



Case Study

#2022-03

ERP Selection

Client: Mid-sized Insulation and Abatement Contractor

Duration

May 2022 – August 2022

Client Size

(Annual Revenue)

- \$10M to \$50M
- ◉ \$50M to \$200M
- \$200M to \$500M
- \$500M to \$1B
- Over \$1B

ERP Application:

- Moving from DynamicsGP to Spectrum



Problem

New ownership and management came into this mid-sized contractor running on Dynamics NAV (formerly Navision). It was not implemented well and seemed to lack much of the functionality needed by a contractor. Management was frustrated by the inability to get access to detailed and accurate information on a timely basis. The decision was made to replace NAV. BCG was engaged to assist with selection and implementation.



Unique Challenges

The Company was on an enterprise resource planning (ERP) system that was not originally designed for construction and had limited capabilities in supporting the business processes. Operations was not using the ERP and many business processes were being supported by spreadsheets. The company also had a number of subsidiaries with different types of work performed.



Approach

BCG worked with the various areas of the business to identify key business processes and translate them into 'must have' system requirements. With the business requirements and BCG's knowledge of the ERP market, a down selection of vendors was quickly established. BCG guided the client through the evaluation of the solutions; including development of request for proposal (RFP), demo scripts targeted to client requirements and review of licensing agreements.



Resolution



The client had a list of critical process requirements for each functional area of the company that allowed them to compare each solution against rather than against each other. The client was able to focus on the best ERP fit for their company and confidently make a decision.



Client Testimonial:

From Controller :

"We used Burger Consulting and they really listened to us and our needs. Burger is assisting through the conversion/implementation of our new ERP system. We were able to specify the scope of what we wanted their assistance on and with and they delivered. They know the industry standard with the contracts and pricing etc. They were able to provide us with a road map and suggestions to help us get the best deal possible. Their knowledge on everything we asked of them to do, was worth its weight in gold. I honestly do not think we could have done this as smoothly as this process can be without Burger."



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