

— FACT SHEET · FOR CFOS / CIOs / COOs

The 6 variables that actually predict whether your ERP go-live holds.

Not a maturity checklist. The specific, evidence-verifiable variables most strongly correlated with ERP implementation outcomes — the same six an Orpington Confidence Score is weighted against.

**70%+**

of ERP initiatives implemented through 2027 are projected by Gartner to miss their original business case objectives.

25%

of those projects are projected to fail outright — full write-offs and board-level interventions.

6

evidence-verifiable variables carry the majority of that outcome variance. All six are checkable before go-live.

01 The scored variables

01-06

01 Executive sponsorship

A named, accountable executive actively involved week-to-week — not a sponsor in title only. Informal or absent sponsorship is a leading indicator of scope drift.

02 Change management readiness

A formal, scheduled training and communication plan for end users ahead of go-live, not an ad hoc effort assembled in the final weeks.

03 Testing discipline

UAT that covers edge cases — large transactions, period-end close, manual overrides — signed off, not just the happy path.

04 Data migration integrity

Migrated data fully reconciled against the legacy system: trial balance, inventory, open orders. Partial reconciliation is still exposure.

05 Integration testing

Every required integration — WMS, CRM, payroll, banking — tested end-to-end under realistic load, not just basic connectivity checks.

06 Go-live strategy

A documented rollback plan and a defined post-go-live stabilization period. Discussed informally is not the same as documented.

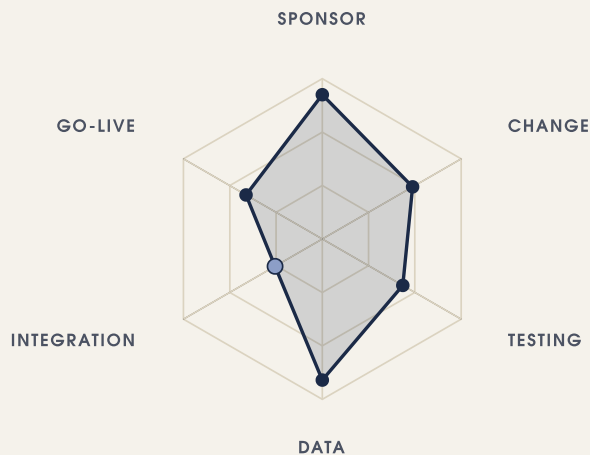
Score your own programme against these six variables.

Free, self-reported, 15 minutes. Nothing leaves your browser. You get a weighted number and a plain-English read on which of the six is dragging it down.

**FREE INSTANT
SCORE**orpingtontech.com/free-diagnostic

02 How the score is built

ILLUSTRATIVE PROGRAMME PROFILE



Every variable is scored against evidence, then weighted.

The radar shows a live example: a programme strong on sponsorship and data migration, weak on integration testing. The composite would read "on track" on a traffic-light report. Weighted against outcome correlation, it reads as a programme with one variable capable of stopping the business on day one.

Amber points mark any variable below the defensible threshold. One amber is a conversation. Two is a date change.

03 Relative weighting

CORRELATION WITH GO-LIVE OUTCOME



"The variables aren't equally weighted, because they don't fail equally. Sponsorship failure is slow. Integration failure is same-day."

ORPINGTON ADVISORY — CONFIDENCE DIAGNOSTIC METHODOLOGY

Source: Gartner ERP strategy research (2024), as referenced in Orpington Technologies' published ERP Implementation Confidence Diagnostic methodology. Older figures circulating elsewhere (e.g. "55–75% failure") are widely attributed to Gartner but difficult to trace to a published source — **treat them with caution.**

Fifteen minutes. Six variables. One defensible number.

The free self-report gives you the score and the weak variable. The full evidence-verified report checks every answer against your own documentation and is reviewed by a certified expert on your platform.

**START THE
DIAGNOSTIC**

orpingtontech.com/free-diagnostic