



How SCOReX[®] Improves ERP Selection Through Better Decision Logic

An integrated, AI-supported approach such as SCOReX[®] shifts the focus from manual documentation to structured knowledge orchestration. The result: Up to 30% faster requirements gathering, significantly higher consistency and more robust decisions – while simultaneously reducing project costs

Why many ERP projects are still unnecessarily expensive and risky

In practice, many ERP selection projects still follow the same pattern:

- Weeks of workshops to capture the current state
- Parallel documentation in Excel, Word and presentations
- Inconsistent requirements across departments
- Late corrections in the selection process

The structural problem is that many ERP projects are still document-driven rather than decision-driven.

The result is predictable:

- High time expenditure
- Limited transparency
- Inconsistent prioritisation
- Suboptimal system decisions

The shift: from documents to decision logic

SCOReX® changes the underlying logic of ERP selection.

Traditional approach	SCOReX® approach
Create documents Word docs, spreadsheets, RFPs	Define the target state Goals and requirements first
Consolidate content Merge, review, align teams	Capture knowledge structurally Structured, comparable data
Derive decisions afterwards Late-stage, post-hoc reasoning	Derive decisions systematically Logic-driven, built in from the start

The core principle is simple: the specification is not the real goal. The real goal is a robust, consistent basis for decision-making.

The SCOREX® process model in four steps

1. Pre-structuring instead of starting from scratch

SCOREX® begins with target processes, reference models and clearly defined action areas. This creates an initial requirements structure before workshops begin.

Result: The team focuses on relevant issues instead of starting with empty workshop rooms.

2. Workshop orchestration instead of minute-taking

Workshops are used to validate and refine what matters, not simply to collect information. Content is captured in a structured form and consolidated directly, while preserving context.

Result: Less rework, higher quality and fewer inconsistencies.

3. Dynamic requirements specification generation

Requirements are developed consistently from the system itself, with links between processes, requirements and architecture. Instead of a static document, the requirements structure remains dynamic and usable.

Result: A requirements specification that supports the project instead of slowing it down.

4. Scenario-based supplier evaluation

Suppliers are evaluated against real business processes, not just feature checklists. Fit-gap analyses are derived from a structured knowledge base, making decision logic more transparent.

Result: Decisions are based on operational reality, not generic scoring templates.

Concrete benefits for mid-sized companies

Across projects, the core benefits of this approach are clear.

Efficiency	Quality
25-30% faster requirements gathering Fewer iteration loops	Greater consistency of requirements Better comparability of suppliers
Risk	Cost
Earlier visibility of critical issues Fewer surprises during implementation	Reduced project effort Fewer wrong decisions and less avoidable spend

What really changes for project teams

The biggest change is not technological. It is methodological.

Previously	With SCOREX®
Document Collect and write down everything	Interpret Read patterns in structured data
Structure Organise content into categories	Validate Test against defined requirements
Consolidate Merge and align across teams	Steer Drive decisions systematically

New core capability: derive the right decisions from structured knowledge.

A practical example

One manufacturing company with multiple sites faced an ERP re-selection challenge.

The starting position was difficult:

- Different process variants across locations
- High coordination effort
- Unclear target architecture

Using SCOREX® the project team was able to:

- Pre-qualify processes in a structured way
- Harmonise key workflows
- Derive requirements more consistently

Result: Shorter project duration, a clearer management-level decision basis and greater certainty in system selection.

Conclusion: quality beats speed, but SCOREX® supports both

The future of ERP selection does not lie in producing faster documents. It lies in creating better decision structures.

An integrated process model such as SCOREX® supports:

- Greater speed
- Higher quality
- Lower risk

The decisive point is that technology is not used in isolation. It becomes part of a clearly structured method for preparing better decisions.