



# ERP BUSINESS BRIEF

A COLUMBUS CONSULTING PUBLICATION





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# MAKING THE CASE FOR ERP REPLACEMENTS

## Key Business Drivers & Benefits

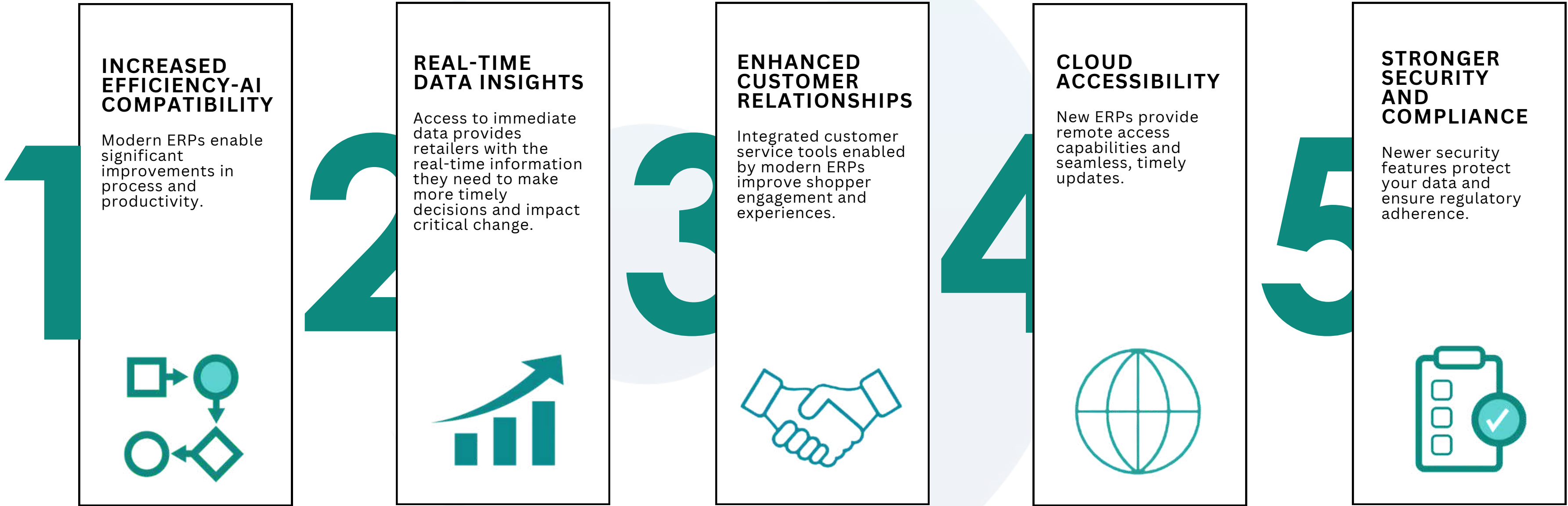


# KEY DRIVERS FOR ERP REPLACEMENT





# KEY BENEFITS FOR MODERN ERP





# THE CURRENT STATE OF ERP SYSTEMS







# CURRENT STATE OF ERPs

## WHY YOU NEED AN ENTERPRISE RESOURCE PLANNING SYSTEM

KRIS MERZ

**“The ERP market size is expected to be near \$50-52 billion this year.”**

Enterprise Resource Planning (ERP) systems have come a long way since their origins in the 1960s. The first Material Requirements Planning (MRP) system, developed by IBM for a manufacturing client, set the stage for broader adoption. Over the following decades, these systems evolved—first into Material Resource Planning (MRP II) in the 1980s, enabling more sophisticated production scheduling, and later into full-scale Enterprise Resource Planning (ERP) solutions in the 1990s. The term “ERP” itself was coined by Gartner, recognizing that these platforms could extend beyond manufacturing to support business operations across industries.

By the late 1990s and early 2000s, ERP systems began migrating to the cloud, lowering barriers for smaller businesses to implement enterprise-grade solutions. Over time, ERPs expanded their capabilities, integrating with front-office applications such as Customer Relationship Management (CRM), e-commerce, and marketing automation, as well as back-end functions like Supply Chain Management (SCM) and Human Capital Management (HCM).

