No Stone Unturned™

Business Practice & System Usage Assessments

There must be a better way to run the business

It's not uncommon for senior executives to be frustrated with the way their company's BPCS / ERP LX system is working. The anxiety arrives from a diversity of directions including things like:

- The place runs on spreadsheets because users claim BPCS doesn't work for them.
- The numbers on the bottom of different reports don't tie out and reconciliation efforts produce yet another set of numbers.
- Operating managers take strong issue with "unrealistic" BPCS planning results.
- Cost accounting was taught in MBA class three decades ago, but BPCS/ERP LX can't seem to produce competent variance reporting in this century.
- Inventory on the balance sheet is too high but we're out of stock on what's needed today.
- Spot inventory counts usually don't tie out with the BPCS numbers --- so before we can promise delivery to an important customer, someone has to go out and check the shelf.
- There's a growing constituency in favor of fixing "the problem" by dumping BPCS and implementing SAP or Oracle.

The software isn't the problem

Just before your company authorizes an X-year, Y-million dollar effort to replace BPCS, consider this: major pharmaceutical companies have used various BPCS versions with great success. They've been able to prove to their no-nonsense, highly-demanding regulators (the FDA) that the BPCS system is worthy of full certification.

Furthermore, the demands that pharmaceuticals place on BPCS (e.g. full lot traceability and production formula re-balancing) are frequently more sophisticated than the functionality required by other types of manufacturing enterprises. BPCS is far from perfect, but if pharmaceutical multinationals can operate international supply chains with it, then BPCS should be good enough for your company.

It's a fact that all the major ERP software vendors have some happy pharmaceutical customers in their portfolio. And, just like BPCS, you will find executives in other manufacturing sectors who have frustrations with those other software brands.

So, the software isn't the problem. Here's the real problem:

Highly motivated employees at your company would love to dig in and make BPCS work better …
… but no one knows for sure where to start.

Figuring out where to start

It's not a trivial exercise to launch an ERP system usage polishing effort nor an effort to get ready for the next visit by external (Sarbanes-Oxley / SOX) auditors that want to pick around at it. A major impediment is that your people don't have the courage to start tinkering with it. Here's why:

- The +/- two dozen modules are tightly integrated with each other and with business cycle processes … so changing a few settings in module A can cause unanticipated chaos in module B.
- Documentation explaining how/why BPCS was configured the way it was may not be available or may not be comprehensive enough.
- Users who played key roles in the initial BPCS implementation may not be with the organization anymore.
- New employees may have never received formal BPCS / ERP LX training.
- Some BPCS / ERP LX modules may have never been implemented.

If those kinds of knowledge voids exist at your company, here's the place to start:

Arrange for an expert, comprehensive, unbiased, third-party assessment that answers this question:

How can we develop a sound strategy to move towards world class performance with BPCS?

Unbeaten Path can help with an assessment

No Stone Unturned business assessments paint high-visibility targets on what merits polish in your enterprise's operations. Opportunities for polish are identified with a user interview process.

After the data has been gathered, Unbeaten Path then reports observations juxtaposed with the implications of what was observed and a set of recommendations to address each issue in a productive way consistent with world class business practice and sound internal controls. Please inspect one or both of these sample assessment reports *(the company IDs and industry sectors have been disguised):*

- ☑ This first sample report focuses most on **manufacturing-related** business processes.
- ☑ This second sample report addresses **Sarbanes-Oxley compliance** issues and solutions.

Assessments custom designed to fit the shape of your need

Unbeaten Path will work with your decision maker(s) to custom design an assessment scope so as to deliver the most value.

Click **here** to see five different scope illustrations based on business cycle definitions. They are presented together with the likely employee interviews that would be needed to perform data gathering for each scope.

Click **here** to examine a sample No Stone Unturned system usage assessment proposal. This particular proposal handles a cross-functional system usage assessment with emphasis on the manufacturing cycle.

Once the scope is defined, we pick the consultant best suited for the work.

- ☑ Unbeaten Path is well prepared to conduct assessments which have a cross-functional, strategic business focus and/or an international scope. Please review **Milt Habeck's** professional profile.
- ☑ Our BPCS / ERP LX experts deliver outstanding system usage assessment results. Here are **professional profiles** for Unbeaten Path consultants who perform software-centric assessments.

Guarantee of exceptional quality

Our work is backed with a money-back guarantee of high quality. We will be exceptionally thorough. Our recommendations will be competent and actionable. Unlike assessment reports delivered by software vendors, our work won't be loaded with biased advice to migrate to the latest version or buy a new brand of ERP software or barcode middleware.

Questions ?

It would be a privilege to answer any questions about **No Stone Unturned** strategic business assessments. Here's Unbeaten Path International's contact information:

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Send us an e-mail (click **here**)

Unbeaten Path®