

CASE STUDY

Critical ERP selection advisor

INDUSTRY: Manufacturing

BUSINESS TYPE: B2B

CHALLENGE

A PE firm came to us with a critical need for an ERP selection consultant for their portco in the manufacturing industry. Since acquiring the portco, they knew that the company's older ERP system would need to be replaced. Knowing that the selection and implementation would be a lengthy process, they were urgently seeking a consultant with experience in the manufacturing industry at the same scale as the portco that could guide them through what needed to be evaluated before making a selection and then manage the entire process.

RESULT

Within 24 hours of the initial scoping call, the PE firm and portfolio company were introduced to the PE-grade ERP selection consulting firms that specialized in the manufacturing industry. The client selected their ideal choice. The PE firm was able to confidently drive an excellent outcome without wasting time and cost and the portfolio company was able to quickly kick off their ERP selection process.

SOLUTION

Leveraging our founder's 20 years in private equity, we have extensive frameworks for assessing PE-grade ERP selection needs. BluWave utilizes technology, data, and human ingenuity to pre-map, assess, monitor, and maintain deep pools of ERP selection consultants that uniquely meet the private equity standard. We interviewed the PE firm to understand their specific key criteria, and then connected the client with three select prevetted ERP selection consulting firms from our invitation-only Intelligent Network that fit their exact needs.

“We were impressed at how quickly BluWave provided us with introductions to highquality firms. In the end, we were pleased with how polished the firm we selected was—they had every tool and template we could imagine as well as top-tier technical talent.

- VP at PE Firm