Today, ERPs are critical for managing business operations resulting in the ERP market size expected to be near \$50-\$52 billion annually by 2025. However, many businesses are operating on ERP systems that are 15 years old or more. With rapidly evolving business needs, especially in industries like retail, companies are increasingly evaluating the benefits of upgrading to modern ERP solutions. While replacing an ERP is a complex and resource-intensive endeavor, it is often driven by critical business needs and the potential for significant operational improvements. In this article, we’ll explore the key factors prompting ERP replacement and the benefits of adopting a modern system.

### Key Drivers for ERP Replacement

- 1. Aging and Outdated Technology:** With many companies operating on ERP systems implemented many years or even decades ago the technology has become difficult and costly to support and the skills needed to support them are increasingly hard to find.
- 2. Scalability & Flexibility:** As businesses expand into global geographical locations, business and product lines their transactional volumes increase and their operational needs become more complex. These older ERP systems lack modern features and the scalability to efficiently support the businesses’ needs.
- 3. Integration Challenges:** Businesses today operate on a suite of different systems often requiring effective and reliable integration of data between them. Older ERPs often lack the ability to fulfill this need. With data being the center of operations this is a significant challenge to those with legacy ERPs.
- 4. Lack of Software Vendor Support & High Maintenance Costs:** Businesses will demand enhancements to older technology as their needs evolve requiring costly customizations but more of a concern is that software vendors will phase out support leaving companies vulnerable to security risks and operational disruptions.
- 5. User Experience Challenges:** Associates struggle with the complex and unintuitive user interface of legacy ERPs causing productivity impacts as well as turnover.





# CURRENT STATE OF ERPs

## WHY YOU NEED AN ENTERPRISE RESOURCE PLANNING SYSTEM

### Benefits of a New ERP System

- **Increased Efficiency** – The greatest benefits of a modern ERP system is the increased efficiency that is often achieved with its implementation. Between 92%-95% of companies who implemented a new ERP saw process and productivity improvements due to the capabilities not present in legacy systems such as workflow automation and artificial intelligence (AI) that reduce manual tasks.
- **Real-Time Data Insights** – With access to real-time advanced data insights, businesses can make informed decisions quickly while providing critical data needed for strategic planning.
- **Enhanced Customer Relationships** – By providing accurate data, automated notifications, and integrated customer service tools, customer have an improved experience with your business.
- **Cloud Accessibility** – Remote access capabilities support both flexibility and business continuity.
- **Stronger Security & Compliance** – Advanced security features protect data and ensure regulatory adherence.

### Advice for a Successful ERP Implementation

ERP implementations are inherently complex, costly, and resource intensive. Without sufficient funding and the right expertise, they have a failure rate exceeding 65%. To increase the chances of success, companies must allocate their top talent—not just those who happen to have availability. This requires careful planning before the project begins, ensuring critical roles are either backfilled or their workloads are redistributed.

One of the most common mistakes in ERP implementations is failing to recognize this as a transformation opportunity. When organizations attempt to replicate their existing processes within a new ERP, they risk turning their modern system into a more expensive version of their old one. Effective change management is essential to maximize the benefits of the new platform.

In most cases, ERP failures are usually not due to software limitations but rather how the system is implemented. A well-planned approach, supported by the right people and a commitment to transformation, with appropriate funding is key to a successful ERP deployment.

### Conclusion

Replacing an ERP system is a major decision, but for many companies, it's a necessary step to remain competitive and efficient as their business evolves. Whether driven by technological limitations, scalability and flexibility concerns, or the need for better integration, modern ERP solutions provide significant advantages. **By investing in a new ERP system, organizations can unlock greater efficiency, enhanced decision-making, and a stronger foundation for future growth.**





# EXECUTIVE ROUNDTABLE







# TRANSFORMATION

IS IT TIME TO TRANSFORM YOUR BUSINESS? ERP SYSTEMS ARE MORE CRITICAL THAN EVER

KATRINA MOSSMAN

For many retailers, their **Enterprise Resource Planning (ERP)** solutions are so old they're no longer receiving maintenance or upgrades, or it is so heavily customized it doesn't support their business goals. For others, their business model has changed and the ERP just can't keep up. We see many retailers looking to change their ERP solution. **Implementing a new ERP system can have a transformational impact in several critical ways:**

## 1. Streamlined Operations

- Inventory Management: Automate inventory tracking to ensure accurate stock levels while reducing waste.
- Order Processing: Automate routine tasks like order processing and invoicing, while reducing manual errors and improving efficiency.
- Payroll and HR Management: Provide self-service HR processes, allowing your team to focus more on strategic initiatives.

