

Choosing the right software for your business

A one day seminar brought to you by nFold

Wednesday, 21 June 2006

SAB Training Institute, 15 Candican Rd, Kyalami

You want software to take your business to the next level but investing in software is risky; your friends have wasted time, money and effort without reaping rewards; there is a confusion of competing products available; and there are so many people involved in the decision that you don't know how to choose the best software for the job. Vendors may make promises you are unsure they can keep and your neck is on the line if they fail.

At the nFold "Choosing the right software for your business" seminar, you will be equipped with effective techniques to compare different software systems so that you can pick a winner with confidence. You will leave with a decision framework that fits your business and some tools to define your budget, your needs and your evaluation methodology.

Who should attend?

If you are responsible for selecting software in your medium-sized company (employing 50 – 500 people) then this seminar will help you make better decisions.

3 Easy ways to register

Please register online at www.nfold.com OR complete the registration form below and email it to theresa@nfold.com OR fax to nFold on (011) 486-0335.

Yes I would like to attend the seminar on 21 June 2006

No I cannot attend but here are my details for next time

Name:

Position:

Organisation:

Postal Address:

Code:

Tel: ()

Fax: ()

Email:

VAT No.

Special dietary requirements

Cost R1,795 (incl. VAT)

Price includes course material, lunch and refreshments. Attendance certificates will be presented to all attendees.

Methods of Payment

Please note that payment must be received before the event. **Cheques** made payable to nFold (Pty) Ltd, PO Box 1421 Parklands, 2121

Bank transfer: nFold (Pty) Ltd, First National Bank, Craighall Branch Code:255805, Current Account: 62032649090

Cancellations

Delegates who cancel their registration less than 7 days prior to seminar commencement will be liable for 50% of the seminar fee. Those who confirm registration but do not arrive for the seminar will be liable for the full fee. nFold reserves the right to cancel or postpone this event. Payments will be refunded to if it becomes necessary to cancel.

Confirmations

If you do not receive communication outlining participation details one week prior to the event, please contact nFold on (011) 486-2418 or email theresa@nfold.com.

Agenda

8:00 Registration and Welcome

8:30 Lessons from the corporate world

Phillip Putter, Executive: IT Infrastructure, Nedcor
Nedcor has a comprehensive methodology for evaluating and selecting software. Phillip will share his experiences about what works and what doesn't.

9:00 Theory - Getting Started

- Categories of software that support your business
- Software selection methodology
- Budget heuristics and business cases
- Information, goods and cash-flow

10:30 Morning tea break

10:45 Workshop - Getting Started

- Develop your own decision framework
- Define your requirements
- Create your own RFP template

12:15 Lunch break

13:15 Case Study: Choosing the right ERP system

Cornelius Scheepers, IT Manager, Grintek
Cornelius will take you through the lessons Grintek learnt and give tips on selecting software.

13:45 Theory – Making a Choice

- Financial and functional considerations
- Comparing soft issues
- Total cost of ownership

14:45 Afternoon tea break

15:00 Workshop – Making a Choice

- Reading responses
- Rating vendors
- Choosing a winner

16:30 Finish

About the facilitator

Sandy Pullinger (Director) nFold (Pty) Ltd

Sandy is an experienced speaker and trainer. In her career she has presented numerous technical and commercial topics to corporate audiences at all levels. Her speaking style is relaxed and humorous. She thrives in a teaching environment. Sandy is a seasoned software entrepreneur. She has more than 15 years of experience in the software and Internet sectors, gained principally by founding nFold, in various sales, marketing and new business development roles at the Internet Solution (an Internet Service Provider) and by founding Glomas Africa (a software distributor). While Sandy's experience has been mostly commercial, her training was technical. She graduated from UCT in Computer Science with first class honours and is educated in business strategy. nFold has assisted companies such as Grintek, DetNet, AEL and Essilor to select the right software for their business and has developed a proven methodology for doing so impartially.

"The fresh and unbiased approach followed by nFold allowed Grintek to make a better-informed decision than would have been possible otherwise."

Cornelius Scheepers, IT Manager, Grintek

Seating is limited so book NOW to avoid disappointment!