

TOP 10 THINGS TO DO TO EXCEL AT PLATFORM IMPLEMENTATIONS

- 1 Reverse the order of things. Start with a vision, select your implementation partner, move to an architecture, get your data and interfaces right. Only then pick a platform.
- 2 Consider non-functional aspects alongside features and functions, not afterwards.
- 3 Ensure you have real data to populate your ecommerce system under development before you start a project.
- 4 Document and test your interfaces to data before you start developing ecommerce features.
- 5 Pick a partner that has ideas that shape your vision, not one that simply wants to build what you have asked for.
- 6 Work with a partner to select the right platform for your vision – is it cloud-based, a per order line model, or an upfront investment that is recouped over time?
- 7 Ask experiential questions of your platform and implementation partners, not just feature/function ones.
- 8 Keep RFPs simple, or dispense with them altogether and interview and work with potential partners to get to know them.
- 9 Look for platforms that have open interfaces, or break their components up into microservices.
- 10 Look for infrastructure automation and DevOps principles in your implementation partners or cloud hosting.



This is an excerpt from Salmon's authoritative report "The Insider's Guide to Enterprise-level Commerce Platform Delivery". Download the full report [here](#).