INR | A-ve | | ₹ 2,500.00 | | |
| <input type="checkbox"/> | 9 | 8e008da4cc | Standard Selling | INR | B-ve | | ₹ 1,700.00 | | |
| <input type="checkbox"/> | 10 | f5ac313d3f | Standard Selling | INR | O-ve | | ₹ 2,500.00 | | |

A+ve blood ● Not Saved

A+ve Menu Edit

ITEM
A+VE

Series

STO-ITEM-.YYYY.-

Item Code

A+ve

Item Name

A+ve blood

Item Group

Products

Default Unit of Measure

Nos

Shelf Life In Days

0

End of Life

31-12-2099

Default Material Request Type

Purchase

Maintain Stock

✓

Include Item In Manufacturing

✓

Opening Stock

0

Standard Selling Rate

₹ 0.00

Over Delivery/Receipt Allowance (%)

0

Over Billing Allowance (%)

0

Weight Per Unit

0

Weight UOM

Unit

| Sr | UOM | Conversion Factor |
|----|-----|-------------------|
| 1 | Nos | 1 |

Max Sample Quantity 0

Variant Based On Item Attribute

| Sr | Company | Default Warehouse | Default Price List | Default Buying Cost Center | Default Supplier | Default Selling Cost Center |
|----|-------------|-------------------|--------------------|----------------------------|------------------|-----------------------------|
| 1 | ABC company | Stores - AC | Standard Selling | Main - AC | CMC hospital | Main - AC |

Is Purchase Item ✓ Lead Time in days 0

Minimum Order Qty 0 Last Purchase Rate 0

Safety Stock 0

Country of Origin India

Is Sales Item ✓ Max Discount (%) 0

No of Months 0

No of Months 0

Weightage 0

SUCCESS AND FAILURE OF ERP SYSTEM :-

SUCCESS:

1.GET YOUR OBJECTIVES RIGHT

Your ERP programme should suit your business, but it can only do so if you know what your business is trying to achieve with an ERP package. So, think about business objectives and ensure that your ERP strategy folds around these objectives rather than aimlessly implementing features which sound attractive, but which do not offer meaningful benefits for your business.

2.FOCUS ON PLANNING

Next to a clear view of your ERP objectives sits planning. ERP is a complex software product that takes time to integrate with your business. Allow enough time for each step, ensure important milestones get priority and manage schedules tightly. Project management skills are essential and it may be worth buying these skills in if your existing staff does not have the experience.

3.BUDGET RIGOROUSLY

Implementation will carry several layers of costs, including software license fees and the help of an integrator. Other costs include internal staff's time as well as any disruption to your business during implementation. Add these costs up and budget so that a lack of resources does not trip up your ERP programme.

4.SELECT THE RIGHT ERP PARTNER

There are two factors to get right in the selection process. First, your business should be looking for ERP experts who have in-depth experience of implementing ERP solutions rather than just broad software experience. Next, your partner of choice must understand your business including the verticals in which you operate, and your customers.

5.ENSURE EVERYONE IS BASED

ERP implementation can bring challenging changes to everyday operations, particularly where ERP has never been used in an organization before. Staff need to adapt to this change and will do so more easily if they feel motivated and part of the process. Communication is key, a communications strategy must ensure all-round participation.

6.WATCH AGAINST CUSTOMIZATIONS

It can be tempting to fine-tune ERP systems down to the source code, but beware that the more tinkering your business does, the more difficult future changes and upgrades will turn out to be. When a new version of a software suit rolls out you may need to re-implement and test every customization. Make changes only where it is essential.

7.CONSIDER A STAGED APPROACH

Particularly where ERP programmes are large and all-encompassing, a staged approach can offer benefits. Instead of attempting to roll out the entire implementation at once, a careful step-by-step deployment can help avoid major setbacks while allowing your business to diagnose potential issues early on.

8.TEST AS YOUR PROGRESS

Correcting course once your implementation is nearly complete can be expensive and time-consuming. Wherever possible test software and processes to see whether the implementation is achieving what it should be. Measure results: gauge to what extent ERP is meeting your objectives throughout the implementation period.

9.DON'T SKIMP ON TRAINING

Software packages can be challenging to use for the uninitiated. Often it is merely a matter of a training hurdle, and for this reason, ERP implementation benefits from extensive, comprehensive training post-implementation. Training increases engagement and reduces staff frustration, rapidly benefitting productivity.

10.ONGOING TWEAKING AND MAINTENANCE

Few ERP projects get everything right from the start. Instead, ERP implementations evolve, adjusting to the reality on the ground. Prepare for post-implementation adjustments that can further enhance the benefits that ERP brings to your business. Regular evaluation of fit and efficacy will help pinpoint where ERP projects that are already up and running, can improve.

FAILURES:

Negative's attracts eye balls

The horror stories of failed ERP projects are now the stuff of legend. According to one recent report, more than 29% of ERP implementations fail to achieve even half the planned business benefits. Some well known examples include Waste Management suing SAP for \$500 million for a failed ERP implementation, Hershey Foods' 19% drop in profits from a failed SAP implementation at Halloween time a few years ago, the complete bankruptcy of FoxMeyer Drug, a \$5 billion pharmaceutical distributor over a failed \$100 million ERP implementation, and, perhaps most troubling, the over \$1 billion spent by the US Navy on four different ERP systems, all of which have failed. There are many lessons to be learned from these failed ERP implementations. (You can find these case studies flooded on the internet)

The implementation problems these large ERP systems face are driven by the complexity, risk, and integrated nature of the business processes they automate. ERP systems today touch almost every aspect of a company, so whether it is a completely new system or just a major upgrade, there are a number of common pitfalls companies can avoid.

10 reasons for ERP Implementation failures:

1. Doing it in the first place.
2. No clear destination.
3. A good plan or just a plan?
4. Part-time project management.
5. Under-estimating resources required.
6. Over-reliance on the consultants.
7. Customization.
8. On the job training.
9. Insufficient testing.
10. Not enough user training.

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