

FREE GUIDE · GCC & MENA

The ERP Buyer's Guide

How growing GCC & MENA businesses choose the right ERP, avoid the classic implementation traps, and get live in weeks instead of years.

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START HERE

Why most ERP decisions go wrong.

An ERP is one of the largest operational decisions a growing business makes, yet most are chosen on a demo and a discount. The result is predictable: a system that mirrors the sales pitch, not the way your business actually runs. This guide gives you the questions, checks and framework to get it right the first time.

01 Fit beats feature lists

The longest feature list rarely wins. The platform that matches your workflows, team size and reporting needs does. Score vendors on fit, not feature count.

02 Implementation is the product

The software is a fraction of the outcome. Configuration, data migration and adoption determine whether it works. Buy the delivery, not just the licence.

03 Fixed scope protects you

Open-ended, hourly engagements drift. A fixed scope and price, agreed before build, is the single best protection against runaway cost and timeline.

PLATFORM LANDSCAPE

Which platform, for whom.

Odoo

Flexible and cost-effective for SMEs wanting broad coverage and custom modules across trading, retail and services.

Oracle NetSuite

Cloud-native for multi-entity, multi-currency groups needing strong consolidated financials at scale.

SAP Business One

Deep, structured processes for manufacturing and distribution businesses that need rigour.

Salesforce · HubSpot

Sales, service and CRM-led operations where the customer lifecycle is the core system of record.

The right answer depends on your workflows, team and budget, never on a vendor's commission.

BEFORE YOU SIGN

7 questions to ask any ERP vendor.

Ask these before a contract is signed. Clear answers signal a partner. Vague ones signal risk.

- 1 What exactly is in scope, and what is not?** Get the boundary in writing before build begins.
- 2 Is the price fixed?** If not, what triggers extra cost, and who approves it?
- 3 Who actually delivers?** The senior consultant who scoped it, or a junior hand-off?
- 4 How is our data migrated and validated?** Ask for the cleansing and testing approach, not just "we import it".
- 5 What does go-live support include?** How long, what response times, and what happens after?
- 6 How do you drive adoption?** Training plan, role-based, until the team actually uses it.
- 7 Can we see a comparable result?** A reference in your industry or of your size beats a generic demo.

AVOID THE TRAPS

Why implementations fail.

Weak change management

The system works; the team never adopts it.
Adoption must be planned, not assumed.

Wrong platform

Chosen on brand or discount, not fit. Expensive to unwind later.

Dirty data migrated in

Garbage in, garbage out. Master data must be cleaned before it moves.

Scope creep

No fixed boundary means cost and timeline drift with every request.

YOUR CHECKLIST

Pricing & timeline checklist.

Use this with any vendor to compare like for like.

- ✓ **Fixed, itemised price** with milestone payments tied to sign-off gates.
- ✓ **Written scope** listing modules, integrations and out-of-scope items.
- ✓ **Locked timeline** with exit gates: discovery, build, migrate/test, go-live.
- ✓ **Data migration plan** covering cleansing, mapping and validation.
- ✓ **Training & adoption plan**, role-based, with post-go-live cover.
- ✓ **Support terms**: response times, duration and named point of contact.

FREE CONSULTATION · NO COMMITMENT

See exactly where you are losing time and money.

Kaido's consultants audit your current workflows and show you precisely how a unified system closes your operational gaps, with a fixed price and a locked timeline. Yours to keep whether you proceed or not.

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