



# enterDATA

## Company presentation

ERP Consulting | Selection

Enterprise software for medium-sized and large businesses

# Inhalt

Who we are and how we  
drive ERP projects forward!



## ABOUT US

What is enterData?

## OUR SERVICES

What can we help with?



## OUR TEAM

Who is by your side?



# About us



## enterDATA Consulting GmbH

- Specialized in the industrial **SME** sector
- Our **philosophy**:  
Making **digital solutions** accessible, usable  
and, above all, affordable.
- ERP **selection** - ERP **studies** –  
**Project management** - ERP **recruiting**
- We work **with you** to find the **best solution**

# Our values



## Industry focus

Many years of industry and professional experience

-

In-depth expertise in the ERP environment



## Independence

Focus on companies, not on specific solutions

-

100% equity capital



## Transparency

Regularly informed about all ongoing steps

-

Always view on the project documentation

-

We are always there for you



## One contact person

Your consultant remains your consultant and does not change within the projects

# Our industries



## **PRODUCTION**

Steel construction | Special plant engineering | Plastics | Metal processing | Contract manufacturing | Mechanical engineering | Plant engineering | Electronics | Wood industry | Automotive | Switch cabinet construction



## **SERVICE**

Project business | Crafts | Technical services | Field Service Management



## **TRADE**

E-Commerce | Wholesale | B2B | B2C | Shipping trade | Foreign trade |

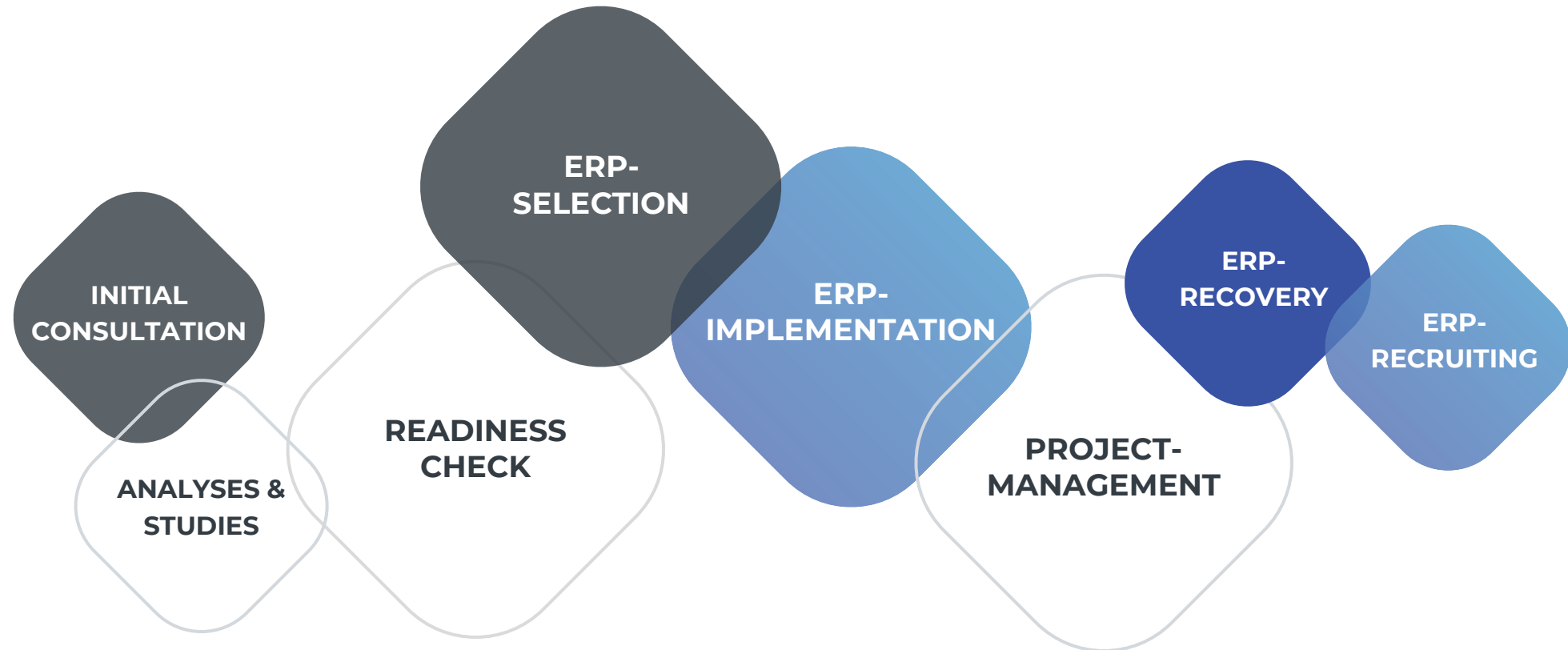
# Our services

## Why does independent ERP consulting make sense?

- Major **challenges** awaits you
- Focus on **companies**, not on specific solutions
- **Optimization potential, increase in productivity, reduction in costs**
- Determining the **ideal ERP** solution for your company



