






THE NEGATIVE IMPACT OF CHOOSING THE WRONG SOFTWARE


- **1. LOST REVENUE**


The cost of the software is not the sole consideration. It can be small compared to potentially losing projects or failing to meet client expectations.
- **2. REPLACEMENT SOFTWARE**


The cost of replacing software can be time-consuming. There is a need to consider the cost of evaluation, training and, possibly, short-term productivity loss as familiarisation with the new software may be needed.
- **3. INCREASED WORKLOAD**


Having the wrong tools for the job can add hours to the time taken to complete projects resulting in an unnecessarily increased workload. Ensuring you have the right tools will reduce time spent and, in many cases, reduce errors.
- **4. HAVING TO BUY MULTIPLE PACKAGES**

A cheaper software package may seem like the way to go. However, if it doesn't handle everything you need efficiently, you could find yourself having to purchase extra software or buying outside services.
- **5. INCOMPATIBLE DATA**

Increasingly, data must be easily transportable for whatever you or your clients may want. If you are unable to transfer data from one system to another with ease, inefficiencies will occur.
- **6. LOW PRODUCTIVITY**

A cheaper, easier software package may be easier to get started, but if there are no long-term productivity gains to be made, staff costs could make you less competitive.
- **7. LACK OF SUPPORT, TUTORIALS & TRAINING MATERIALS**

Modern software should be well supported by training materials, online tutorials and good, practical customer support. Who reads a manual?
- **8. WASTING TIME**

If software is not used on a regular basis, it generally needs to be highly intuitive.
- **9. SCRIPTING VS GUI (GRAPHICAL USER INTERFACE)**

Have you bought a scripting language when in practice a GUI would have been more practical and easier for the users? Whilst a scripting language can often offer huge productivity gains, users need such software to be a significant part of their daily work.