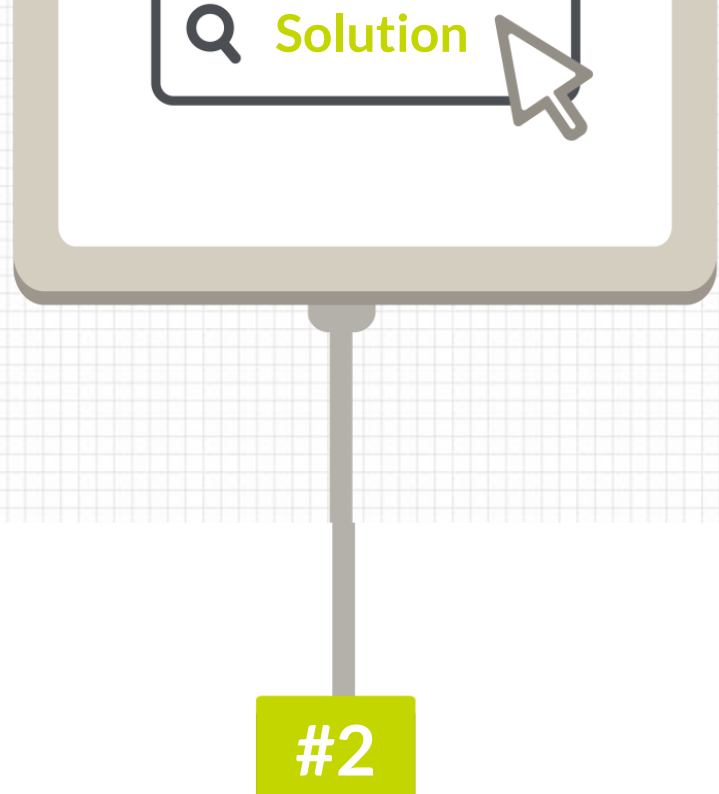


10

# points to consider in Field Operations software

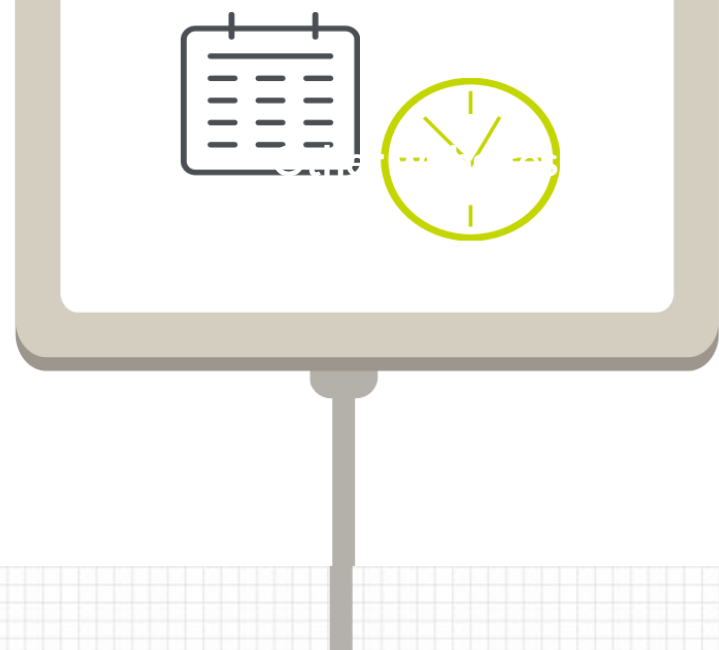
#1



## What are the main challenges to overcome?

To start with, you should have a clear idea of what exactly you expect and hope to get from your investment in a SaaS solution. What does your expected ROI look like?

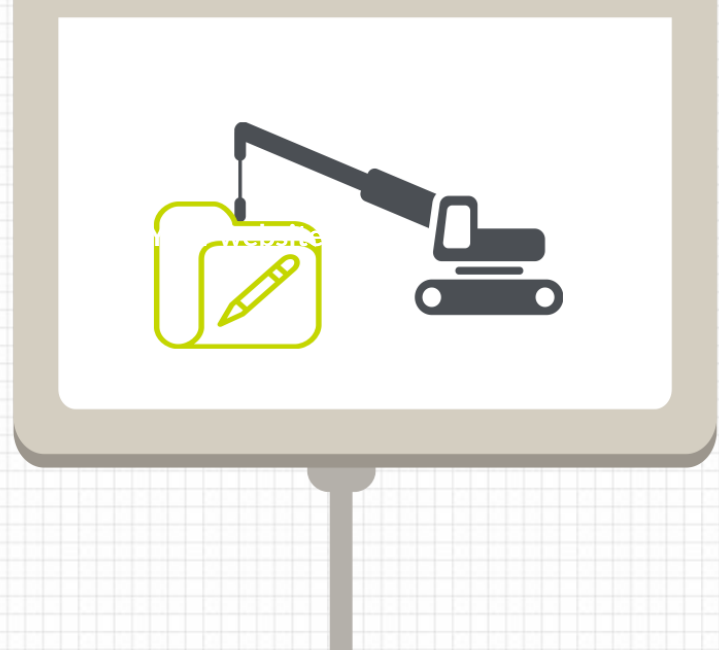
#2



## Is time of the essence?

How crucial is it that you find an appropriate SaaS solution within the next, say, 6 months? Do you have any upcoming or current projects that might benefit from SaaS?

