



# The Value of Discover

Customer feedback from one hundred HandsFree Discover Projects

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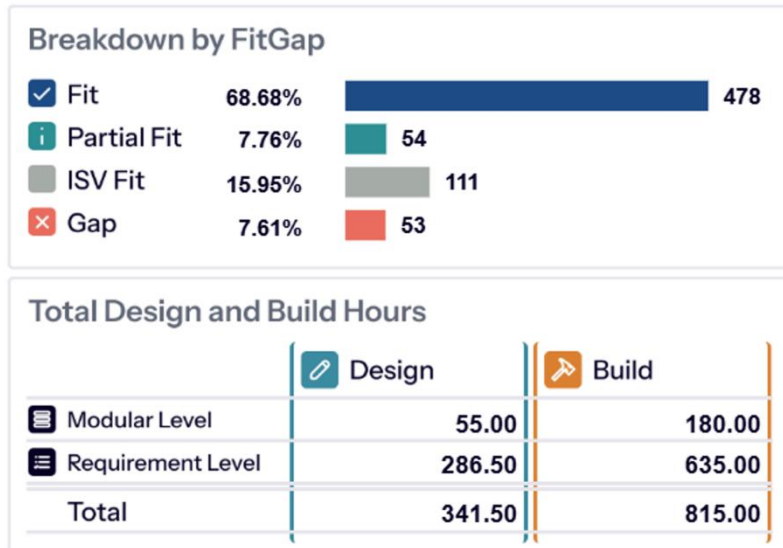
*HandsFree Discover Provides*

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**FitGap** – ERP platform agnostic analysis of critical business process requirements.

**Resource Requirements** – real hours used by implementation firms for internal project plans.

**Data Driven** – results based on thousands of project actuals.




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*Key Customer Findings of the Value of Discover*

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**The Speed Record**

We provisioned a Discover instance to the controller of a government non-profit at three PM on a Friday afternoon. Two hours later, we received an email asking how to generate their final reporting package!

**The Year Saved**

A rapidly growing company focused on multiple acquisitions planned to use 2026 to develop its ERP requirements and implement it in 2027. They shaved an entire year off that plan based on the speed and efficiency of Discover.

**The Horizontal Industry Save**

A key stakeholder for a large fast-food franchise was convinced that an industry vertical solution, with outdated technology, was the only reporting capability that could meet their needs. Discover easily allowed them to select a modern cloud-based solution instead.



### Results Outrage

The controller of a process manufacturing firm had spent considerable time researching the fit of his preferred ERP solution. His immediate reaction to our Discovery results was outrage, as they sharply contradicted his analysis. That outrage turned to relief when the details emerged that prevented a potentially catastrophic software selection.

### The Insurance Policy

The results from a Discover project were initially deemed boring because they closely matched a client's preferred ERP solution. The next thought was that boring was great because it provided an insurance policy for their decision, because of the fear, uncertainty, and doubt (FUD) injected into the selection process by competing software vendors and partners.

### The Last-Minute Board Presentation

A manufacturing company spoke to us after a user group presentation on Thursday. They wished that they had known about Discover months ago, as they were struggling with a decision between two competing products, and a final decision was due at a board meeting the following Monday. We provisioned a survey for them within hours and guided them through the weekend, ensuring they had a clear decision, based on facts, available for the board meeting.

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*Time and Money Saved*

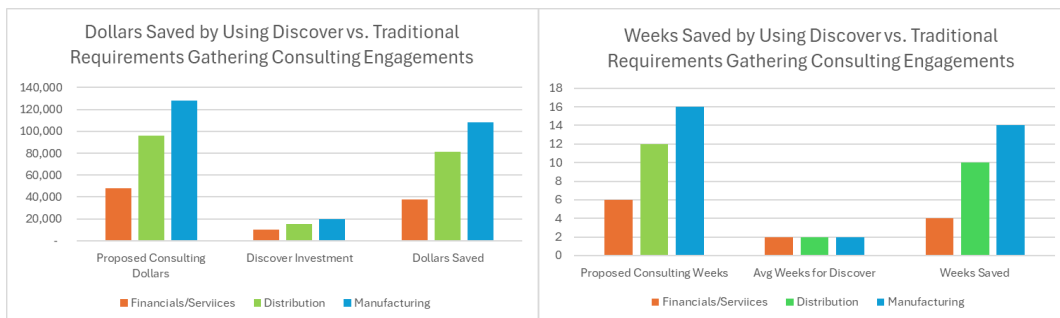
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Information from over a hundred initial Discover customers reveals the weeks and hard dollars saved utilizing Discover versus traditional requirements gathering consulting engagements. These savings are in addition to delivering improved data-based analysis.

Across all actual projects, average time and money savings are:

**Average Time Savings – 9.3 Weeks**

**Average Dollar Savings - \$75k**



**Let us show you how we can provide your ERP/CRM project Team with similar results.**