

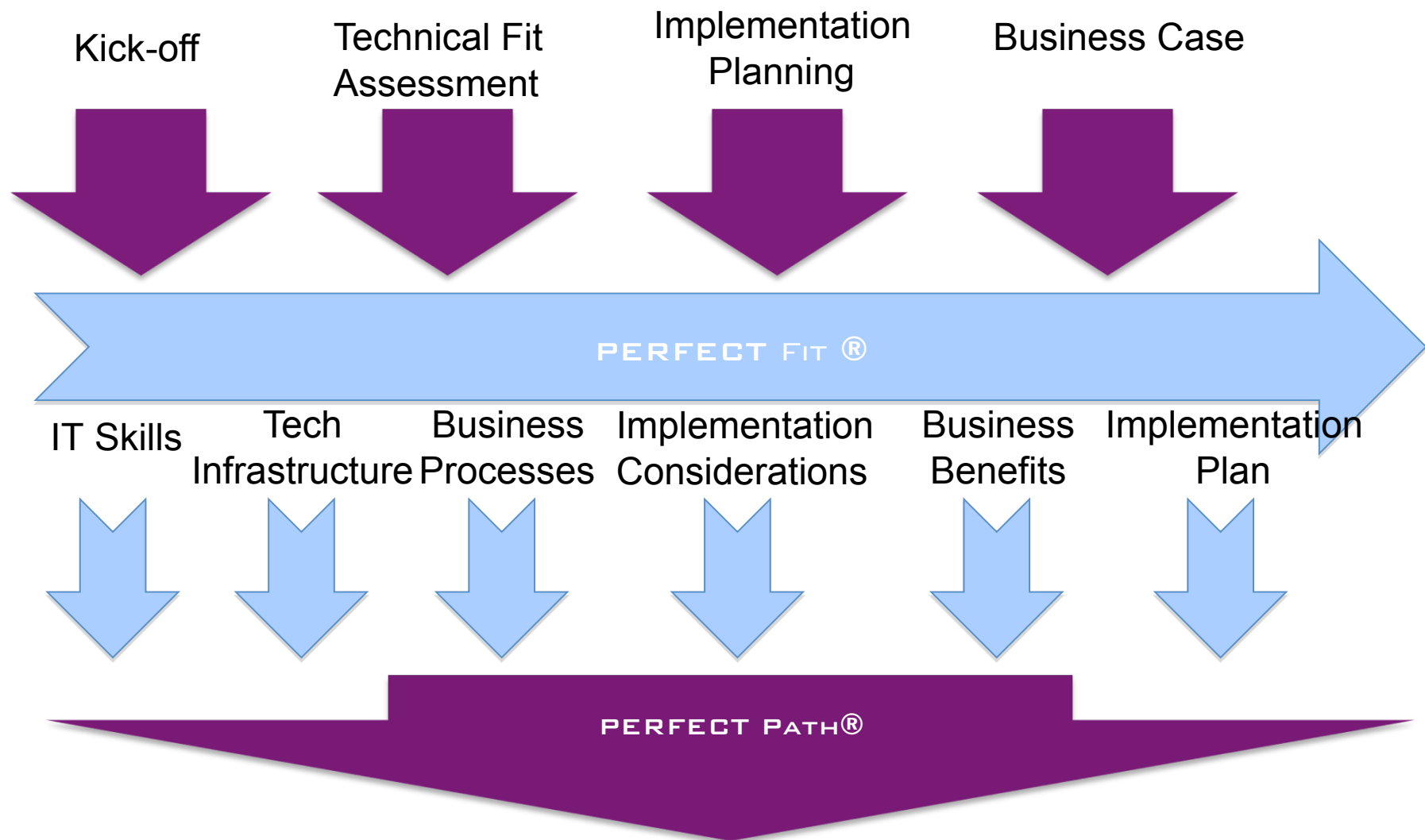
PERFECT PATH®

ERP Implementation Overview

Insight. Momentum. Results.

Leveraging Panorama's **PERFECT PATH®** methodology will maximize benefits realization from your ERP implementation.

