S4 CONSULTING · TECHNOLOGY STRATEGY AND INVESTMENT OPTIMIZATION

IT solution selection advisory. Right from the start.

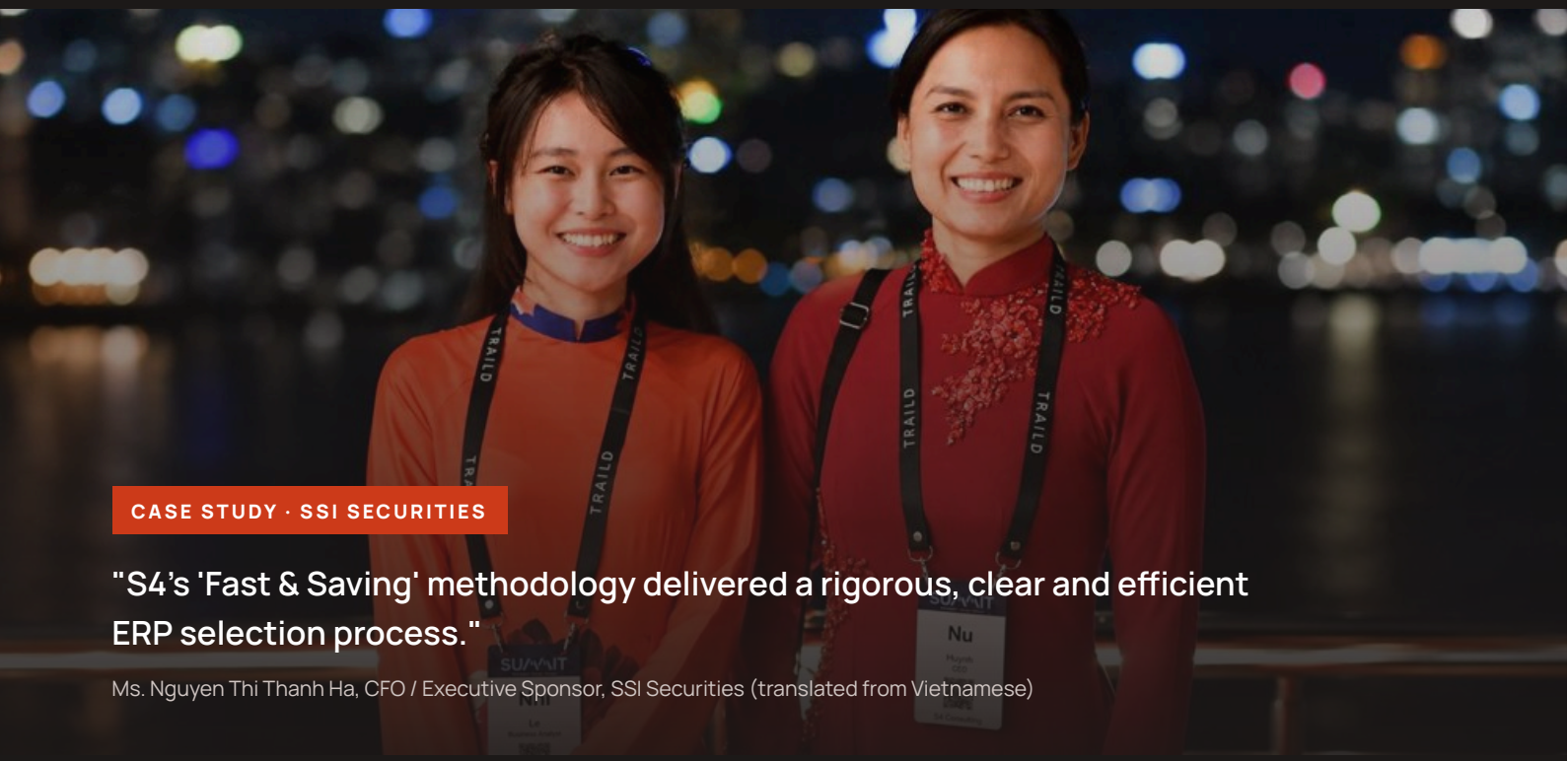
S4 Consulting works with organizations to assess their needs, shape their technology direction and select the right solutions. From ERP, CRM and human capital management to data, integration and AI, we help organizations make well-founded decisions aligned with their growth strategy and long-term investment capacity.

