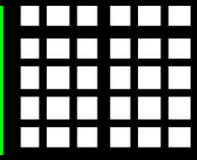


July 2001

From the Catwalk

...our take on current trends in technology



Do I always need to upgrade my software?

Amid the hoopla and hype of four page ads or free trial offers, it comes as no surprise that clients are asking us whether or not they should upgrade to the newest versions of software. Maybe that question has been on your mind, too.

The question of upgrades, when to do them and what to choose, is something all businesses wrestle with everyday. After all, you spend so much of your resources on your technology. It's very disheartening to feel frustrated because the systems and programs so rapidly become obsolete.



Whether it's a database management program, accounting program, enterprise architecture or contact management, to solve the upgrade riddle it's important to think about the answers to these other questions:



- What is the overall strategy for your technology and how does that strategy synch with your business goals?
- Does your current software answer your company's business needs?
- Would a change or upgrade provide something that you're not getting now – something that you need to reach your goals?

What are the critical decision points?

Still in a muddle over what to do? Then look at these two critical factors – version support and ROI.

- the current version of your software will no longer receive technical support from the vendor, you're better off with the expense of an upgrade.
- it's taking more and more time to do the work with the current software, you're experience negative ROI.

If either or both of these factors come into play then upgrades are most likely in your immediate future.

A final thought...

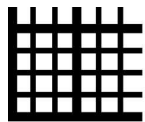
But remember: Often times companies make technology a goal in and of itself. We believe that's the wrong approach. It's important to leverage your technology to define your organization's goals for overall strategic outcomes. To best answer the question of upgrades, you have to be able to know, without a doubt, how the change will move your business forward. In the end, it all must tie back to the overall strategy vision for your business.

About Catwalk

Catwalk Consulting is known for providing clients with a different perspective to the link between business and technology. For more information about the specific information in the tech trend or to talk with us about your business and technology needs, contact us, at info@catwalkconsulting.com or call at (888) 989-0196.

Know someone who should receive our tech trends? Send us their e-mail and we'll buy you a cup of coffee. Is there a topic you interested in hearing more about? Let us know and we'll put the Catwalk team to the task.

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A different PERSPECTIVE

to linking BUSINESS and TECHNOLOGY