



ERP & WMS Selection

Fulfillment company partners with Bricz to select cloud-based ERP and WMS solutions to enable rapid expansion over the next decade

The fulfillment company, which was founded in the past year, is currently operating out of one distribution center (DC) and plans to open a new DC by the end of 2018. The company has been experiencing heavy growth and expects to reach 10 times its present size by 2023.

The legacy ERP/WM system was originally chosen because it could be implemented quickly and had the simple functionality required. However, it was an on-premise solution with an outdated technology stack that would not scale well with the company's aggressive growth projections.

The Bricz Team provided a final recommendation for an ERP and WMS combination based on the following big-ticket criteria:

- Cloud-based technology
- User-friendly interface
- Efficient system processes
- Rapid deployment with 4-month implementation
- Tightly integrated ERP and WMS
- Multi-warehouse support
- Functionality to meet current business requirements
- Flexibility to make business process changes
- Scalability to support growth from ten users to hundreds

Objective

Understand and anticipate the needs of the company over the next 10 years to select an ERP/WMS combination to support growth

Process

- Create comprehensive list of system requirements
- Identify potential vendor options
- In-depth analysis of numerous ERP & WMS solutions
- Negotiate price & plan options

Results

- System recommendation tailored to the functional and business needs of the client
- 5-week turnaround on selection decision from start of process
- 2500% ROI through price negotiations

Bricz Selection Process

System Requirements

To begin the process of selecting the perfect ERP and WMS solutions for the client, the Bricz team first gathered an understanding of what functionality and concerns were most important to the client in their decision-making process.

The requirements gathering process consisted of several discussions with key stakeholders of the client company. These stakeholders ranged from the end users in the DC who will use the system every day to the president of the company who has a vision of what the company will need 5 years down the road. Bricz compiled these system requirements into a Request for Proposal (RFP) document.

Potential Candidates

The Bricz team leveraged their industry expertise to create a short list of potential vendors to evaluate, eliminating the need for the client to shop around. This process focused on high-level company characteristics: size of the vendor's target clientele, price point, and core functionality. This process ruled out systems that were either too big or small, too expensive, or geared towards a different industry.

Using this procedure, Bricz narrowed down over a dozen potential candidates to 4-5 ERP and WMS solutions each. Once the preferred candidates were identified, the Bricz team put NDAs in place before sending the RFP to vendors. The RFP enabled a detailed evaluation of each solution's ability to meet the client's functional requirements.

Vendor Analysis

In a span of two weeks, the Bricz team coordinated and observed system demonstrations for each of the solution options. Employing years of industry experience and a deep understanding of the client's workflow, Bricz helped the client evaluate how the demonstrated functionality would or would not meet their needs. The Bricz team curated feedback for each of the demos from the client.

Several times, certain functional requirements were not included in the base package of a solution. In these instances, the Bricz team worked with the client and vendor to assess the cost, time, and resources the company would need to enable the necessary functionality.

Price & Plan

To conclude the vendor analysis, the Bricz team collected, assessed, and compared each vendor's pricing and implementation plans. Bricz calculated the projected total cost of ownership (TCO) for each solution option over the next five years for an accurate representation of the client's proposal.

Through aggressive negotiation, Bricz was able to arrange a deal for 45% less than the original TCO proposed by the client's preferred vendor. This amount of savings alone resulted in a 2500% return on investment for the client's engagement with Bricz.

Results

After the demonstrations and negotiations, the Bricz team used the notes and feedback collected throughout the process to create a vendor comparison presentation. The comparison allowed the fulfillment company to fairly evaluate each solution based on the same set of criteria and was used as a reference for other stakeholders to review the decision-making process.

Using the comparison information alongside Bricz's recommendation, the company was able to select the best possible ERP and WMS for them. While the 5-week engagement produced a 2500% ROI for the fulfillment company, they were most pleased that they were able to make a confident and informed business decision after going through a selection process with Bricz.