Quantified
Every assessment is measured against concrete indicators

Consensus
Departments build requirements and score together, every unit has a voice

Compliant
Aligned with the IT investment procedures required by regulation

Defensible
Documentation strong enough to present to the Board and shareholders



CASE STUDY · SSI SECURITIES

"S4's 'Fast & Saving' methodology delivered a rigorous, clear and efficient ERP selection process."

Ms. Nguyen Thi Thanh Ha, CFO / Executive Sponsor, SSI Securities (translated from Vietnamese)

ABOUT S4 CONSULTING

Technology investment advisory
From strategy to effective implementation

S4 Consulting supports organizations in planning strategy, evaluating and selecting technology solutions. Combining management consulting experience with hands-on implementation capability, we help clients define the right needs, assess options objectively and choose a direction that fits their long-term growth goals.

IT strategy advisory

Planning and optimizing technology investment decisions

- → Assess the current IT landscape, define needs and set an investment direction aligned with business strategy.
- → Plan the overall technology architecture, digital transformation roadmap and AI adoption.
- → Advise on platform and solution selection: ERP, CRM, HRM, BI, data, AI and industry-specific systems.
- → Design integration architecture, data models and governance for multi-entity, multinational organizations.
- → Analyze total cost of ownership (TCO), return on investment, risks and implementation options.

ERP implementation advisory

Turning strategy into working operations

- → Oracle NetSuite consulting firm and Acumatica Gold Partner in Vietnam.
- → Advised and led many ERP projects, including Oracle ERP and Acumatica ERP systems with complex integration requirements.
- → Developed Vietnamese accounting localization, including Circular 99, and the S4 eSuite modules on Oracle NetSuite.
- → Integrated ERP with operational systems, banks and e-invoicing.

WHY THIS APPROACH MATTERS

Well-founded recommendations

Solutions are assessed against management requirements, operating processes and real-world fit, not only vendor marketing material.

The right delivery capability

Experience across many platforms and business models lets S4 objectively assess each solution and each implementation partner.

Realistic estimates

Scope, timeline and budget are built on implementation experience, helping organizations plan investment and limit cost overruns.

ORGANIZATIONS THAT HAVE TRUSTED S4 CONSULTING

Wall Street English · SSI · EXERA Your Trusted Risk Management Partner · TCL Times Cargo Logistic Co.,Ltd
LifeWear Technologies · AN NHÊN CAFE · MARTèME

FAST & SAVING METHODOLOGY

Fast & Saving: a systematic, transparent and objective selection method

Every selection project follows a process of tightly linked steps. Business requirements, evaluation criteria and weights are agreed at the outset with business, IT and finance teams. Solutions and vendors are then assessed on the same basis, so the organization reaches an investment decision that is well-founded and shared.

01
Define business requirements
Survey departments and standardize business and technical requirements.

02
Build evaluation criteria
Agree criteria and weights before vendors are evaluated.

03
Evaluate solutions and delivery capability
Assess both the software and the implementation team on the same scripts and scale.

04
Consolidate results and analyze risks
Weighted consolidation of scores given by the users themselves, with risk analysis.

