



CLIENT ADVISORS

Reduce the complexity of buying technology

Acquiring technology that helps your organization achieve its strategic goals is seldom an easy process. In fact, **Gartner** reports that 74% of B2B buyers regard the technology buying effort as “complex.” It’s easy for organizations to be overwhelmed by the volume of information they encounter during the buying journey. With a wide variety of modern technology choices, it can be difficult selecting the best options.

Infor® wants to help ease the complexity of the technology buying process by working with you to create a digital strategy roadmap. Our team of Client Advisors have developed a prescriptive process and a set of tools, methods, and content—that we call Case4Change (C4C)—designed specifically to help you make the best transformation decisions.

Gain insight into your organization’s capabilities

Our C4C process links your strategy, operations, information technology, financials, and KPIs across your organization’s people, process, and technology. The C4C provides you with insights into:

Business

- Leading practices in a successful digital journey
- Strategy, opportunities, and challenges
- Required business capabilities and process improvements
- The degree to which business KPIs are impacted

Information technology

- Current and future states of your architecture
- Solutions roadmap

Financial

- Optimal economic justifications driving business outcomes
- Risk mitigation strategy
- Projected impact to strategic drivers

The Infor C4C process

Step 1: Prepare

Propose the C4C process and set the scope of analysis

Step 2: Discovery sessions

Conduct interview and validation sessions and perform a sponsor checkpoint

Step 3: Analyze

Conduct analysis, perform follow-ups, and review the analysis with your team and corporate sponsor

Step 4: Present results

Present the results, propose the case for change, conduct an executive presentation, and establish next steps

Modernize your business

Our C4C process requires a minimal amount of your time but delivers high-impact deliverables to help you make the buying decision simple, transparent, and aligned to your strategic goals. If your organization doesn’t have a formal digital strategy yet, let our team of Client Advisors and our C4C methodology help guide you through the journey of creating your own, unique digital strategy roadmap. To learn more about Infor’s Client Advisors and our C4C process, speak with an Infor Account Manager.

[LEARN MORE](#) ↗