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# Is Your IFS Implementation Headed for the 50% That Fail?

50–70% of ERP implementations fail to achieve target ROI  
Poor user adoption is consistently cited as the #1 cause.  
The result: users who weren't prepared, weren't confident, weren't supported.

*Team Purple • IFS Cloud Training Specialists*

## Why Most IFS Training Plans Fail

After years in the IFS ecosystem – leading implementations, training users, and rescuing struggling projects – we've identified the patterns. The same training mistakes get repeated. The same gaps appear. The same 50–70% failure rate persists.

### Here are the mistakes we see most often:

- Training is seen as a 'one-time event' rather than a sustained process
- Users are 'shown the system' rather than trained on their actual processes
- Materials are generic, not matched to the client's specific build
- Training happens too early (users forget by go-live) or too late (users panic)
- No one plans for post-go-live support (the critical adoption period)

**The result? Users struggle, productivity crashes, workarounds develop, and that expensive IFS investment never delivers ROI.**

*This checklist is built from real-world experience – not theory. Use it to assess your current training approach and identify gaps before they derail your go-live.*

## Phase 1: READINESS

*6-9 Months Before Go-Live*

### Strategic Planning

- Training goals defined and approved by senior leadership
- Business case for training documented (showing ROI/risk reduction)
- Training budget allocated and ring-fenced
- Training ownership assigned (IT/HR/PMO/External)
- Success metrics defined (adoption rate, time-to-productivity, user satisfaction)

### Stakeholder Engagement

- Stakeholder interviews completed (understand pain points and concerns)
- Communication plan developed ('what's changing and why' messaging)
- Change champions/super users identified across all departments
- User role definitions created (who does what in the new system)

### Infrastructure Setup

- Training environment (non-production) requested and planned
- Training facilities arranged (rooms, equipment, logistics) or virtual setup confirmed
- Decision made on training delivery method (onsite/virtual/blended)
- LMS (Learning Management System) selected if using e-learning

### Skill Gap Analysis

- Current user capability assessed (ERP experience, technical literacy)
- Training needs analysis completed by role/department
- Specific learning objectives defined for each user group

## Phase 2: CAPABILITY

*3-6 Months Before Go-Live*

### Material Development

- Training materials customised to YOUR specific IFS configuration (not generic)
- Role-based training modules created (Finance, Supply Chain, Manufacturing, etc.)
- Multiple format materials prepared (presentations, exercises, videos, quick reference guides)
- Real business scenarios built into training (not just 'click here, click there')
- Process documentation created (how workflows actually work in practice)

### Training Delivery

- Training schedule created and aligned with implementation timeline
- Training planned for 8-12 weeks BEFORE go-live (optimal timing)
- Training environment configured and accessible to users
- Decision made: train-the-trainer, direct training, or combination
- Qualified trainers identified/contracted (IFS specialists, not generic IT trainers)

### Hands-On Practice

- Every training session includes practical exercises (not just 'show and tell')
- Users practice in the actual IFS training environment
- Real scenarios and test data prepared (mirrors actual business processes)
- Users have time to practice AFTER training sessions (not just during)

### Feedback & Iteration

- Feedback mechanism established (surveys, feedback forms, open channels)
- Training materials updated based on user feedback
- Refresher sessions planned for users who need additional support
- User confidence assessed pre-go-live (are they actually ready?)

## Phase 3: MASTERY

*Go-Live to 6 Weeks After*

### Hypercare Support

- Floor-walking support scheduled for first 2 weeks post-go-live
- Helpdesk/support channel established (email, phone, chat, or ticketing system)
- 'Office hours' scheduled (dedicated time for user questions)
- Quick response team identified (who handles urgent issues?)

### Adoption Monitoring

- System usage metrics tracked (who's using what, how often)
- User satisfaction surveys deployed (week 1, week 2, week 4, week 6)
- Problem users identified early (who's struggling? who's creating workarounds?)
- Process compliance checked (are people following the new processes?)

### Ongoing Training

- Refresher sessions scheduled for complex processes
- Advanced training planned (moving beyond basics once users are comfortable)
- New joiner training process established
- Knowledge base/documentation updated based on real-world usage

### Continuous Improvement

- Post-implementation review conducted (what went well? what didn't?)
- Super user network maintained (ongoing champions for the system)
- Training ownership transitioned to internal team (if that's the plan)
- Long-term training strategy documented (how do we sustain this?)



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## How Did You Score?

Count your checkmarks across all three phases:

Checkmarks	What Your Score Means
50-60 ✓	Excellent - You're well-prepared. Minor refinements only.
40-49 ✓	Good - Strong foundation, but some gaps to address.
30-39 ✓	Fair - Significant gaps that could impact success. Action needed.
20-29 ✓	At Risk - Major gaps across multiple areas. Urgent attention required.
< 20 ✓	Critical - Implementation likely to fail without immediate intervention.

## What to Do Next

If your score revealed gaps (and it probably did – most implementations have them), here's what we recommend:

### Option 1: Take the Full Assessment

Request our detailed Training Readiness Assessment (25 questions across 5 dimensions). You'll get a personalized report with specific recommendations.

Link: <https://cloudreadytraining.com/assessment/>

Email: [hello@cloudreadytraining.com](mailto:hello@cloudreadytraining.com)

### Option 2: Schedule a Strategy Call

Prefer to talk first? We'd welcome a 30-minute conversation about your specific situation.

What happens on the call:

- We listen to your situation (project stage, challenges, timeline)
- We share relevant experience from similar IFS projects
- We identify your 2-3 biggest training risks
- We discuss what might help – whether that involves us or not

No pitch. No pressure. Just a useful conversation.

Link: <https://cloudreadytraining.com/contact/>

Email: [hello@cloudreadytraining.com](mailto:hello@cloudreadytraining.com)



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## About CloudReady Training

We're IFS training specialists. Not generic ERP trainers. Not consultants who 'also do training.' IFS only. Always.

Real Implementation Experience: Founded by project managers who've led major IFS programmes. We've been in the war room at 2am before go-live. We know what breaks, what works, what matters.

### The CloudReady Method™:

**Readiness → Capability → Mastery.**

**We don't just train users, we transform capability.**

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