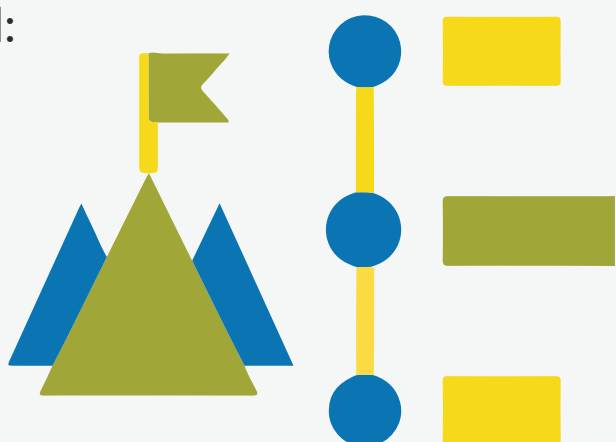


Milestone Deliverables at a Glance

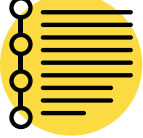
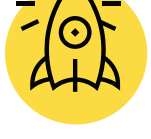


Pemeco’s Milestone Deliverables ERP Implementation Project Management Methodology is the preeminent ERP implementation methodology used in more than 40 countries.

Pemeco’s Milestone Deliverables premise is simple and powerful: If you provide managers and their teams with the ability to measure their project outputs, you will be rewarded with an organizational culture that is focused on deliverables. Our methodology provides a structured approach to project management, organizational change management, process reengineering, training, data migration, and more.



Milestone Deliverables breaks an ERP project down into 13 phases and 14 key deliverables. Each deliverable is strategically associated with a key project milestone. Each of these actionable and measurable “milestone deliverables” acts as a signpost that guides the project team along the path to success.

	PHASES	MILESTONE DELIVERABLES
	1 ● PLANNING Set expectations and establish the foundation for the entire project	● Project and Subsidiary Plans Kickoff Presentation
	2 ● CORE TEAM TRAINING Train the core team to drive mastery of ERP fundamentals, functionality, and technology	● Core Team Training Courses
	3 ● MAPPING Document “as is” and “to be” business processes using maps to illustrate how to perform day-to-day tasks	● Business Scenario Lists Blueprint White Papers Gaps and Issues Database
	4 ● WALKTHROUGH Present the initial business blueprint and “to be” process and technical flows	● Walkthrough Presentations
	5 ● CONFERENCE ROOM PILOT Validate the theoretical business processes presented in the Walkthrough Phase in the new ERP application sessions	● 80% Scenario Scripts
	6 ● DEPARTMENTAL PILOT Introduce new users to the testing process who will revalidate the existing 80% business scenario scripts and write & test the 20% scripts	● 80% Scenario Scripts 20% Scenario Scripts
	7 ● INTEGRATED PILOT & USER ACCEPTANCE TEST Conduct Integrated Piloting (IP) as a final test before cutting over to the production system	● 80% Scenario Scripts 20% Scenario Scripts
	8 ● END USER TRAINING Train end users on the system	● User Documentation & Training Courses
	9 ● MIGRATION Cleanse, transform, and transfer existing data into the files needed by the new ERP application	● Data Migration Plan
	10 ● CUSTOMIZATIONS, INTERFACES, & SPECIAL PROJECTS Develop functions and enhancements not supported by the new ERP application	● IT Specifications for reports, interfaces, customizations, extensions, and forms
	11 ● IT INFRASTRUCTURE Establish the IT infrastructure needed to support the new ERP application and its users	● IT Infrastructure Plans
	12 ● CUTOVER Load remaining data into the production company and balance it with the legacy system	● Cutover Plan
	13 ● OPTIMIZATION Assure adoption, address outstanding gaps and issues, and coach end-users in their day-to-day routines	

The 13 phases and their associated project tasks and deliverables are described in detail in our [book](#), Milestone Deliverables: A Hands-On Approach to Leading Successful ERP Implementation Projects. If you would like to learn more about the full scope ERP and digital transformation services offered by Pemeco Consulting, visit our [website](#) and [contact us](#) today.

ABOUT PEMECO CONSULTING

Pemeco Consulting is a client-side consulting firm singularly focused on delivering successful ERP and digital transformation projects. Since 1978, Pemeco Consulting has delivered more than 700 major ERP implementation and transformation projects with a 100% success rate. As a full-service firm, we help clients select, implement, and optimize more than 140 different technology solutions. Our clients include Epson, Curtiss-Wright, KPMG, Tokyo Electron, Lucid Motors, Yamaha, the World Bank Group, and many more.