

CRE Tech Talks

Episode #3: Keys for a Speedy & Successful Technology Implementation

3 Tips for a Successful Technology Implementation

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- 1.** Bring consultants in early. If you're doing software selection, it's probably best to have a consultant with you through that process.
- 2.** If you know the software already, bring a consultant in before the vendor or during the time you're working out the deal with the vendor. The consultant helps you understand what's being proposed by the vendor. Very often, we find that we can help clients get the best deal for themselves.
- 3.** The other thing that is really important is education. You have to know what your needs are because sometimes we go in to do some initial inquiries, ask some fairly basic questions, and people don't really have the answer at their fingertips about their own business and how things run. I think it's important to get some clarity around what your needs are. Why are you changing software systems? What's driving that change?

Another great way to get educated is through conferences. Go to Realcomm. Go to the CFO forums. Go to software vendor events. There are all kinds of networking events and even LinkedIn user groups. Don't underestimate social media as a source for getting information. That's where you get the consumer view of what really works. Don't rely on vendor demos alone.

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