# Dossier: RAZOR ERP, LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,714.00

**Award Date:** 2023-05-02

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

RAZOR ERP, LLC specializes in providing comprehensive, cloud-based Enterprise Resource Planning (ERP) software solutions tailored for the defense industrial base (DIB). Their core mission is to modernize and streamline the operational and financial management processes of defense contractors, helping them achieve compliance with stringent government regulations, improve efficiency, and reduce costs. RAZOR ERP aims to solve the challenges of fragmented data silos, manual processes, and outdated systems that hinder the agility and competitiveness of DIB companies. Their unique value proposition lies in offering a purpose-built ERP platform that seamlessly integrates project management, accounting, manufacturing, supply chain management, and quality control, all within a secure, FedRAMP-authorized environment designed to meet the specific needs of the defense sector, particularly as it pertains to Cybersecurity Maturity Model Certification (CMMC) compliance.

**Technology Focus:**

* RAZOR ERP offers a modular, cloud-based ERP suite built on Microsoft Dynamics 365 Business Central. Modules include Project Accounting, Government Contract Compliance, Manufacturing Execution System (MES), Supply Chain Management, Quality Control, and a robust cybersecurity module focused on CMMC readiness.
* The platform provides real-time visibility into critical business data, enabling data-driven decision-making. It offers features such as automated reporting, budgeting, forecasting, and advanced analytics, all designed to meet the unique reporting requirements of government contracts (e.g., cost accounting standards).

**Recent Developments & Traction:**

* In November 2022, RAZOR ERP announced a strategic partnership with Boecore, a national security engineering and integration company, to enhance its CMMC consulting and implementation services.
* In March 2023, RAZOR ERP released an updated version of their platform with enhanced CMMC features and improved integration with Microsoft Teams for collaborative workflows.
* In July 2023, RAZOR ERP was recognized as a "Top ERP Solution for Government Contractors" by a leading industry publication.

**Leadership & Team:**

* CEO:\*\* Michael Knauff (Extensive experience in ERP implementation and consulting, specializing in the DIB sector).
* CTO:\*\* Information not publicly readily available.

**Competitive Landscape:**

* Deltek:\*\* A major player in the government contracting ERP market. RAZOR ERP differentiates itself by focusing specifically on the unique needs of smaller to mid-sized DIB companies and offering a more agile, cloud-native platform compared to Deltek's more complex and often on-premise solutions.
* Unanet:\*\* Another ERP provider serving government contractors. RAZOR ERP differentiates itself through its close integration with Microsoft Dynamics 365, offering a familiar user interface and seamless integration with other Microsoft products.

**Sources:**

1. [https://razorerp.com/](https://razorerp.com/)

2. [https://www.boecore.com/razor-erp-and-boecore-announce-strategic-cmmc-partnership-to-provide-unparalleled-cybersecurity-solutions-for-the-defense-industrial-base/](https://www.boecore.com/razor-erp-and-boecore-announce-strategic-cmmc-partnership-to-provide-unparalleled-cybersecurity-solutions-for-the-defense-industrial-base/)

3. [https://www.dynamicscommunities.com/communities/community-home/digestviewer/viewthread?MessageKey=0cfb70b2-34c5-476d-9870-37c48a5a8f98&CommunityKey=aa95b3b7-05c5-406f-99fa-11955e1af7c9](https://www.dynamicscommunities.com/communities/community-home/digestviewer/viewthread?MessageKey=0cfb70b2-34c5-476d-9870-37c48a5a8f98&CommunityKey=aa95b3b7-05c5-406f-99fa-11955e1af7c9)