## 2. Data-Driven Decision Making

- Centralized Data Management: Consolidate data from different departments, allowing for real-time access to information.
- Analytics and Reporting: Leverage the analytics generating insights from various data sources, while optimizing inventory levels, identifying trends and managing business through KPIs.

## 3. Supply Chain Optimization

- Supplier Management: Manage supplier relationships and performance to ensure better negotiation and collaboration, leading to cost savings.
- Demand Forecasting: Use historical sales data and market trends to forecast demand accurately, minimizing inventory issues.

## 4. Flexible Solutions

- Tailored Modules: Select ERP functionality that addresses your specific needs and are configurable, allowing you to focus on capabilities that are most beneficial for your operations.
- Integration with Third-Party Applications: Ensure your ERP can integrate with other tools and platforms to create a seamless operational environment.

**“Implementing a new ERP system can have a transformational impact.”**



# TRANSFORMATION

As a former CIO, I know the importance of identifying the value proposition associated with any technology change. Here are a few to consider for ERP:

**Adaptability:** Choose an ERP system that can scale as your business grows, including the flexibility to adjust to changing business needs and support the expansion into new markets or product lines.

**Continuous Improvement:** Implement a culture of continuous improvement by using ERP insights for ongoing refinement of processes and strategies.

**Cloud Solutions:** Moving from on-prem to a SaaS solution, you will always be current with industry standards and eliminate the headache of major system upgrades.

## Transforming retail through ERP systems can lead to increased efficiency and more informed decision-making.

It's crucial to choose an ERP based on the specific needs of your business, to ensure successful implementation and maximization of resources. Collaboration between IT and key business partners during selection and implementation will further enhance the value proposition of the ERP, ultimately leading to transformative results in your retail operations.







# BUSINESS VALUE

## UNDERSTANDING THE BUSINESS VALUE OF INVESTING IN ERP SOLUTIONS

JOHN ZAVADA

In my years as retail CIO across many retail concepts, the discussion with CEO's, CFO's, and Chief Merchants on decisions to replace their ERP solution were often expressed as the open heart surgery or the necessary evil initiative on the innovation strategic roadmap.

**While historically ERP replacement initiatives have been difficult, expensive, and time consuming, the critical need for an ERP initiative to address performance, scalability, capability, compliance, cost-efficiency, and evolving business model challenges cannot not be ignored.**

Often retail executives are faced with outdated technology resulting in poor integration capabilities, analytical constraints, digital and omni enablement challenges, and data challenges limiting AI and other insight opportunities. High total cost of ownership is also a major factor as older ERPs require expensive maintenance, licensing, 3rd party maintenance, and often a unique and expensive IT skill dependencies.

In recent years, the ERP implementation success rates have greatly improved and a better understanding of realized business value with the investments of time and money have become much more clear including...

**“Decisions to replace the ERP solution were often expressed as the open heart surgery on the strategic roadmap.”**



# BUSINESS VALUE

- **Operational Efficiency** – Process automation, streamlined and configurable workflows, and reduced manual tasks and bottlenecks.
- **Cost Savings** – Lower maintenance costs, reduced IT overhead, and optimized resource IT utilization drive cost efficiency.
- **Opportunity benefits & ROI** – Enabled and unlocked capabilities beyond the core ERP platform that are more easily and quickly implemented providing faster and maximized benefit realization.
- **Better and More Timely Decision-Making** – Real-time analytics, data integration, and elimination of data silos improve business insights.
- **Flexibility, Scalability, & Growth** – Modern ERPs support expansion, international operations, and dynamic and cost-effective cloud scalability.
- **Enhanced Compliance & Security** – Built-in regulatory compliance, security enhancements, and audit-ready documentation mitigate risks.
- **Improved Customer & Employee Experience** – Faster response times, better productivity, improved adoption, and mobile accessibility enhance engagement.
- **Competitive Advantage & Innovation** – AI, IoT, and retail-specific enhancements enable businesses to stay ahead and looking to the future.

