
Comparing ERP Implementation Outcomes

How does your implementation partner impact long-term ERP success?



What does an ERP implementation partner bring to the table?

Your organization's Enterprise Resource Planning (ERP) solution can significantly influence your ability to succeed and grow. Selecting the right ERP solution for your specific needs helps streamline processes, enhance efficiency, and provide valuable insights for better decision-making. It can also integrate data across departments, improving collaboration and ensuring everyone has access to accurate, real-time information.

An **ERP implementation partner** is a certified value-added reseller and implementer of ERP solutions.

ERP implementation partners are crucial in ensuring a successful ERP deployment, from planning and selection to customization, integration, and training. They help you choose the best solution for your unique requirements and provide the expertise required to ensure the implementation process is smooth and successful.

Why do you need an implementation partner?

Most businesses only implement a new ERP once every ten years or more, but ERP implementation partners do it daily. The experience and knowledge that ERP implementation partners bring to the table are invaluable in helping businesses get the most value from their ERP solution selection with faster, simpler, and more effective implementation.




Considering ERP implementation partners

Which one will deliver the most value?

Not all ERP implementation partners are the same. When selecting an ERP implementation partner for your business, it's important to understand the subtle differences that can impact the success of your ERP solution. Factors such as experience, industry knowledge, and support services can vary widely among partners and influence the effectiveness of your implementation.

This e-book will serve as a guide to help you choose the right ERP implementation partner for your business, highlighting the qualities that contribute to long-term success versus short-term gains.



Comparing options and outcomes

How do different implementation partners impact long-term ERP success?

There are two kinds of ERP implementation partners:

- » Those who focus primarily on getting the ERP software up and running
- » Those who see “go live” as only the beginning of a long-term partnership

Getting your ERP software implemented quickly is a high priority, but only some partners will continually work to improve your system’s performance and increase its value over time.

Imagine a small-to medium-sized business choosing between two ERP implementation partners. Partner A and Partner B are value-added resellers of the same ERP solution, so the question isn’t about which solution to implement but which partner will help them realize the most value in the long term.

Qualities	Partner A	Partner B
Resources and scale	Good resources but limited scale	Extensive resources for large-scale capabilities
Implementation approach	Quick and easy setup at a lower price	Comprehensive setup with continuous improvement
Specialization and expertise	Limited specialization and depth of expertise	Deep industry expertise and best practices
Strategy	Short-sighted, focuses on quick implementation	Long-term strategy, continuous value delivery
Geographic reach	Limited to local markets	Coast-to-coast reach across multiple markets
Client proximity	Local clients only	Can be close to clients in various regions
Cost efficiency	May cut corners to reduce costs	Saves time and money through best practices

Businesses that use ERP Implementation Partner A will likely see immediate benefits. However, in the long term, they may miss out on many additional advantages that could provide significant value from their chosen solution:

» **Extensive resource availability.**

Access to a wider range of resources and support for future needs as the business scales and grows

» **Continuous system improvement.**

Ongoing optimization and adaptation of the ERP system

» **Industry-specific expertise.**

Expert guidance tailored to specific industry needs

» **Maximized ROI.**

Sustained improvements and increased return on investment

» **Scalability.**

Ability to support multi-location and growing businesses

» **Enhanced support.**

Personalized support and quicker response times

» **Long-term cost efficiency.**

Long-term cost savings through efficient processes and reduced errors



ERP implementation partner red flags

The ERP implementer you choose is just as important as the solution itself. As you evaluate your options, look for red flags that might indicate you won't get the most value from your ERP system. Also, look for green flags that signal a successful partnership and long-term success.



Red flags:

- × **Bids that differ significantly in hours and cost.**
Someone might not be telling the whole truth, which can lead to unexpected expenses and delays.
- × **Limited experience in your specific industry.**
A lack of industry experience can result in subpar solutions that do not fully address your business's requirements.
- × **Promises to deliver an ERP solution no matter your needs.**
This can lead to unrealistic expectations and dissatisfaction if the solution does not meet your specific needs.

Green flags:

- ✓ **They will only partner with you if they can effectively meet your needs.**
They are committed to client satisfaction and can dedicate the time to ensuring your solution fits your business requirements.
- ✓ **Industry-specific references and in-depth knowledge.**
Demonstrates the firm's experience and expertise in your industry, ensuring they understand your needs and can provide a tailored implementation strategy.
- ✓ **Previous experience serving similar businesses.**
Proven success with businesses like yours indicates the firm's ability to deliver effective solutions and add value.

Industry-specific expertise from NexTec

NexTec’s founding vision was simple: prioritize the well-being of teams and clients to ensure a customer-focused journey. With a commitment to fitting the right product, culture, and service for each client, NexTec has built a reputation for long-term ERP success and reliability.

