

8 Steps to Selecting the Right ERP System

1

Evaluate

Form a committee of top management, functional experts and end-users and get buy-in at every stage of the selection process.

2

Assess

Determine what you're doing well and identify the gaps and challenges that can be solved with ERP.

3

Establish Criteria

Consider features, price, platform and criteria important to your committee. Then rank them as very important, important and less important.

4

Schedule Consultations

Talk to as many ERP vendors as possible—for 10 minutes each—you'll get far more insight than from their website.

8

Check References

Talk to companies who've implemented the systems you're considering and make sure your vendors are as good as they say.

7

Prepare Questions

Ask the tough questions and see whose responses feel right.

6

Make Contact

Visit with the vendors on your shortlist, then set up the presentations and demonstrations.

5

Create a Shortlist

Use your consultation calls to trim your list to 3-5 ERP solutions that best fit your business.

No process is perfect, but these proven tactics take the pain out of picking the ERP that's right for your manufacturing business.