**Ultimately, replacing an ERP is a significant investment, but it results in lower costs, improved efficiency, better decision-making, and better long-term business scalability and agility.**







# CHANGE

## THE IMPORTANCE OF CHANGE MANAGEMENT AND NEW ERP SYSTEMS

KATE GORMAN

An Enterprise Resource Planning (ERP) system can greatly enhance productivity, streamline processes, and improve data accuracy. The success of an ERP implementation is a combination of new technology, new processes and how well organizations adopt the new solution and adapt to the change.

**ERPs are powerful tools driving efficiency and growth, but without effective Change Management, even the best ERP implementation can fail to meet expectations.**

As a matter of fact, a significant number of projects fail (with estimates suggesting over 65%) due to a lack of effective change management. This is often attributed to inadequate stakeholder engagement, poor communication, and a failure to address the "people side" of change, leading to delays, lower employee morale and productivity, as well as budget overruns.

**Some value points for including Change Management (CM) in your implementation process:**

- Provides better communication throughout the organization and ensures key stakeholder involvement from the very beginning of the implementation process
- Minimizes resistance to change within the organization and increases end-user adoption
- Creates a smoother transition to the new solution and helps to reduce any delays related to lack of awareness or ineffective training

The role of CM is to see the change through the eyes of the user, those whose day-to-day work will change through implementing new systems. CM strives to understand 'how' it changes, 'what' and 'why' to be able to prepare the users, so they can be successful in working in the new system.

**“Successful CM takes a phased approach through the life of the program.”**





# CHANGE

**Successful CM takes a phased approach through the life of the program beginning with Assessing the Change, then Preparing for the Change and Managing the Change.** Each of the phases has a distinct objective and set of deliverables that prepare users and their leadership for the ERP journey and new ways of working.

One of the biggest challenges in implementing a new solution is low adoption rates. They are most often caused by users not knowing what they need to ‘start, stop and continue’ as they transition to working in the new system. Building this understanding through the phases of CM ensures that as systems cut over, users have a clear understanding of the process they will follow and are fully trained on the functionality of the new system and most importantly, clear on which current day process/tools to stop working in.

**To ensure the success of your Change Management initiative, it’s also important to remember the following key factors:**

- **Following the “3 Cs” - Clarity, Communication and Commitment – throughout the implementation**
- **Identifying and addressing any cultural impacts**
- **Providing training and support throughout post implementation**

CM underpins the success of ERP implementation by protecting business continuity through all levels of the organization and providing a better understanding of their role in the implementation. CM can help with the adoption of a new solution and maximize the benefits, while minimizing any disruption to the business. Retailers need to proactively address the human factors, such as resistance to change, proper training, and clear communication. This will assist companies in successfully implementing a new ERP and better prepare the business to achieve its long-term goals.







# SELECTION

## ERP SELECTION PROCESS

KRIS MERZ

When the decision has been made that a new ERP solution is needed, the journey toward finding the best fit begins with a clear strategy and a well-defined process. A successful ERP selection process starts by aligning your business objectives with the capabilities of potential ERP systems, ensuring that the final choice not only meets today's requirements but also scales for future growth.

### Define Objectives and Build a Team

The first step is to clearly define what you want to achieve with a new ERP solution. What problems are you trying to solve? Next, assemble a cross-functional team that includes representatives from across the business, including any department that will be impacted. This team will be responsible for gathering requirements, evaluating solutions, and advocating for their department's needs throughout the process.

### Gathering and Prioritizing Requirements

Next, conduct a thorough needs analysis. What capabilities does the business need – current and for the future? What are the current pain points and opportunities for improvements? Engage with stakeholders to document both functional and technical requirements. Prioritize these requirements based on business impact. This exercise not only clarifies what features are essential but also lays the groundwork for future discussions with vendors, ensuring the proposed ERP aligns with your strategic objectives.

### Market Research and Shortlisting Vendors

With a clear set of requirements, begin your market research. Investigate ERP vendors that specialize in your industry and have a track record of successful implementations. Create a shortlist of vendors who can potentially meet your needs. Request detailed proposals via a Request for Proposal (RFP) that utilizes the defined requirements. Conduct preliminary evaluations and scoring to assess how each solution addresses your prioritized requirements. Based on scoring from the RFP, determine which vendors will move forward in the selection process.