“We have the industry experience to show clients how similar companies have solved problems and improved processes. Good consultants can figure things out for any company — but the best value comes from those with deep industry experience.”

—[Eric Frank, Co-Founder and CEO, NexTec Group](#)

Manufacturing and Distribution

Key requirements: Modernization and flexibility

Manufacturing

Manufacturers using legacy systems seek modern solutions offering long-term value and efficiency. NexTec Group’s consultants focus on providing them with modern solutions that streamline operations and enhance productivity.

Learn more about successful ERP implementation in the [manufacturing industry](#).

NexTec helped High Bar Brands, LLC modernize its operations by consolidating multiple legacy solutions, which improved visibility and enabled faster invoicing.

“NexTec impressed us from the start. Their approach to the implementation project was spot on. We had candid conversations about what we needed from the system now and what we envisioned for the future,” said Jim Richards, VP of Operations for High Bar Brands.

[Read the case study](#)

Wholesale Distribution

Wholesale distribution shares many of the same requirements as Manufacturing, emphasizing efficient shipping and warehouse management. NexTec helps distributors select the best ERP for handling complex supply chains, ensuring smooth operations and optimal resource utilization.

Learn more about successful ERP implementation in the [distribution industry](#).

After outgrowing QuickBooks, Fulcrum Coffee partnered with NexTec to implement Acumatica Cloud ERP, allowing the company to emerge as a more agile and competitive player in its market.

“NexTec is highly organized, very professional, and super responsive. We know they’re there when we need them to help us get the most out of Acumatica,” said Cheryl Beslow, Accounting Manager for Fulcrum Coffee.

[Read the case study](#)



Professional Services

Key requirements: Simplicity and efficiency

Simplicity and efficiency are paramount in professional services. Modern cloud solutions enable better data entry, billing processes, and mobile access, making it easier for professional service firms to operate efficiently and effectively.

Learn more about successful ERP implementation for the [professional services industry](#).

ASM International successfully implemented its new Acumatica Cloud ERP under budget with support from NexTec Group’s consulting team, allowing the company to automate workflows and transition to a flexible work-from-home model.

“NexTec’s deep knowledge of the software and their familiarity with our operations, combined with our team’s skill and commitment, led to success. It was truly a collaborative approach with plenty of honesty and trust among players,” said King Miner, CNAP, Controller for ASM International.

[Read the case study](#)

Food and Beverage

Key requirements: Traceability and responsiveness

Food and Beverage companies must be able to trace raw ingredients through the process to the end product, which is vital for compliance and recalls. NexTec's expertise and custom solutions bridge the gap between off-the-shelf software and clients' unique needs to help ensure complete traceability across the supply chain.

Learn more about successful ERP implementation for the [food and beverage industry](#).

NexTec helped ARA Food Corp successfully implement FoodBusiness ERP, powered by Sage X3, to improve traceability, enhance quality control, and access detailed cost tracking.

“NexTec was outstanding right from the beginning. They took us to visit a reference company—another food manufacturer—and we were impressed by what NexTec had done there and the confidence the reference had in NexTec. We didn't have the same confidence in any other implementation partner that we spoke with,” said Marta De Varona, VP of Finance and Administration for ARA Food Corp.

[Read the case study](#)

Driving ERP implementation success with NexTec Group

NexTec Group works closely with clients to help them realize the most possible value from their technology. With clients in over 40 states, five Canadian provinces, and team members from coast to coast, NexTec’s extensive reach provides unmatched resources, experience, and specialization.

NexTec: Proven ERP implementation success

- » Over 90% customer retention rate
- » Nearly 30 years of ERP implementation and industry expertise
- » Acumatica Gold Certified Partner
- » Sage X3 Diamond Business Partner
- » Gold Certified Microsoft Dynamics Partner



“We take a very thoughtful approach, mapping and integrating business processes with the system to ensure it meets our clients’ needs. Other firms might just replicate the old system, which defeats the purpose of changing systems. We’re focused on maximizing the new system’s potential — not just replicating the old one.”

—[Eric Frank, Co-founder and CEO, NexTec Group](#)

Next Steps

We work hard to provide our clients with the best possible ERP implementation experience. Learn how we can assist your business in the next phase of your ERP journey.

CONTACT US



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About the NexTec Group

NexTec Group is one of North America's largest and most experienced technology consulting firms, specializing in industry-specific solutions for mid-sized organizations. For nearly 30 years, NexTec has been a trusted partner to businesses, delivering, implementing, and supporting the core Enterprise Resource Planning (ERP) and Business Intelligence (BI) solutions they need to scale and grow.

With seasoned consultants from coast to coast, and a premium portfolio of innovative business management solutions including Acumatica and Sage X3, we help you get the most out of your technology investments. Our over 90% customer retention rate is a testament to the lasting, impactful relationships we build with our clients.