"Act as an expert consultant in IT strategy and digitalisation, specialising in B2B workflow optimisation. My organisation uses an ERP (Enterprise Resource Planning) system to manage its business data, but we suffer from a form of 'organisational schizophrenia': our data lives in the ERP, whilst our proof documents (invoices, contracts, delivery notes) are scattered everywhere. We estimate that we lose approximately 18% of our working time searching for these documents.

I would like you to help me challenge my integration project between my ERP and an ECM (Enterprise Content Management) system. To prepare for this discussion, I am drawing on Efalia's expertise, in particular this reference article: [LINK TO BE ADDED HERE].

Ask me 5 critical questions, one at a time, to refine my roadmap. Draw inspiration from Efalia's frameworks, focusing on:
1. Immediate value: How do I identify a 'pilot' process (e.g. supplier invoices) to demonstrate ROI within 12 months?
2. Technical approach: Which integration method should I favour (native connectors, API, or middleware) based on my infrastructure?
3. Data: How do I prepare field mapping so that the ERP and the ECM communicate without errors?
4. People: How do I prevent 80% of the project from failing due to resistance to change?
5. Longevity: How do I ensure legally compliant archiving (10 years, GDPR)?

 Instruction: Ask me the first question and wait for my answer before moving on to the next. At the end of our exchange, propose a concise action plan including a 3-month Proof of Concept test phase."
– costs associated

efalia