

# CASE STUDY

## Enterprise resource planning

*Software evaluation*



### CLIENT BACKGROUND:

An 85 year old company that designs, engineers, prototypes, and manufactures retail fixture, display and signage programs for top national brand marketers and chain retailers. The company is based in New Berlin, WI, has \$25M+ in revenues and 150 employees.

### THE BUSINESS CHALLENGE:

- Operating multiple ERP systems due to acquisitions over the past 10 years
- Existing ERP systems that were dated and had not been upgraded in over 7 years
- Limited use of existing ERP systems resulting in data gaps impacting future system utilization and decision making at all levels within the organization
- Lean but knowledgeable management team resulting in significant time constraints to drive the ERP evaluation process without external resource support

### THE BAKER TILLY APPROACH:

- Identified requirements through interactive process-based discussions
- Confirmed unique business requirements that served as differentiators in the software selection based upon ERP knowledge and insights gained through close engagement with the client's team
- Scored RFP responses and vendor demonstrations allowing for efficient, fact-based decision making by the client

### THE BUSINESS IMPACT:

- Request for Proposal (RFP) and vendor demonstrations accomplished in under 10 weeks
- Process improvement objectives established for future state design
- Clear documentation and understanding of expected future state processes to be used during ERP implementation

### CONNECT WITH US:

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