THE ALENTRA SOLUTION SELECTION GUIDE (EXECUTIVE SUMMARY)

HOW SPONSORS CHOOSE THE RIGHT AI-ENABLED ERP, CRM, & ANALYTICS PLATFORM

POWERED BY THE SPONSOR-SIDE OPERATING SYSTEM™

This Executive Summary distills Alentra's 70-page Solution Selection Guide, including the complete 20-step plan Sponsors use to run a disciplined, defensible evaluation.

It is written for CFOs, COOs, CIOs, and business leaders responsible for AI-enabled ERP, CRM, and Analytics transformations—leaders who must protect capital, ensure adoption, and prove ROI in an environment where most programs underdeliver.

Engage Alentra before you finalize scope, select a vendor, or enter implementation—when the Sponsor's decisions matter most.

THE SPONSOR REALITY

Most AI-enabled ERP, CRM, and Analytics programs underdeliver — not because Sponsors or vendors lack intent, but because the **Sponsor-side leadership and decision system required to guide complex change has never existed**.

Vendors arrive with structured sales and delivery methodologies.

Sponsors are expected to match that rigor **without a system of their own**.

When that structure is missing, five predictable breakdowns appear — creating the **massive avoidable waste** that derails transformations before implementation even begins:

1. **No Current State Baseline** → ROI can't be measured.

2. **Ambiguous Requirements** → Misaligned scope & expectations leads to change order warfare.

3. **No Adoption Framework** → Benefits fail to materialize.

4. **No Data Strategy** → AI & analytics under perform. Redesign becomes inevitable.

5. **Sponsor Side Overload** → Decision quality breaks down, confidence erodes.

These failures are structural, repeatable, and preventable — but only with a **Sponsor-Side Operating System™** that gives leaders the clarity, structure, and decision control they've historically lacked.

THE SPONSOR-SIDE OPERATING SYSTEM™ (SSOS)

THE AI-SYSTEM-DRIVEN LEADERSHIP & DECISION SYSTEM FOR ENTERPRISE TRANSFORMATION

The SSOS gives Sponsors the structure, clarity, and decision control they've historically lacked. It defines:

- how transformation is led
- how readiness is validated
- how decisions are sequenced
- how capital is protected

—including during Solution Selection.

The SSOS is fully secure, keeps your data private on your infrastructure, and ensures you remain in command of every decision. It is built on two integrated subsystems:

THE ENTERPRISE TRANSFORMATION COMPASS™

YOUR LEADERSHIP & KNOWLEDGE SYSTEM

The Compass defines the lifecycle, timing, actions, readiness criteria, and standards for what "good" looks like.

It gives Sponsors a complete leadership model built around five focus areas:

- **MAP (When)** — Leadership timing and sequencing
- **PATHS (How)** — Required actions and deliverables
- **WAYPOINTS (Where)** — Readiness validation and guardrails
- **SCORECARD (What)** — Outcome measures and capital-protection criteria
- **CONDITIONS OF SUCCESS (Why)** — Non-negotiables that must be met

This is the leadership system that keeps Solution Selection grounded in evidence and aligned to measurable outcomes.

THE DIGITAL CONSULTING SYSTEM™ (DCS™)

YOUR AI-SYSTEM-DRIVEN EXECUTION & DECISION SYSTEM

The DCS turns the Compass into real-time, effortless guidance with embedded evidence expectations, readiness gates, and structured decision support — delivering 3–5X faster clarity and execution than traditional methods.

It provides a unified, AI-system-driven execution engine that includes:

- Alentra Agent™ — proactive, context-aware guidance that makes the system effortless to use
- Compass Bearings™ — micro-videos delivering leadership guidance for the moments that matter
- embedded logic and decision structures
- evidence expectations and readiness criteria
- contract-grade templates and evaluation frameworks

This is the engine Sponsors use to run a disciplined, defensible evaluation with confidence and control. Think of it as an aviation autopilot for transformation — Sponsors stay in command, but the system handles the complexity.

