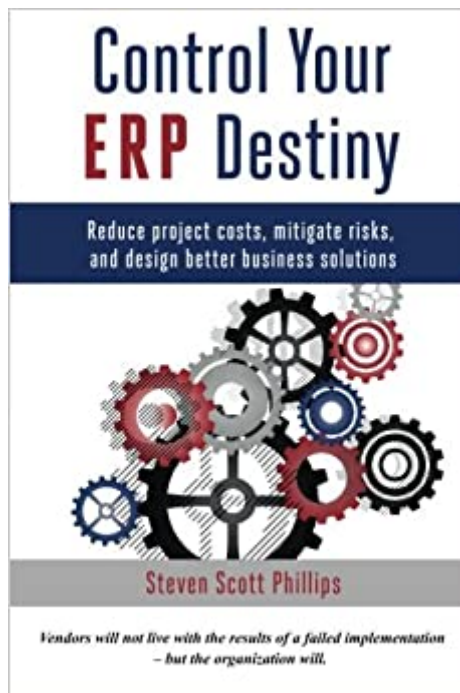




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# Control Your ERP Destiny: Reduce Project Costs, Mitigate Risks, And Design Better Business Solutions



## Synopsis

This is the first book to present comprehensive strategies and techniques that enable organizations to take charge of their Enterprise Resource Planning projects to drive success. The author describes how to become less dependent on outside consultants, significantly reduce implementation and support costs, mitigate project risks, and design business solutions that work for your company. This book also contains hundreds of tips to create internal project ownership, select ERP software, manage service providers, transfer software knowledge, develop the right implementation strategies, establish a realistic schedule and budget, and streamline business processes. It is a guide to making informed decisions during each project phase. The information is applicable to new implementations and system upgrades.

## Book Information

Paperback: 272 pages

Publisher: Street Smart ERP Publications; First edition (May 31, 2013)

Language: English

ISBN-10: 0615591086

ISBN-13: 978-0615591087

Product Dimensions: 6.1 x 0.6 x 9.2 inches

Shipping Weight: 14.4 ounces (View shipping rates and policies)

Average Customer Review: 4.9 out of 5 stars 17 customer reviews

Best Sellers Rank: #469,483 in Books (See Top 100 in Books) #159 in Books > Business & Money > Management & Leadership > Project Management > Technical #160 in Books > Engineering & Transportation > Engineering > Industrial, Manufacturing & Operational Systems > Project Management #685 in Books > Computers & Technology > Business Technology > Software > Enterprise Applications

## Customer Reviews

"You owe it to your company and yourself to read this book. If you do so, you will sharply increase your odds for success and spend a lot less money. Steve has done the ERP industry a big service."

Tom F. Wallace, early ERP pioneer, author and Distinguished Fellow at The Ohio State University Center for Operational Excellence. "I love this book." R. Ray Wang. CEO & Principal Analyst of Constellation Research. Thought leader in enterprise systems and a founding partner of the Altimeter Group. "If the Project Management Institute (PMI) had a certification program in ERP Management, this would be the only textbook needed." Andy Klee, President, Klee Associates,

ERPtips.com (SAP), and JDEtips.com (JD Edwards).

Steven Phillips is an ERP professional with over twenty-seven years of implementation experience as a software consultant and a practitioner within industry. His background includes senior management education, software selection, project management, application consulting, process redesign, systems design, testing, training, and post go-live support. This extensive knowledge is coupled with a rare combination of functional experience in operations management, IT management, and business re-engineering. His industry experiences include manufacturing, distribution, business services, and the public sector. Steve has a degree in Production & Operations Management with advanced studies in Industrial Management. Previously certified by the American Production and Inventory Control Society, he has written articles appearing in APICS publications.

As a practioner and implementer of ERP systems for 20-plus years I must say this book is breath of fresh air in a usually stuffy topic area. The author preaches a product agnostic way to think about the selection and implementation process of ERP systems. Very insightful. There is also a lot of solid project management knowledge covered along the way. I would make this required reading for anyone contemplating an ERP system in their future.

I wish this book is published 15 years earlier when company I worked for decided to implement SAP ERP. The book has mentioned at least 50% of the troubles I met. If the steering and core team of the project had learned most mindset from this book, implementation should be 100% more successful and 30% reduction of cost. As a retired CIO & 3rd party independent ERP project manager, I always recommend my clients read this book before survey stage of ERP Project.

A must read for ANYONE implementing ERP or ANY large software installation. Steve covers "everything including the kitchen sink" from initial vendor engagement to "how consultants think". Well organized and "to the point" Steve departs from academic to real world scenarios quickly and resolutely to ensure the reader clearly understands what's being said.

Good and practical read with a heavy focus on the systems side. Infrastructure and related application stuff is barely touched upon. It contains a number of good lists that are a good start point to become checklists without being rigid.

It gives very critical clues. I learned a lot of critical issues from this book. Especially the section about prototyping helped me a lot during the implementation. There are very useful information about ERP selection criteria. Every consultants and project managers should read this book. It gave me excellent insights about ERP project management.

Excellent book. Very Insightful. As an ERP professional for more than a decade I agree to most of the observations and analysis of Steven. It is a MUST read book for all who are in the business of ERP implementation - IT analysts. IT managers , IT Directors , CIO , Business users and Business leaders , CEOs.....

Explains exactly what we went through. Read this first, before attempting even to choose a new ERP. The pitfalls of uninformed management are real.

Although I am a veteran implementer, I was attracted to this book because I wanted a centralized and concise version of what NOT to do! This book delivers. If you are fortunate to find yourself at the beginning of an ERP implementation, please read this book. You will save your employer a lot of money and yourself ... a big headache.

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