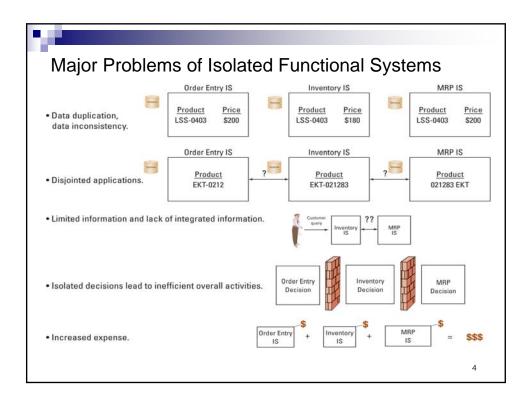




- Functional information systems
 - ☐ Human resources, sales & marketing, accounting etc.
 - □ Problem? → Isolation
- Business process thinking
- Integrated cross-departmental processbased systems
 - □ enterprise resource planning (ERP)

The Problems of Functional Systems

- Functional systems provide tremendous benefits to the departments that use them; however, they are limited due to operating in isolation.
- With isolated systems:
 - □ Data are duplicated because each application has its own database
 - □ Business processes are disjointed
 - □ Lack of integrated enterprise data
 - □ Inefficiency





• CRM Product Number:

Format: cccc—nnnnnnnn Example: COMP—334455667

• MRP Product Number:

Format: nnnnnnncccc Example: 34455667COMP

5



- Look at business as a 'whole' rather than as distinct departments (functional areas)
 - □ integrate the activities of all departments

Challenges of a Business Process Implementation

- Biggest obstacle
 - □ change
 - Procedures
 - People
- Further, existing systems have poor documentation → difficult to figure out exact processes i.e. ingrained processes
- Results uncertain high failure rates

