



Software Implementations & Version Migrations for BPCS/ERP LX Users



Debunking conventional wisdom

Unbeaten Path would love to help you with your project. We can:

- ✧ Migrate your company from BPCS version x.x up to ERP LX, or ...
- ✧ Install ERP LX from scratch, or ...
- ✧ Install any BPCS version at an additional site, or ...
- ✧ Make your move from BPCS to some other software brand more effective

Milt Habeck, our Managing Partner and Founder has been working on projects like that since the mid 1980s and those experiences have crystallized his opinion about the process. He's observed a very large number of implementation mistakes, including dozens of his own invention.

So, before you plunge forward with your project, please take a moment to consider some candid opinions based on Milt's 29 years of "seasoning."

- ✧ Click [here](#) to see six categories of inquiry that could change your point of view about the implementation/migration process, and/or ...
- ✧ Contact Milt for his advice about your particular circumstances. Click for his [phone numbers](#) or send him an [e-mail](#).

Unbeaten Path's philosophy

Unbeaten Path is convinced that software implementation is not an IS project. Our opinion is that the ROI is born from detailed user involvement enabled by senior management leadership.

We deliver expert guidance with a heart-felt desire to attain world class performance. To achieve that, we start by helping companies define policies/procedures which will i) run the business well, and ii) be in harmony with world class business practice and iii) require no modifications to the new system's vanilla functionality, if at all possible.

Our strong preference is to coach users how to do their jobs well rather than running up a big consulting bill for implementation chores better left in the hands of the users. (The analogy for our preferred approach is a master piano teacher who provides periodic instruction and then leaves behind homework for the student to accomplish.)

We feel accountable for implementation results and have a money-back guarantee of high-quality work. If we observe a material departure from the intended path to world class performance, our practice is to promptly inform senior managers of the risks associated with that observed departure.

Unbeaten Path consultants feel great when the project is done and the users are cheering. That's our authentic desire. That's why we're in this business and that's one of the important reasons [why we named our company "Unbeaten Path."](#)

Ingredients for a fully successful project

Here's Unbeaten Path's list of "can't-do-without-them" ingredients necessary to achieve a fully successful cutover to the new software system. It's intended to be a "bare-minimum" list:



- a. **Heart-felt senior management commitment** to world class operational principles backed up with enough budget and patience to get the job done well.
- b. A program that effectively encourages employees to embrace change.
- c. **Written operational policies** for key business processes in harmony with world class/ MRP II principles and consistent with the content of an approved company **needs assessment**.
- d. A very comprehensive, no-excuses system selection process that asks the tough questions before any software license contracts are signed.
- e. Data integrity (e.g. 95% **inventory accuracy** by storage location).
- f. A five to seven member project team comprised of individuals who are each known to be the top-notch performer in their disciplines. For larger enterprises, it's a full-time job for the project team members.
- g. One or two **seasoned/diligent application consultants** who have a professional desire to apply software functionality in harmony with world class principles.
- h. Comprehensive project team **classroom training** delivered with exercises drawn from an **expert prototype** for their company.
- i. Very large implementations merit **a chart that permits people to visualize** what they've accomplished so far, where they are now, and why the next destination is important.
- j. Frequent, **easy-to-grasp communication** that provides current status info to the project team, consultants, key prospective future users, and senior company managers.
- k. A strong bias against software modification ... and ... a competent conceptual design and development plan for any mods that are absolutely required. (*If the "can't avoid them" mods are especially challenging or extensive or apply to versions for multiple nations, then a **software change & configuration management system** is needed.*)
- l. Construction and painstaking testing of a cross-functional conference room pilot.
- m. User training driven by scripts written off the conference room pilot with the objective of user-by-user certification.
- n. **Definition of user access authorities** in harmony with **separation of duties requirements**.
- o. Very precise attention to paperwork cutoffs at the cutover.
- p. More than ample **elbow-to-elbow coaching support** for users during the cutover, the first week after the cutover, and during the first month-end close process.
- q. Post-cutover **24/7 technical support** that can quickly overwhelm any accidents/problems with support from **audit trail functionality for key master files**.

If you elect to click on the purple ink spots above, you shall be persuaded that Unbeaten Path would be a very effective partner for your implementation/migration project. It would be a blessing to help your company.

Questions ?

It would be a privilege to answer any questions about the content in this document. Here's Unbeaten Path International's contact information:

Toll free North America: (888) 874-8008
International: (+USA) 262-681-3151
Send us an e-mail (click [here](#))

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