

Selecting THE RIGHT VENDOR AND SOFTWARE FOR YOUR ERP PROJECT

If you are thinking of hiring Pemeco Consulting to help you select the right ERP software, you're probably wondering why we're the right choice to lead you to your desired future state. When failure is not an option, you have questions. We have answers.

Q. Who are you and what do you do?

A. Pemeco is an award-winning, independent consulting firm that specializes in ERP and enterprise technology transformation projects. We lead our manufacturing, distribution and retail clients into the next phase of their evolution.

Q. What experience do you have helping organizations evaluate ERP vendors and software?

A. We have helped our clients evaluate more than 125 systems, and we have implemented and optimized more than 85 systems. In total, we have managed more than 700 major implementation projects, all successfully.

Q. What separates you from your competition?

A. Most consulting firms in the software selection space do predominantly selection work.

We're different. We're full service and have an unmatched track record in successfully leading companies through the entire transformation lifecycle: future state architecture, technology selection, implementation and optimization.

During vendor selection, our clients lean on us to help them: a) focus on what's important in technology and consultant evaluations, and b) prepare for a big, disruptive implementation project.

Q. What does a typical engagement look like?

A. Each of our ERP selection clients gets a holistic transformation plan that covers program governance, technology selection, implementation readiness, implementation, and post-implementation optimization.

The ERP selection plan and evaluation criteria are rooted in your future-state organizational structure, business process, data, and technology architecture requirements. You will inject our 40 years of experience with more than 125 different systems and 700-plus successful implementations into your evaluation.

Implementation readiness reflects foundational projects designed to prime your organization for a transformative implementation. Readiness projects can include: org structure redesign, warehouse and shop floor industrial redesign, program budgeting, teams and backfilling, data cleansing, and business process optimization and disciplines.

Contract negotiations managed by our on-staff attorney are intended to lower your total cost of ownership, drive a successful implementation, and protect your long-term interests..

PEMECO CONSULTING BY THE NUMBERS

Year founded:

1978

Software systems evaluated:

125

Software systems implemented & optimized:

85

Implementation projects completed:

700

Project failures in 40 years:

Zero

Awards for best ERP consultancy:

20

Countries covered:

19



Your project's success is our mission

Learn More

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www.pemeco.com/resources



Q. How long have you been in the enterprise technology space?

A. We've been helping clients evaluate and implement enterprise software long before these systems were called ERP. We were founded in 1978. Back then, we delivered service bureau services and custom enterprise systems to major multi-nationals and large governments. In the '80s, we transformed into the firm we are today - a pureplay consulting and advisory firm.

Q. How do you measure your success?

A. In a sector that's notorious for unacceptably high ERP implementation failure rates (nearly 70% of ERP projects fail), we've lead more than 700 major implementation projects with zero failures. We bring this unbeatable track record to your project.

Q. Where do you rank among other ERP consulting firms?

A. Last time we looked, we were ranked number one. In 2017, for example, we were awarded Best Global Manufacturing ERP Consultancy by AI Global. That same year, we won the award for Innovation in IT Services Mid-Market by Corporate Vision Magazine. In 2018, we've won several awards for the strength of our leadership and service delivery excellence.

Q. How have you achieved such an unrivalled track record of successful projects?

A. We attribute our success to our people and methodologies.

People: Our project managers, technical consultants and analysts are standouts in their fields, each with an average of 20-plus years of experience with a proven track record of delivering successful projects. They come to us with post-graduate degrees in electrical engineering, systems engineering, e-commerce, computer science, business administration, and law.

Methodologies: Our proprietary methodologies are used globally and are academically rigorous.

Our business assessment and selection methodology became the curriculum of an upper-level systems analysis and design course at Canada's #1 ranked MBA school.

Our implementation management methodology, Milestone Deliverables, is published, used in more than 40 countries, and regularly relied upon to deliver and successfully rescue implementations of all shapes and sizes.

“Pemeco provided structure to the myriad of complex problems with a clear set of prioritized objectives, associated strategies, and a roadmap to get them done. Not only do their very senior consultants know business process, they are extremely adept communicators and managers.

Automated Packaging Systems, Inc.
Senior Vice President of Strategy and Business Analysis

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Trusted by the Best



Your project's success is our mission