**OBJECTIVES  
REQUIREMENTS  
RESEARCH  
EVALUATION  
DECISION**



# SELECTION

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## Evaluation, Demonstration, and Reference Checks

Once you have a shortlist, invite vendors to provide live demonstrations of their systems. Use these sessions to see the software in action, ask detailed questions, and evaluate ease of use and integration capabilities. Perform reference checks by speaking with current users of the system to learn about their real-world experiences. This phase is critical for validating claims made by vendors and assessing the potential for a smooth implementation.

## Decision Making and Future-Proofing

Finally, weigh all the gathered information against your business objectives and budget constraints. It's essential to adopt a structured scoring system that objectively compares each solution. This approach not only ensures you're selecting the right ERP but also builds confidence that your chosen solution will support the evolving needs of your organization.

**By following these high-level steps—defining objectives, gathering requirements, thorough market research, detailed evaluation, and structured decision making—you can be confident in picking an ERP system that truly aligns with your business's long-term vision and operational goals.**







# DATA & ERP

## THE IMPORTANCE OF GOOD DATA AS A PREREQUISITE TO AN ERP IMPLEMENTATION

ROBERT FEUERMAN

### ERP PARTNERSHIPS

Data and technology... especially in the implementation of a new ERP solution... go hand in hand.

**Within every retailer's enterprise, data and technology should be equal partners.**

IT and Operations are also partners in the management of data. While IT is responsible for securing data, architecting it, integrating it, and readying it for use, the business owns the data standards. Clear direction on what the data must do and the rules for supporting the intended use cases are needed to ensure there aren't any data gaps.

### MASTER DATA & DATA READINESS

Merchandise master data is a retailer's universe. Yet, we find that many retailers don't have a standard data model or solid data strategy in place. To support continued growth, retailers need to think about data differently than they have in the past.

**Data readiness needs to be front and center for any enterprise initiative**, such as the implementation of a new ERP solution. Discussions on data conversion or migration, should be elevated to the topic of data readiness. Having clean reliable data better enables AI, analytics and other features within the new ERP solution, ensuring you get the most from your investment. Implementing a new ERP is also a good time to rationalize item and vendor info, as well as to clean up merchandise hierarchies that no longer fit with your business.

**“Data readiness  
needs to be front and  
center of any  
enterprise initiative.”**



# DATA & ERP

## DATA ENABLES ERP

When you ensure your data is ready for a new ERP, it provides your organization with better transparency. Taking the tribal knowledge that has been built over the years and democratizing it across the organization improves data access for all and removes any possible points of failure in analysis or decision-making.

**Data is the most valuable element within a retailer's technology environment, but it is often the most under invested area.**

## TRANSFORMATION BUILDING BLOCKS

Whether you are a grocery, home goods retailer or a luxury brand, the pain points related to bad data and the processes involved in establishing clean data and maintaining it are the same. Developing and executing a data strategy isn't overly complicated, but it can be complex. Retailers need to consider data as part of their transformation strategy and incorporate it as part of their ERP plans and overall transformation roadmap. Like everything else, building and securing the cornerstones first will ensure a strong business foundation that is solid and scalable.







# IMPLEMENTATION

TOP CONSIDERATIONS BEFORE, DURING AND AFTER IMPLEMENTING AN ERP SYSTEM

JOHN PHILLIPS

**While many retailers recognize the importance of enterprise resource planning and how integral the system is to the entire organization, they are often at a loss on how to conduct an efficient and effective implementation plan for upgrading/replacing their current or legacy system.**

After years of both brand and consulting experience focused on ERPs, I know the key considerations retailers need to address before, during and after implementing their new system.

## BEFORE

Once you have made your ERP selection, the next step is to plan the implementation and it's essential to work either with the vendor that's been selected or with an implementation partner. It's rare that a company can implement an ERP system in one phase, normally it's a multi-year implementation plan that needs to be defined. There are many considerations that need to be thought out, some of the critical ones are:

**Project Resources:** Can the business dedicate resources to the project i.e. Subject Matter Experts for design, data validation and testing phases? What's the resource availability and skill set of IT to work on data mapping, conversion and integrations? Is there a Project Management Office and are there strong project managers/leads that can manage concurrent work streams? Does the business have change management and training resources and are they capable and available to work on the project? The implementation partner should have completed a RACI matrix prior to selection that defines roles and responsibilities that can be further detailed during implementation planning. Keep in mind the resource plan for the implementation partner and or 3rd party consulting - all should become part of the RACI.

