

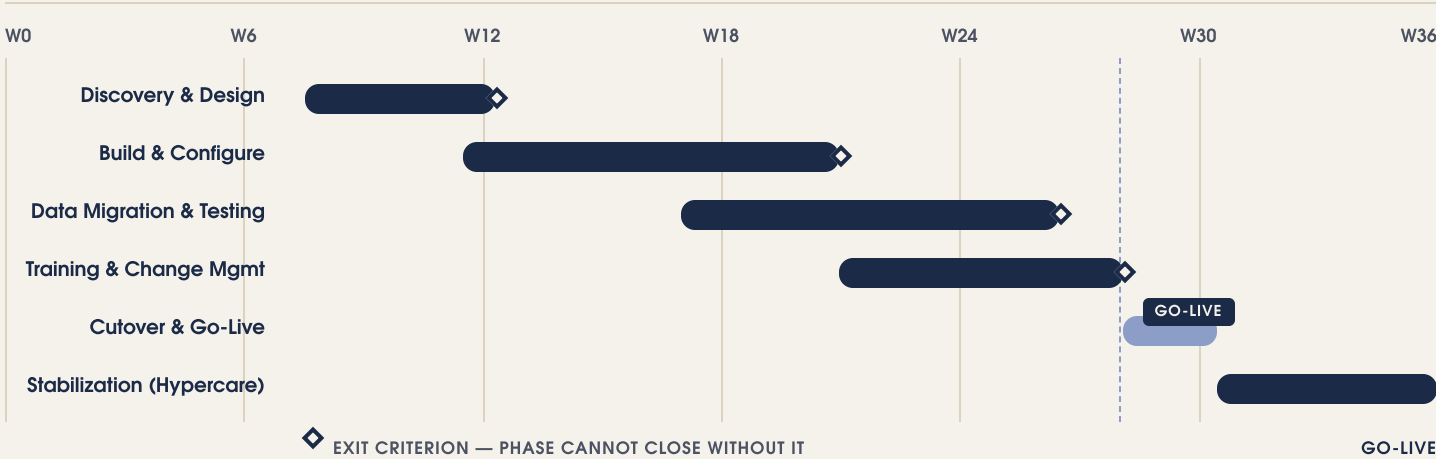
IMPLEMENTATION PLAN FRAMEWORK · FOR CFOS, CIOS & COOS

The six-phase ERP implementation plan — with exit criteria, not just dates.

Duration ranges are typical for a mid-market single or multi-entity implementation and will vary by scope. What matters more than the dates: each phase has a real exit criterion, not a calendar milestone.

> 01 Programme Timeline

INDICATIVE — 36-WEEK MID-MARKET BUILD



6

phases, each closed by an exit criterion rather than a calendar date.

36

weeks end-to-end for a typical mid-market build. Multi-entity scope extends phases 01 and 03 first.

2–4

weeks of stabilization after go-live. A plan that ends at go-live is missing its last phase.

These six phases map directly to the six variables most strongly correlated with go-live outcomes: executive sponsorship, change management, testing discipline, data migration integrity, integration testing, and go-live strategy. **A plan with dates but no exit criteria is a schedule, not a governance framework.**

02 Phases & Exit Criteria

WHAT HAS TO BE TRUE TO CLOSE EACH PHASE

- | Phase | Duration |
|---|----------------|
| 01 Discovery & Design
Current-state process mapping, requirements sign-off, and solution design against the requirements template.
Exit criteria: requirements signed off by sponsor, finance, and IT leads. | 4–8 weeks |
| 02 Build & Configure
System configuration, workflow build, and integration development against the signed design.
Exit criteria: configuration walkthrough demonstrated against each signed requirement. | 8–16 weeks |
| 03 Data Migration & Testing
Data migration, full reconciliation, and UAT covering edge cases — not just the happy path.
Exit criteria: trial balance and master data fully reconciled; UAT signed off by end users. | 6–10 weeks |
| 04 Training & Change Management
End-user training delivered on a published calendar, with attendance tracked, not assumed.
Exit criteria: attendance and competency confirmed for all in-scope users. | 3–5 weeks |
| 05 Cutover & Go-Live
Execution of a documented cutover plan with a named go/no-go decision point and rollback criteria.
Exit criteria: rollback plan documented and reviewed before the go/no-go call. | 1–2 weeks |
| 06 Stabilization (Hypercare)
Elevated support to resolve day-one issues fast, with severity-one defects tracked and reported.
Exit criteria: Sev-1 defect count at zero; support volume returned to steady state. | 2–4 weeks post |

“Every phase above can be reported green on the date it was due and still fail its exit criterion. The date is a plan. The criterion is the evidence.”

ORPINGTON ADVISORY — IMPLEMENTATION GOVERNANCE

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A timeline tells you where you should be. The Confidence Score tells you, with evidence, where you actually are — scored against all six variables in 15 minutes.

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