

# ERP, CRM & Enterprise Software Package Selection

written by Lauri Moon | November 19, 2021

ERP software systems form the backbone and basis for manufacturing and distribution businesses technology and computing. They represent the largest expenditure on IT assets, yet over the last 2-3 decades, many companies have struggled to fully and successfully implement many of the features embodied in their ERP software. Instead, companies resort to manual means, standalone spreadsheets and Access databases, and other tools to accomplish what was originally intended to be fulfilled by the ERP software. Over 40% of companies report dissatisfaction with their ERP software.

Meaden & Moore's consulting practice will present a framework for manufacturers, distributors, and industrial service providers to make a truly informed selection of a new enterprise software package and identify techniques that will:

- Define a simple, high-level enterprise software strategy and ensure alignment with the business and IT strategy.
- Define goals, objectives, and overall scope for a new enterprise software investment.
- Solicit, gather, and define detailed functional and technological requirements and align them with the enterprise software strategy.
- Identify candidate ERP, CRM, and other enterprise software candidates that best meet the companies' strategy-level and detailed requirements.
- Determine acquisition and long-term ownership costs of the candidates.
- Investigate the candidates and select the most appropriate solution.
- Transition from planning and selection to execution and implementation of the selected solution.

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**Instructor: Scott A. Holter, CPIM, Director of Meaden & Moore Business Solutions.** Scott has spent more than 20 years in manufacturing and technology consulting, working with manufacturers of all types and sizes. He has extensive experience with multiple software applications, not only assisting clients with evaluating and selecting software, but also improving the utilization of existing software. Prior to joining the consulting practice at Meaden & Moore, Scott spent 13 years in industry with companies like Westinghouse Electric and Ferro followed by two small, privately-held manufacturers.