Integrating Implementation with Selection



Panorama's **PERFECT PATH**® ERP Implementation Framework



Panorama's Proprietary Implementation Tools

- Business System Implementation Plan
- Risk Management Plan
- Business Process Optimization
- Training Management
- Conference Room Pilot Roadmap

Value of Panorama Methodology

- Superior ERP strategic and operational fit
- Lower business risk
- Optimized total cost of ERP investment
- Proven tools provide accelerated approach
- Leverages industry experience & best practices

ERP Implementation Overview

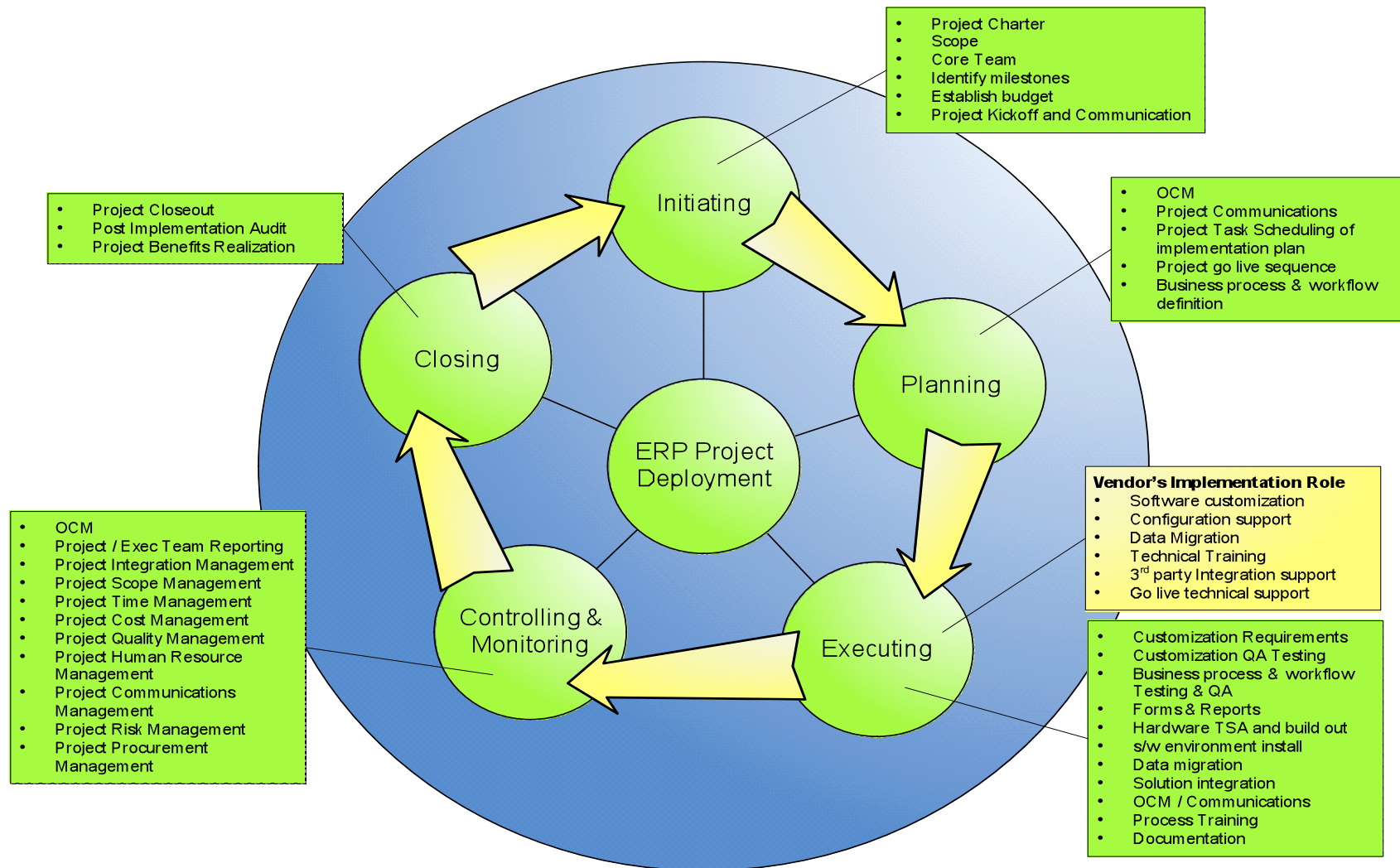
- Tasks Included in Implementation Scope:
 - Develop a comprehensive Implementation Plan based on the implementation approach
 - Phase Gate Reviews, overall project management and oversight, including managing vendor scope and costs
 - Risk Management Planning
 - Communication Planning
 - Business Requirements Validation
 - Conference Room Pilots, business process documentation and gap analysis
 - Data Migration Strategy
 - Reporting Analysis