#3



## How are you currently solving your roadblocks?

If your company is still struggling to move away from paper-based processes, it is useful to list and/or map your current workflows. Think carefully not just about your current models, but also about your targets and goals.

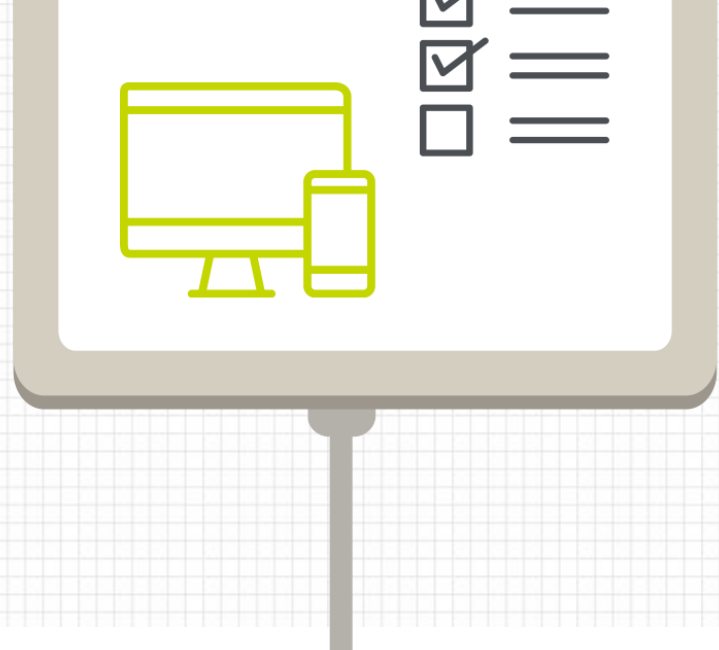
#4



## Do you have an office system?

Office systems come in many shapes and forms: ERP, CRM, CAFM, GIS, Asset Management or Work Order Management Systems. To get to Connected Field Service, you will need to integrate with one.

#5



## What resources are available to evaluate a SaaS solution?

Do you have the in-house expertise needed to implement the implementation of a SaaS solution? Don't think only IT, consider all possible users, both on the field and in the office.

#6



## Who else needs to be involved in the buying decision?

Are you the commercial or technical buyer or are you simply looking to solve a specific issue within your division? Bringing other interested parties on board can help strengthen your case.

#7



## What are your evaluation criteria?

Determining which SaaS is the best for your company is not easy. That's why it's crucial to keep your evaluation criteria in mind: are the core points flexibility, speed and affordability? Or is it something else?

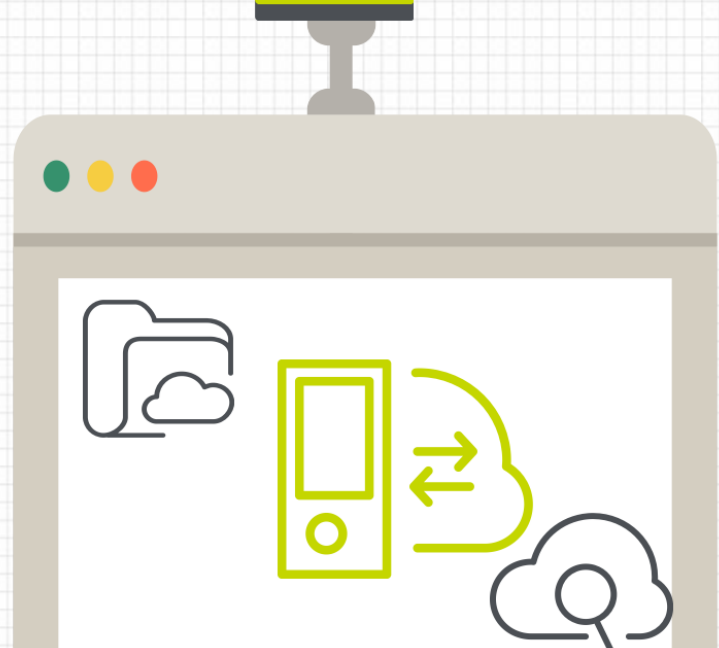
#8



## Is there an allocated budget?

Is there a current budget line for Field Operations Software, or will it have to be diverted from other current projects?

#9



## Is cloud an issue?

Is your organisation reluctant to embrace the cloud? Are there security concerns that would have to be addressed before implementing Field Operations software?

#10



## How many field users need a SaaS solution?

Not every single person you have in the field will need to use SaaS. Often times, it is enough if each team lead or supervisor can provide real-time visibility back to the office.

## Conclusion

Even if your business is keen on Field Operations software, there are still multiple points to consider: current systems, budget, goals and targets.

The upside is, Field Operations Software will get the jobs done.

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