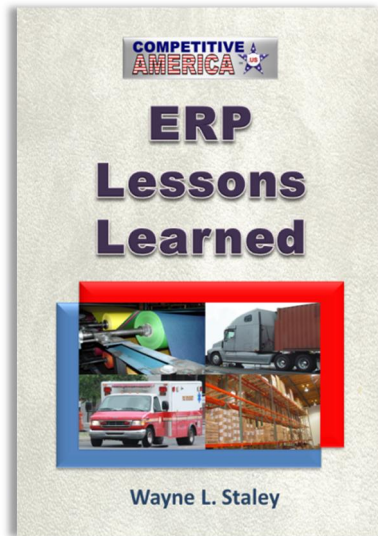


# ERP Lessons Learned

By: Wayne L. Staley

Enterprise Resource Planning systems are vital to achieve adaptability and they are integral components of the smart enterprise. After tens of thousands of installs, forty percent of new programs fail to meet management expectations and billions are wasted on ERP projects.



Why?

The reasons are widely documented but the high failure rate is pervasive. Given fifty years of development, no project should fail. On the internet, information is available free or for purchase, yet the high failure rate continues.

Why?

To find the answer requires pushing through the obvious, analyzing situations from multiple perspectives and finding root causes. Given the right circumstances, every group, from top management to consultants contributes to failure or success. We did the research and drew on forty years of hard learned lessons. These were combined into a book with two distinct sections, each addressing root problems in different ways.

## Section one – Foundation and People

ERP is about business, not software. It is about business needs and how people act and interact. In this section we candidly talk about real situations. Some fellow consultants think we have gone too far. Read the book and you will know why. Some members of senior management believe we were too tough. You be the judge. Project leadership, project teams and software suppliers all contribute to the problem and all are analyzed in the book

## Section two – Process

A viable and comprehensive structured process is required for project success. Section two is a guide with check off sections to help you track progress.

The book will be available in softcover and e-book, as shown. This is a working document, not intended for sitting unread on a shelf. If you are considering or involved in an ERP project, you need to read ERP Lessons Learned and put it to work.

If you are involved in a project and the book is not yet available, contact [wstaley@affinitysystemsllc.com](mailto:wstaley@affinitysystemsllc.com). Send a corporate purchase order for \$25.00. We will e-mail a pre-release PDF file or send a DVD. An invoice will be e-mailed. We do not process credit card transactions.

If you are doing a business evaluation to help determine a new direction, include Pathway to Adaptability on your P.O. For this offer, the hardcover price is \$25.00 and we will pay the shipping costs.

# COMING SOON