

ERP VENDOR SELECTION

BACKGROUND

Endothon Inc., a global manufacturer of seating and aircraft accessories, faced challenges with its outdated Epicor ERP system. To remain competitive, the organization required a transition to a modern SAP-based ERP within ten months, supported by an outsourcing strategy.

OBJECTIVE

Identify the best outsourcing partner capable of implementing a scalable, secure, and compliant ERP system while balancing cost, risk management, and international expansion needs.

APPROACH

- Vendor Analysis: Compared proposals from Bullzai Ltd. and Synesthor Ltd.
- Evaluation Criteria: Governance frameworks (CoBit 5, ISO 20000), system security (AES-256 encryption, SOC 1 & 2 compliance), knowledge transfer.
- Risk Considerations: Cultural, security, and international compliance (EAR regulations)

KEY FINDINGS

- Bullzai Ltd.: Strong methodology but lacked cost transparency and cost detail.
- Synesthor Ltd.: Strong global experience, structured methodology, detailed SLA, strong training, but lacked long-term budgeting specifics.

OUTCOME & RECOMMENDATIONS

- Selected Synesthor Ltd. with conditions for five-year cost plan and stronger compliance.
- Negotiation strategy: Problem-solving (per Malhotra's framework).
- Cross-cultural training & ITIL certifications to ensure adoption success.

VALUE & SKILLS DEMONSTRATED

- IT Project Management
- Vendor Selection
- ERP Implementation Strategy
- Risk Assessment
- Compliance
- Negotiation
- Stakeholder Management
- Cross-Cultural IT Project
- Communication



CONCLUSION

This project demonstrates my ability to bridge technical analysis with strategic decision-making, delivering practical IT solutions that align with business goals.



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DFW Metropolitan Area