AMCIS 2014 Call for Papers
Enterprise System Adoption and Business Models

Enterprise Systems (SIG EntSys) Track

Katja Andresen
Beuth University of Applied Sciences
Berlin, Germany
andresen@beuth-hochschule.de

Carsten Brockmann
University of Potsdam
Potsdam, Germany
carsten.brockmann@wi.uni-potsdam.de

Piotr Soja
Cracow University of Economics
Kraków, Poland
eisoja@cyf-kr.edu.pl

J.P. Allen
University of San Francisco, School of Management
San Francisco, CA, USA
jpallen@usfca.edu

DESCRIPTION
Enterprise systems (ES) are extremely complex software packages designed for integrating data flow across an entire company, emerged from earlier MRP, MRP II and ERP systems. Over time, ES have expanded to include more and more areas of an organization’s operations, and have extended organizational boundaries and support interorganizational activities. Today’s enterprise systems are expected to support modern organizations that operate in dynamic and turbulent business environments, compete in global markets, face mergers and takeovers, and participate in business alliances and joint ventures.

Frequently, the adoption of an ES is an enormous challenge for an organization, due to system complexity, organizational context and the people involved in the implementation project. Usually, ES adoption is a long and multi-stage process during which various problems and complications may occur. Moreover, ES adoption projects typically involve a large number of stakeholders representing different departments, various organizational hierarchies, and often external companies operating in various industries. These stakeholders may have conflicting interests, and their own definitions of project success. Overall, ES implementation projects tend to be very unique and challenging endeavors.

Providers of enterprise systems have traditionally relied on strong revenues from maintenance fees, in addition to license revenue. Nowadays, shorter product lifecycles, rising consulting revenues, Open Source Software and SaaS are impacting their business models. ES providers have the challenge of delivering systems which are highly customizable software products, able to fit the needs of a variety of adopters. This might be important since, as prior research suggests, the issue of alignment between ES and adopting organizations is one of the determinants of successful enterprise system implementation.

This mini-track invites papers that examine various aspects related to the determinants of ES success and business models. Both empirical and theoretical papers are invited. The general research questions addressed in this mini-track can be formulated as follows: What are the mechanisms determining successful ES adoption? What are the underlying business models of companies delivering successfully adaptable ES? What kind of business models exist?
SUGGESTED TOPICS

Topics of interest include, but are not limited to:

- motivation and justification for ES adoption,
- alignment between ES and adopting organization,
- barriers and impediments to ES adoption success,
- risk factors in ES adoption,
- critical failure factors for ES adoption,
- critical success factors for ES adoption,
- understanding of ES adoption success,
- evaluation and benchmarking of ES projects,
- multi-cultural and multi-national issues,
- multiple stakeholder perspective in ES adoption and use,
- business model frameworks for ES providers,
- impact of new trends within the software industry on business models,
- business model innovation for standard software companies,
- implications of shorter product lifecycles on business models,
- SaaS related business models,
- open source software related business models.

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