**“It's rare that a company can implement an ERP system in one phase, normally it's a multi-year implementation plan that needs to be defined.”**



# IMPLEMENTATION

**Budget:** Based on the RACI Matrix, do you have the budget to fill in the gaps that your business and IT can't meet? Hopefully this has been thought out at least from a high level perspective before kicking off the selection process but reality starts to set in when detailed planning occurs. Timing of on-boarding resources can be built into the RACI Matrix that should align when workstreams plan to start up and when environments/instances of systems need to be set up and used. Stems inclusion: A detailed systems diagram should have been created and presented in the RFP process and once a vendor has been selected, validation of systems inclusion, systems that will be sunsetted and an integration plan should be created or updated with vendor input.

**Risk:** If a new ERP system is mission critical to maintaining the business or growing the business, the risk could be very high and you may not be able to take a longer phased path forward (12-24 months on average). If there is low risk and time is on your side, then a phased approach can present a better option.

**Project Governance:** Before you begin any implementation, you must establish a strong cross-functional steering group with active and engaged top-down leadership. A Project Leadership team or Governance team is also a good idea to have to address decisions, issues and actions before escalation to the Steering Group. Status reporting and daily update sessions are needed but be mindful the project team has ample time to get work done.

**Other tips:** Make it easy for the team to access project documents and artifacts using Sharepoint or other tools. Establish a chat tool to ease communications and set meeting rules such as always having an agenda, publishing notes and actions, being on camera during remote sessions to ensure teammates are paying attention etc.

## DURING

It's critical for project leadership to slightly pause at the quarter mark or sooner and complete a health check on your progress and be prepared to pivot or reset if needed.

The purpose of monitoring progress throughout the implementation is not to push ahead, but to minimize risk of resource issues, from errors or oversights before they scale too greatly.





# IMPLEMENTATION

## A health check should consider:

- How is the project treading on the timeline? Are you hitting targets or extending them? Is the team aligned including your implementation partners.
- How is the budget tracking? Is it on track or is the burn rate more than expected and needs some adjustments?
- Conduct a resource review. This should be done at all levels and if there are concerns it should be addressed immediately.
- Strategy review, look at all components of the strategy/plan that is in progress and tweak it or pivot as needed. Pay particular attention to data mapping/conversion, integrations and design processes (work sessions, conference room pilots, design work) as these can have drastic impacts to the project timeline and budget if not moving in the right direction.
- Check your communication plan to ensure what you are doing is working. If you have multi-divisions or banners, make sure everyone is aligned to the project scope, timeline, status etc.

## Other helpful tips:

- Create a “cutover” early in the project and just post or log cutover tasks as the team comes across them. Formalize the plan as development comes to an end and testing begins.
- Be mindful that many ERPs fall to “project weariness” as the project potentially gets extended. Pivoting to a phased approach to get some “wins” may help or pause the project for a short recharge break.

## AFTER

Like many systems, ERP is an evolution and will need to be enhanced and addressed as the business scales and changes. If you select the right ERP for your long-range plans, you will have a solid foundation to grow. But once you conduct an implementation of a new or enhanced system, be sure to plan for the post go live period with support and care. Make sure you have the appropriate subject matter experts at the ready, have training sessions lined-up and schedule a post project review—a final health check to consider what went right and what needs improvement. The effort may seem daunting, but a carefully planned ERP implementation will ensure a more seamless path and yield long-term scalable benefits for the organization.





# INFRASTRUCTURE

## WHY INFRASTRUCTURE IS THE KEY TO GROWTH

LEN JACARUSO

**Enterprise Resource Planning (ERP) systems are the foundation of modern business operations, streamlining everything from finance to supply chain management.**

But having the right system alone will not ensure your success. A well-structured infrastructure is crucial to ensure your ERP runs efficiently, securely, and at scale. The right infrastructure supports seamless data flow, system performance, and business growth while minimizing downtime and security risks. Infrastructure is defined by how the system works, how it performs and how it is protected.

