

# Product supply company finds comprehensive ERP to replace its legacy systems

## SITUATION OVERVIEW

Headquartered in Chicago, this business to business (B2B) product supply company was using Excel and Order Tracker for all of its business processes. Its sister company had recently upgraded to an ERP system and communication between the two companies was difficult.

While the company had little technological communication either internally or with its sister firm, the company was growing by leaps and bounds. It needed to modernize its technology and improve its business processes to continue providing outstanding customer service while meeting increased sales demand.



**Ann Vullo**

Director of Information Services

**PANORAMA FACILITATED WORKSHOPS THAT ENABLED US TO DEFINE AND OPTIMIZE OUR BUSINESS PROCESSES TO ALIGN WITH OUR COMPANY GOALS AND POSITION US FOR FUTURE GROWTH . . . THIS ENABLED US TO MITIGATE OUR RISK AND REDUCED OUR OVERALL COSTS BY IMPLEMENTING OUR SOFTWARE 20% FASTER THAN ANTICIPATED.**

## OUR APPROACH

Panorama helped the company determine the right enterprise software for its current and future needs. Throughout this process, business process reengineering was necessary to increase the company's operational efficiency.

Other activities in the selection process included:

- Defining ERP business requirements, pain points, and opportunities for improvement
- Creating requests for proposal and evaluating vendor responses
- Evaluating the functional and technical features of each software package against the company's business requirements
- Negotiating contract terms favorable to the client
- Defining business processes and workflows in the context of the new ERP system



## THE OUTCOME

The company selected a system based on Panorama's recommendation. The business process management work shaved ten weeks off of the ERP implementation schedule, saving the company hundreds of thousands of dollars.