

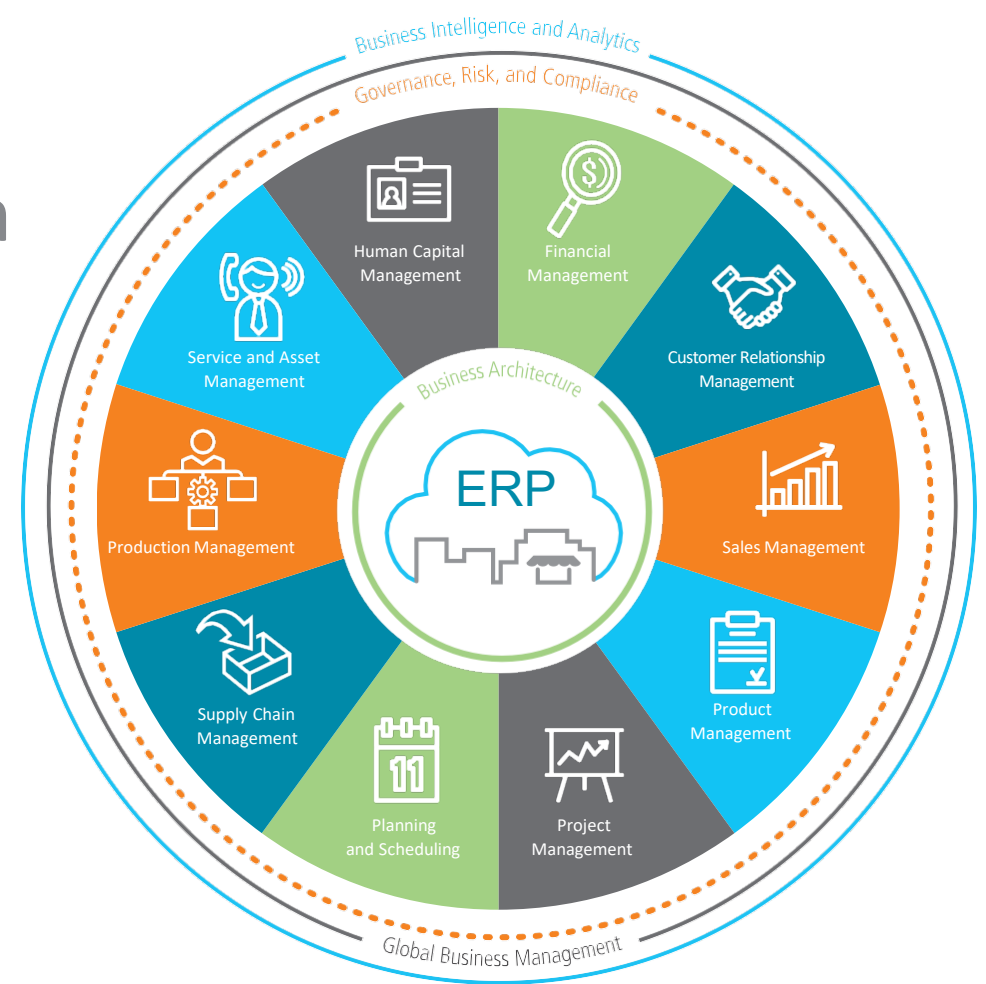
Eight Criteria for Selecting and Implementing an ERP System

Lora Stombaugh, Sr. Territory Manager
10/29/19



What is ERP and Drivers for change?