THE FIVE CONDITIONS OF SUCCESS

YOUR NON-NEGOTIABLE CRITERIA FOR DEFINING AND PROVING SUCCESS

To prevent the structural breakdowns, the SSOS enforces five Conditions of Success:

- **Capital Protection**
- **Adoption Assurance**
- **Compliance Proof**
- **AI & Data Integrity**
- **Auditable ROI Evidence**

These Conditions shape requirements, demos, scoring, proposals, and contract exhibits—ensuring the selected platform and partner can deliver measurable, defensible value.

THE 20-STEP SOLUTION SELECTION PLAN

THE COMPLETE, EXECUTABLE SPONSOR-SIDE PLAYBOOK

The full 70-page Guide gives you the complete 20-step Solution Selection plan—every step, decision point, and readiness check laid out in order.

You'll see how to:

- define strategy before vendors engage

- structure evaluation with predictable, evidence-driven scoring

- embed Waypoints & Guardrails into RFIs, RFPs, demos, and SOWs

- validate AI, data integrity, and compliance before you buy

- enforce adoption and behavioral expectations

- produce board-ready ROI evidence

All delivered through the Digital Consulting System™ using:

- Alentra Agent™ — AI-enabled routing & decision support that keeps evaluation effortless to run and difficult to get wrong

- Compass Bearings™ — micro-videos for leadership clarity

- contract-grade frameworks & templates

- sponsor-aligned governance models

- evidence-driven evaluation frameworks

This is the Sponsor-Side Operating System™ for leading Solution Selection with clarity and control.

TWO WAYS TO ACCESS THE SSOS

THE SAME OPERATING SYSTEM. TWO DELIVERY EXPERIENCES. YOUR CHOICE.

Digital Consulting Experience (DCS)

AI-system-driven, system-guided clarity and structure your team runs internally — powered by the Sponsor-Side Operating System™ (SSOS).

Signature Live Advisory

Senior-led leadership for complex, high-risk, or politically sensitive environments—fully integrated with the SSOS.

WHAT SPONSORS GAIN

- clear, defensible decisions

- evidence instead of intuition

- predictable timing across the evaluation

- vendor accountability you can rely on

- capital protection built into the process

- a platform choice you can defend in the future

THE ALENTRA DIFFERENCE

Alentra operates exclusively on the Sponsor-Side—independent of vendors—ensuring you maintain clarity, control, and evidence throughout the lifecycle. Our unified, Agent-led system gives Sponsors effortless clarity and control that traditional consulting cannot match.

This difference is built on proven experience and deep expertise:

- 185+ transformations delivered

- $70M+ in consulting delivery led

- $35M+ in consulting engagements sold

- contributed to teams delivering $200M+ in consulting fees

- MIT AI training applied to real-world ERP/CRM/Analytics programs

- deep Microsoft + Workday fluency

Alentra is the creator of the Sponsor-Side Operating System™—the first AI-system-driven leadership and decision system built specifically to protect your investment.

GET THE FULL 70-PAGE SOLUTION SELECTION GUIDE (FREE)

If you're preparing for a platform decision, the full 70-page Guide gives you the complete 20-step Solution Selection plan—the structured, evidence-driven process Sponsors use to choose the right platform with clarity and control.

To request the full 70-page Guide, use the secure form on our website:
https://www.alentraadvisory.com/request-full-guide (alentraadvisory.com in Bing)

The form takes less than 30 seconds and ensures you receive the correct version aligned to your situation.

What you'll provide:

- Your name
- Your role
- Your company
- Whether you're planning a transformation this year

What you'll receive:

- The complete 20-step Solution Selection plan
- Structured evaluation logic
- Evidence expectations and readiness criteria
- Contract-grade templates and scoring models

Your clarity starts here.

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Client-Side Advocacy, Delivered Through the Sponsor-Side Operating System™