



Needs Assessment Program

Are your current systems meeting your needs?

Armstrong specializes in Customer Management, Accounting and Resource Planning, and Association Management systems for the not-for-profit market. Odds are you currently employ some type of automated system to manage these functions. Chances are also good that your systems can be improved in some manner to provide increased efficiencies, lower costs and better management controls. In evaluating whether a new system may benefit your organization, several questions should be answered competently. Among them are:

- ***What systems are available that may be an improvement on our current system?***
- ***How much would it cost to upgrade?***
- ***What would the value be to our organization in terms of both dollars and increased efficiency?***

The purpose of the Armstrong needs analysis program is to evaluate your current systems in terms of new programs available and determine whether a new system would be right for your organization. In undertaking this analysis, Armstrong will accomplish two main objectives:

- Evaluate your current automated system (software) and determine if there is a better option available
- Determine if your business practices should be improved or “reengineered” to accommodate new technology

Armstrong has gained insight and experience in automated systems from years of successful implementations. That experience has enabled the analysts at Armstrong to efficiently evaluate a current system, benchmark it against other programs available and provide an analysis of the differences in the two. If there is a new software program ideal for the upgrade, a detailed “gap analysis” can be completed between the two programs to provide detailed information on what an implementation will require. A roadmap for a successful upgrade, along with a rough pricing estimate of the cost of the upgrade including implementation will provide your management staff with all the tools necessary to make a decision on if and when to move forward with a systems upgrade.

Before you create an RFP, or even budget for a system upgrade in the area of Association Management (AMS) Accounting/Enterprise Resource Planning, (ERP) or Customer Management (CRM) give the analysts at Armstrong a call.