ERP Implementation Overview

- Tasks Included in Implementation Scope (continued):
 - Facilitate multi-phased testing (functional, integration, business process simulation, etc.) and business owner sign-off
 - Manage hardware and infrastructure upgrades
 - Conduct organizational change management and training
 - Go-Live Readiness Assessment
 - Go-Live Support
 - Data Archive and Decommission Planning
 - Benefits Realization

Our value is to address business-critical activities outside the scope of the software vendor's and implementation partner's technical implementation.

ERP Project Deployment Methodology



ERP Project Team

Executive Steering Committee (5-10%)

- Management Staff

Project Manager (100%)

Functional Leads (100%)

**Order Entry
(IL, CA, NC)**

Logistics

**Customer
Service**

IS

Sales

Finance

Marketing

**Materials,
Manufacturing and
Warehouse**

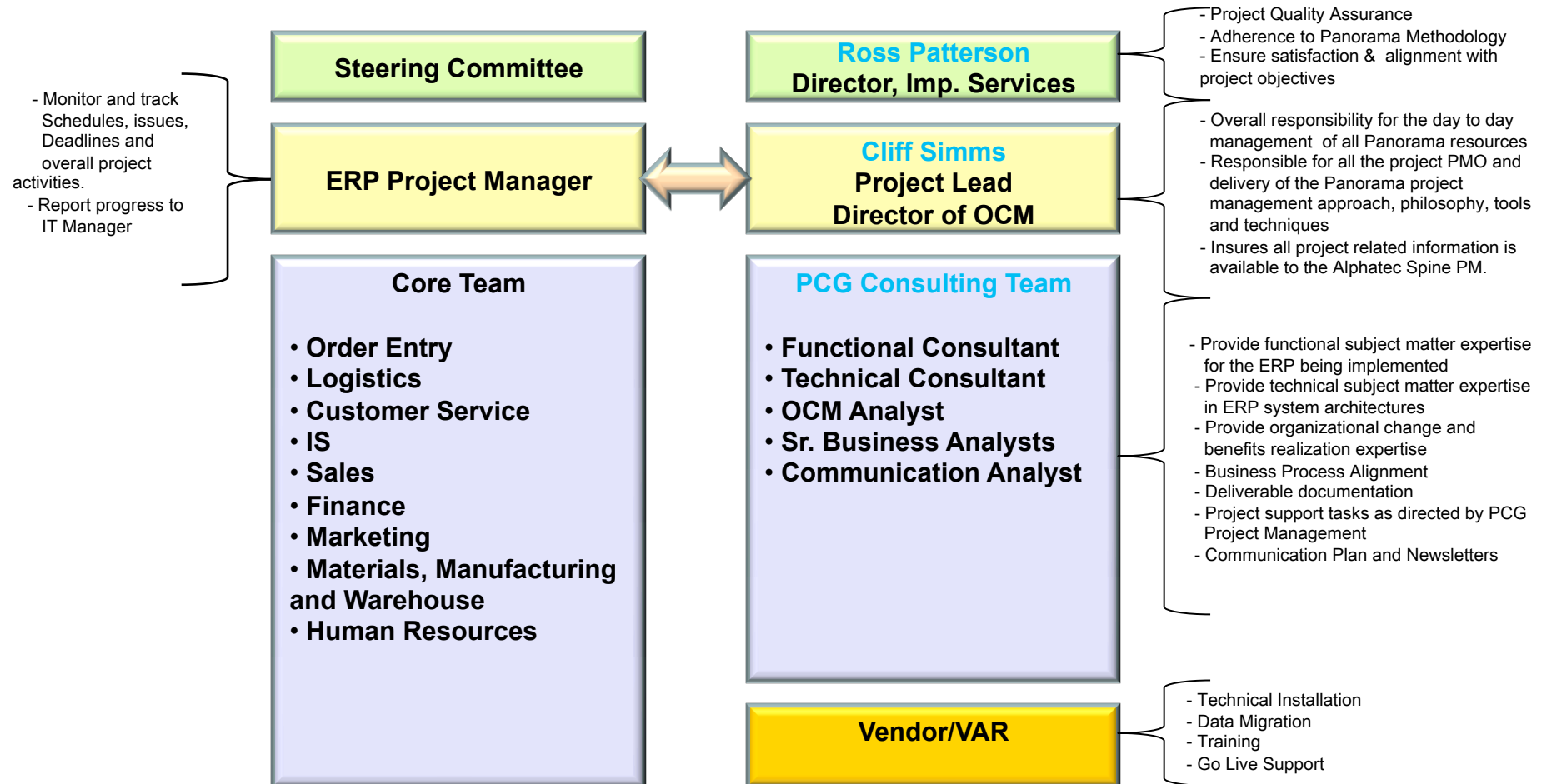
**Human
Resources**

- Overall project direction and guidance
- Budgetary and scope approval
- Major business process and operational decisions
- Resourcing
- Last resort of escalation
- Final project sign-off

- Day-to-day project management
- Manage scope, cost, business risk
- Manage internal and external resources
- Deliverables and quality
- Manage escalation process

- Business process definition and design
- Act as system super-users
- Testing
- Training (train-the-trainer)
- Identify jobs, roles, and workflows in the new system
- Organizational change management and communications
- Identify process and job gaps/changes
- Help facilitate change discussions with work groups
- Go-live support
- We recommend backfilling these resources to minimize business disruption

Project Team Integration



Proposal Overview

- Benefits:
 - Reduce:
 - Business risk
 - Cost
 - Time
 - Provide independent oversight of project and software vendor
 - Leverage Panorama's existing understanding of Client's business operations, people, and culture
 - Provide Client with strategic technical and solution architecture guidance
 - Enable a successful ERP implementation from both a business and technical perspective
 - Strengthen Client S&OP processes
 - Improve Client's Financial Reporting and Data Accuracy

