# ERP & CRM Secrets

What your package software vendors don't tell you about their data models!

## Accessibility

It is almost always impossible to be able to quickly and easily access and understand the data model underpinning your ERP or CRM systems. This is critical for many IT projects.

## Size

Most ERP and CRM systems have 000's of tables making it difficult to find what you are looking for - even if you use modeling or standard integration or connectivity software tools.

## Risk

Late delivery of project benefits, cost overruns and the risk of inaccuracies entering your information ecosystem are common results from inadequate understanding of the data model.

## Customization

Most implementations have had their standard data model customised by Systems Integrators or internal technical specialists making it even more difficult to navigate and use.

## Cost

The cost associated with source data analysis for virtually any data intensive project will almost always be an unpleasant surprise.