

CASE STUDY

Crucial ERP selection & implementation consultant to integrate disjointed systems at portco

INDUSTRY: Construction

BUSINESS TYPE: B2C

CHALLENGE

A VP at a Large Cap fund came to us with a critical need for an ERP consultant for one of their portcos. Since the acquisition, the PE firm knew that the company's disjointed tech stack would need to be integrated. The portco CFO's role specifically was lacking efficiency due to the lack of integration between systems, so the firm urgently needed an ERP consultant with industry experience that could help select and implement the new system. Knowing how critical this project was to advancing the portco CFO's performance, he was quickly looped in as the decisionmaker.

RESULT

Within 24 hours of the initial scoping call, the PE firm was presented and introduced to the three select firms. All firms not only had a deep knowledge of ERPs but also had specialized experience in selecting and implementing ERPs for businesses in the construction industry. The portco CFO had follow-up calls with each of the firms in order to make a final decision and selected their ideal choice. They got started right away on successfully selecting and implementing an ERP for the portfolio company.

SOLUTION

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

“ We were able to connect the PE firm & portfolio company with a pre-vetted third party and provide references from clients within the same industry, expediting the vetting process and saving them time on value creation.

- BluWave Consulting Manager