Step by Step: A Collaborative Journey to a New ERP System

Midtronics, the world leader in battery management technology, needed a new enterprise resource planning (ERP) system to meet the demands of its growing global business. Knowing that the job was very complex and required disciplined planning and execution, Midtronics trusted Integrated Project Management Company, Inc. (IPM) to lead a cross-functional team in selecting and launching an ERP system that would work for users throughout the world. By blending people, processes, and partnership, **the Midtronics/IPM team delivered the system four months early and 25 percent under budget — all while having a year of record-breaking profits.**

HERE'S HOW THEY DID IT

1. REQUIREMENT GATHERING

"The key to our success was getting as many people involved as early as possible, and empowering those people to make decisions.

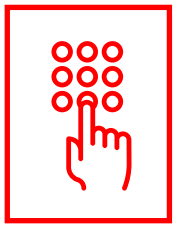
Walter Yonkaitis
Midtronics CFO

255+ business requirements

70 employees involved

9 departments

2. SYSTEM SELECTION



The team **evaluated 9 ERP systems** and **test drove 3** before unanimously agreeing on a new ERP system.

3. CONFIGURATION & DESIGN

The IPM project management consultant helped supervise **more than 20 consultants** from the ERP vendor **in 3 countries**.

4. INTEGRATION & MIGRATION

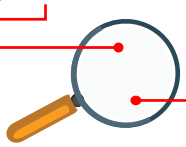
Migrated more than

50,000 records globally **&** **20,000** parts globally

5. TESTING

4 ITERATIONS of end-to-end testing

40 SMEs (subject matter experts) from the global organization



6. PILOT & IMPLEMENTATION

BI-WEEKLY
confidence level heat maps
to measure go-live readiness

MIDTRONICS

IPM INTEGRATED PROJECT MANAGEMENT

Change management and employee communication were critical to the success of this project. Since the launch, Midtronics has realized **improvements in material handling, shipping, and production.** What could have been a disruptive experience was made relatively seemless through collaboration and cooperation.

"Any relationship starts with trust. Trust and integrity are huge at Midtronics, and we had that with IPM."

—Walter Yonkaitis

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