- ▶ Enterprise Resource Planning
- ▶ Single End to End repository system
- ▶ Growth
- ▶ Unsupported System
- ▶ Outdated System
- ▶ “Failed” Implementation
- ▶ Acquired company
- ▶ Improved Functionality



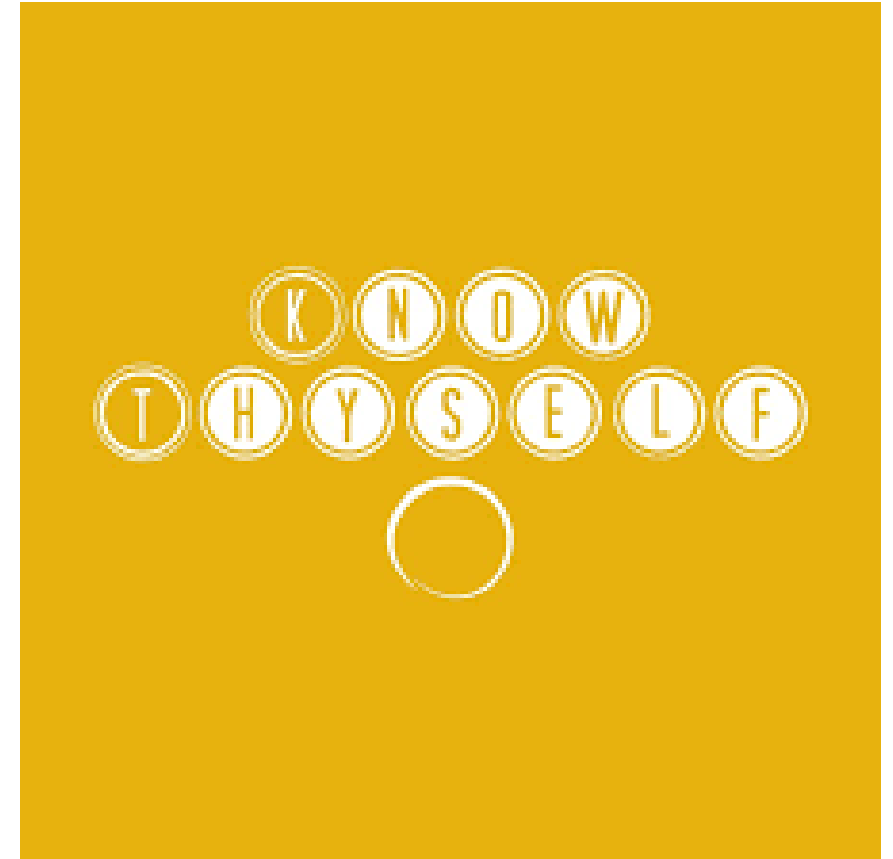
How to Plan

- ▶ What is driving this project?
 - Identify business reasons for change
- ▶ How will you define a successful project
 - Metrics/PBO's
- ▶ Core Team Members
 - Leaders in each department
- ▶ Priority of ERP vs. Competing Projects
- ▶ Timeline Expectations – Cut Over
 - Busy season
 - Vacations/Holidays
 - Fiscal Year
 - Budget season
- ▶ Budget Expectations
- ▶ Evaluation Process
 - Vendors same time



Criteria #1: Know Thyself

- ▶ Basic needs
- ▶ Critical requirements
- ▶ Manufacturer unique
- ▶ Solution Appropriate



Criteria #2: Benefit from (Your Own) Experience

- Look and Feel
- Specific/Differentiate
- Open Minded



Criteria #3: Find the Fit and Address the Rest

- Acceptance
- Work-around
- Third Party
- Change



Criteria #4: Look to the Future

- Scalability
- Continuous Improvement
- Product Roadmap
- Development



Criteria #5: Check the Tech

- Add Tech to checklist
- Technical Resources
- Vision
- Financial Stability



Criteria #6: Vet the Vendor

- ▶ Go to Market Strategy
- ▶ Industry Experts
- ▶ Direct vs Partner
- ▶ Customer Collaboration
- ▶ Professional
- ▶ Customer Support



Criteria #7: Benefit from (Others') Experiences

- ▶ References
- ▶ User Community
- ▶ Training Resources



Criteria #8: It Takes a Village

- ▶ PM
- ▶ Team



Final Thoughts/Q&A

- ▶ Remain Competitive
- ▶ Meet demands
- ▶ Improved worker satisfaction
- ▶ Increase in market share
- ▶ Improved Customer Satisfaction

