

### The Challenge

Our client distributes car parts worldwide and has operational premises in Hungary, Czech Republic, Slovakia, Romania, Serbia, Montenegro and Ukraine. The company have 500 staff, with a turnover in excess of £700 Million.

The main challenge faced by the company was a lack of experience in the implementation of a complex ERP system across 300 users and six countries.

### The Solution

Having faced off competition from America and Italy, the client commissioned Galena to address the following brief, based on recommended criteria;

#### Executive level evaluation of the offers

- Review the final proposals in detail and ensure that they met the requirements of the business.
- Highlight areas of concern and differences between the quotes.
- Review costs, time scales, project management and approach.
- Recommend the most suitable vendor.

#### Implementation planning

- Overview and recommendations to the suggested way of implementation to be undertaken.
- Review the planned approach by the vendors, identify differences and highlight concerns.
- Recommend the most suitable course of action for the requirements of the client.

#### Identifying key milestones

- What factors would “make or break” the project and monitor them during implementation.
- Review the project plan in detail and identify key milestones and objectives for the project.
- Provide clearly defined outputs for these mile stones in a measurable format.
- Identify the critical success factors for the project and communicate with the project team.
- Contracting vendors: creating and negotiating a deal that best serves the company.

The brief also included an on-going requirement for assistance, after the final selection, with the commercial negotiate of the project.

### The Result

Galena ERP’s client now has greater cohesion between its offices in eastern Europe and the system selection process provided the client with the information, the justification and the structure required to make a confident and commercially informed decision. Their investment in the correct software technology for their business has also reduced the risk of selecting an inappropriate solution, which could have led to significant implementation issues and costly delays. The outsourcing of this activity allowed an impartial analysis to take place and allow the organisation to continue its daily activities with minimal interruption.

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