**Here are some key infrastructure considerations for your ERP system:**

### **Deployment Models - pros & cons**

- Cloud ERP: Scalable and low maintenance, but reliant on internet connectivity.
- On-Premise ERP: Provides more control but requires higher upfront costs and IT management.
- Hybrid ERP: Combines both approaches for flexibility and business continuity.

### **Performance & Scalability - benefits**

- A fast and optimized database (SQL-based) ensures smooth transactions and reporting.
- Load balancing and network reliability prevent slowdowns and system crashes.
- Integration capabilities with CRM, HR, and eCommerce systems enhance efficiency.

**“A well-planned ERP infrastructure enhances efficiency, security, and business agility. Whether cloud-based, on-premises, or hybrid, choosing the right infrastructure will impact long-term success.”**





# INFRASTRUCTURE

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## Security & Compliance - must haves

- Implement role-based access control (RBAC) to protect sensitive data.
- Utilize data encryption and regular updates to mitigate cyber threats.
- Ensure compliance with GDPR, HIPAA, or industry-specific regulations to avoid legal risks.

**A well-planned ERP infrastructure enhances efficiency, security, and business agility. Whether cloud-based, on-premises, or hybrid, choosing the right infrastructure will impact long-term success.**





# SECURITY

## HOW TO KEEP YOUR ERP SECURE: ESSENTIAL TIPS FOR DATA PROTECTION

LEN JACARUSO

ERP systems store critical business data (financials, HR records, customer details). Security breaches can lead to financial loss, compliance violations, and reputational damage. Businesses must proactively secure their ERP systems against cyber threats. In our digital economy, this has never been more important to not only protecting your business, but the rights and privacy of your employees and customers. Part of the assessment, selection and implementation of a new or enhanced ERP system should come with a plan on how to protect it from current and future threats. Having a chief security officer or a C-suite member who is assigned and well-versed in cyber security is a first step. Regarding the proactive protection of your ERP, however, needs to include some critical considerations and measures.

### 3 Key ERP Security Measures

#### 1. User Access & Authentication

- Use Role-Based Access Control (RBAC) to restrict permissions.
- Require Multi-Factor Authentication (MFA) for added login security.

#### 2. Data Protection & Encryption

- Encrypt data at rest (AES-256) and in transit (TLS/SSL).
- Regularly update and patch ERP software to fix security vulnerabilities.

#### 3. Threat Monitoring & Compliance

- Implement real-time monitoring for suspicious activity.
- Ensure compliance with GDPR, HIPAA, SOX, or PCI-DSS, depending on industry.
- Conduct regular backups and test disaster recovery plans.

ERP security is essential for data integrity, compliance, and business continuity. Companies should audit their ERP security practices regularly, not just at implementation.

New threats arise regularly and security must be a part of the new business norm.





TAKE OUR COMPLIMENTARY  
ERP HEALTH QUIZ HERE

Find out if your ERP system passes the test. Take our system health check below.

First Name  required Last Name  required

Email  required Company  required

Does your ERP offer roadman?

Does your ERP support business growth and future  required

Does your ERP meet business requirements?  required

Does your ERP have hardware? Are resources  required

Does your ERP use stable and scalable technology?  required

Does your ERP allow for expanded integration with new technologies and future unknowns?  required

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# NEED ASSISTANCE WITH YOUR ERP?

Selecting and implementing a new ERP system may be on your to-do list, but it may not be something you're looking forward to. You're not alone. ERP projects can be complicated and deciding where to start might feel overwhelming.

**As former retailers, we understand the transformational journey you're about to undertake.** We've been there, done that. Our experience includes most of the major ERP solutions on the market. So, we can quickly help you define a targeted list of viable vendors to consider. Our capabilities encompass not just selection and implementation, but also change management, to make sure you get the most out of your new ERP.

**Looking for some assistance with your ERP project or just need some quick insights to get you started?** The team here at Columbus Consulting is ready to lend a hand. Reach out and let us know how we can help. Discover our unique retail perspective by visiting our website at: [www.columbusconsulting.com](http://www.columbusconsulting.com)

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