



State Alcohol Beverage Control Agency

Business Need:

Updating Enterprise Technology

Abstract:

This client operates in a regulatory environment that requires the controlled distribution of alcohol beverages, licensing of retail establishments, audit, tax collection and enforcement of related state laws. Operating 140 retail stores in addition to its enforcement and licensing operations, this client maintains the state's leadership in per capita revenue from alcohol sales while maintaining one of the nation's lowest levels of per capita consumption.

Case Study: Technology Selection & Implementation

Business Challenge & Client Vision

This client recognized a need to update its enterprise technology and financial operating software to facilitate competitiveness and stability without stifling its current operations or jeopardizing the entire organization. High priority demands included process simplification and improved data access. Among its challenges, the organization was hindered by resource constraints, an antiquated existing technology system, a variety of ineffective manual business processes, and a time frame that demanded adherence to an aggressive schedule. Oculus Consulting Group was asked to organize and architect a technology selection process that would help the client realize their vision for a rapid, cost effective, and efficient completion of a technology selection event that would meet the unique operational demands of this state agency.

How Oculus Consulting Helped

Our engagement team was composed of technology and process management experts with the multi-disciplinary background necessary to address project organization, transaction processing, and data reporting issues across the entire agency. Initial efforts focused on the finance and transaction processing levels and expanded to include human resource and licensing functions. Our experienced professionals executed our rapid technology selection methodology and established a comprehensive selection process which correlated agency accounting functional requirements and processes to identify timely and effective responses from possible solution vendors. Our experts facilitated a solution demonstration that focused on critical success factors and key requirements that resonated throughout the agency.

The Measurable Reality

Oculus Consulting Group was instrumental in helping this client with the development and execution of its vision for accomplishing a rapid technology selection process, from identifying critical processes and establishing project objectives, to monitoring vendor demonstration teams to ensure that the dynamic and unique operating and regulatory requirements of this client were met.

Our project team exceeded all deadlines and led the agency through our rapid selection process. Key business requirements, selection initiatives, industry-specific business process models, and vendor demonstrations were completed 2 months ahead of schedule. Team members were able to balance selection activities and objectives with day-to-day responsibilities which saved the agency 500 hours of anticipated outside assistance. In addition, a number of process and technology enhancements were identified and prioritized for further investigation and reengineering. Our rapid selection process resulted in significant savings of staff effort, organization-wide involvement in the selection effort, and totaled cost savings of nearly 50% to this state agency.



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Another Example of Transforming an Organization's Vision into Measurable Reality!

To find out how Oculus Consulting can transform your vision into a measurable reality, please call 314.422.6365 or e-mail: oculus.consulting.group.llc@gmail.com.