Implementation Scenarios

	Benefits	Risks
Recommendation: Utilize Panorama Consulting to co-manage project and provide organizational change management, training documentation, and business process support	<ul style="list-style-type: none"> • Free up internal Client resources to do what they do best • Leverage best practices and lessons from other ERP implementations • Minimize risk, duration, and longer-term project costs • Complete broader scope focused on business implementation • Leverage Panorama's existing knowledge of Client operations 	<ul style="list-style-type: none"> • Highest initial cost • Risk of becoming overly reliant on consultants
Scenario #2: Client manages all project activities, with limited support from software vendor	<ul style="list-style-type: none"> • Lowest initial cost • Ideal scenario if key Client resources had excess bandwidth 	<ul style="list-style-type: none"> • Not best use of business and operational expertise • Client is already very lean with limited resources • Not likely to focus on key success factors (change management, process documentation, etc.) • Highest overall risk
Scenario #3: Client team manages project themselves, with additional support from software vendor	<ul style="list-style-type: none"> • Lower initial costs 	<ul style="list-style-type: none"> • Vendor resources are at a higher hourly rate • Not likely to focus on key project success factors (change management, process/testing documentation, overall project guidance and oversight, etc.) • Higher overall risk

Next Steps

- Address Client questions or concerns
- Present overview to Client management team
- Develop Proposal Scope and Financials
- Sample contract for Client legal review
- Identify interim Panorama support until decision is made

Project Audit

- Scope
 - Review Business Requirements
 - Review License and Services Agreement
 - Review Project Scope, Plan, Milestones and Budget
 - Review Change Control Procedures
 - Review Data Migration Plan
- Deliverables
 - Develop a Risk Management Plan
 - Develop Project Risks
 - Develop Migration Plans
 - Recommend Project Remediation and Controls
 - Scope
 - Plan
 - Change Control
 - Management
 - Key Activities