05
Recommend a selection
Recommendation report with full evaluation file for Board approval.

PHASE	PARTICIPANTS	DOCUMENTS AND OUTPUTS
01 **RFP, criteria and weights**	Business units, IT, finance and the project team	Standardized requirements list; RFP/RFQ (request for proposal, request for quotation); solution demonstration scripts; criteria and weights
02 **Tender and evaluation**	Project team, key users, vendors	Demonstration minutes, requirement clarifications, assessment of the implementation team and reference checks
03 **Scoring and recommendation**	Project team, leadership	Weighted score summary; consolidated evaluation report and selection recommendation

EVALUATION PRINCIPLES

Every recommendation can be traced and verified

- ✓ Criteria and weights are agreed before vendor proposals are opened
- ✓ Scores are recorded and consolidated transparently by weight
- ✓ Risks and alternative options are fully analyzed
- ✓ A complete evaluation file, ready for investment approval



CASE STUDY · SECURITIES

SSI Securities: from business requirements to an ERP selection decision

Client SSI Securities **Period** 23 Feb 2026 - 29 Apr 2026 **Service** ERP selection advisory

SSI Securities engaged S4 Consulting to design and run its ERP selection process. The goal was a single evaluation basis that would let SSI compare solutions, vendor capability and fit with its long-term management direction objectively.

For a securities firm, selecting ERP is not only about software features. The system must meet financial management requirements and integrate with existing business platforms. The implementation team, integration capability and fit with real processes therefore had to be assessed alongside the technology.

RFP / RFQ | Weighted scoring framework | Solution demonstration review | Selection recommendation

KEY WEIGHTED CRITERIA

Consulting team quality
Hands-on delivery experience and long-term partnership capability

Integration with core business systems
A must-have in financial services

Level of automation
Directly drives operating efficiency and cost

3	~2	1	On
Phases	Months from RFP to selecting the solution and vendor	Criteria and weighting set tailored to SSI	Schedule and committed scope

01 Evaluation criteria and weights were built from SSI's management goals and business priorities.

02 Vendors were assessed through common business demonstration scripts, reducing the risk of solutions that only fit on paper or in prepared demos.

03 The consulting and implementation team's capability was a key weighted criterion, alongside software fit.

04 The ERP selection process was completed on schedule and within the agreed scope.

WHAT OUR CLIENT SAYS

"Truly part of the SSI project team"

> S4 did not work like an external consultant, but truly as part of the SSI project team. S4's commitment, one-team spirit and close support kept us confident throughout the ERP selection process.

Ms. Bui Thi Hong Nhung
Project Director / Deputy Finance Director, SSI Securities (translated from Vietnamese)

> S4's "Fast & Saving" methodology delivered a rigorous, clear and efficient ERP selection process.

Ms. Nguyen Thi Thanh Ha
CFO / Executive Sponsor, SSI Securities (translated from Vietnamese)

PRINCIPLES DRAWN FROM THE SSI PROJECT

Assess the implementation team

A suitable solution is not enough. The experience, expertise and working method of the implementation team directly shape project quality.

Integration is a key criterion

The system must connect with existing business platforms. Integration should be verified during selection, not left until implementation.

Evaluate on real business scenarios

Vendors demonstrate against the same scripts written by the organization, so fit is measured accurately and options are compared on one basis.



Pham Hoang Lac

CEO and Lead Consultant, S4 Consulting

Built and applies the Fast & Saving methodology in S4's selection projects. Leads evaluation direction, system architecture, solution fit, vendor delivery capability and supports clients through negotiation and selection. Has managed ERP projects from both the client side and the implementation side.

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YEARS OF EXPERIENCE

SSI · **PetroVietnam Technical Services** · **Vissan** · **University of Medicine and Pharmacy** · **Hanoi Beer Alcohol and Beverage**



Huynh Ngoc Nu

Co-Founder and Consulting Director, S4 Consulting

Leads the finance and accounting requirements in RFP development, including budgeting, fixed assets, procure-to-pay, cash and bank, tax, financial reporting and Vietnamese localization. Finance and ERP consulting experience in Thailand, Germany and the Netherlands connects international management practice with operating and compliance requirements in Vietnam.

ACCA
15+ YEARS OF EXPERIENCE

S4 CONSULTING

The right technology decision. A solid operating foundation.

S4 Consulting works with organizations from solution selection to Oracle NetSuite and Acumatica ERP implementation.

Fast & Saving - From the right decision to real value.