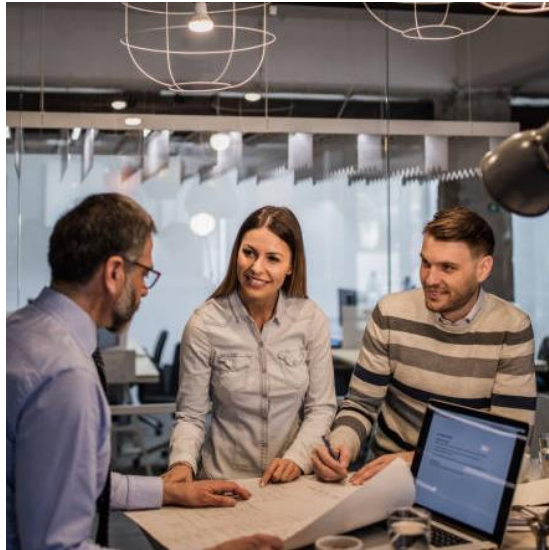
# Our services - Overview



# Our services

## INITIAL CONSULTATION

- Do I need an ERP system?
- How could this support my business?
- What potential can I leverage?



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## YOUR CONCRETE ADDED VALUE

- **Answers** to your **questions about ERP**
- First look at your business and assessment of **added value** and **potential savings**
- Initial **look & feel** with regard to the actual **project work** and the path to it
- Avoidance of culture shock



# Our services

## ERP ANALYSIS & STUDY

- Does our system still fit our business and processes?
- Which system supports our corporate strategy?
- Is an upgrade sufficient or do I need a completely new approach?



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## YOUR CONCRETE ADDED VALUE

- **Evaluation** of the **up-to-dateness** of your ERP software and the fit with your processes
- Development of a **future plan** and a **roadmap** in line with your strategy

# Our services

## ERP-READINESS CHECK

- What is needed for an ERP project?
- What do you have to think about?
- How long does it take?
- What does it cost?



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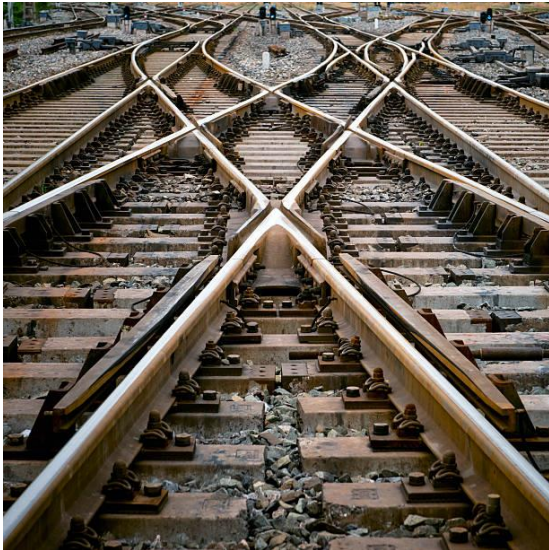
## YOUR CONCRETE ADDED VALUE

- Presentation of the most important **requirements** for companies and employees
- Identification and naming of **critical factors**
- Analyse how **'ready'** your company is

# Our services

## ERP SELECTION

- How do I find my way through all the options?
- What fits my requirements and my company?
- How do I proceed now?



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## YOUR CONCRETE ADDED VALUE

- Recording the **strategic, procedural** and **functional** requirements
- Creation of **specifications** and catalogue of **requirements**
- Market analysis and creation of **longlist / shortlist**
- Organisation and coordination of the entire **tender process**
- Realisation of **provider workshops**
- **Decision paper**
- Our experience with many system houses, software providers and ERP manufacturers protects you from choosing the wrong partner

# Our services

## ERP IMPLEMENTATION

- What happens after the selection?
- How is the ERP project integrated into the corporate world?
- What is the 'common thread'?



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## YOUR CONCRETE ADDED VALUE

- We **guide** you through the project and keep you in focus
- Stringent **Scope-Management**
- **Project controlling**
- **Objective** view from the outside
- **Quality assurance**
- **Coordination** of external parties
- Guide to a technical **concept**

# Our services

## ERP PROJECT MANAGEMENT

- Who takes the wheel?
- Do we have sufficient internal resources?
- How can we challenge the ERP partner?



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## YOUR CONCRETE ADDED VALUE

- One **single point of contact**
- **Optimal handling** of traditional, modern, agile and combined methods
- **Project management** and **risk management**
- An IT or ERP project manager with many **years of experience**

# Our services

## ERP RESCUE

- Are the quality, deadlines and budget already beyond good and evil?
- Have you lost crucial resources?
- Are there any problems with the implementation partner?
- Does the project have to be stopped?



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## YOUR CONCRETE ADDED VALUE

- **Analysing causes** and **finding solutions**
- A fresh, objective **view from the outside**
- Review of the **requirements specification** and the specification sheet
- **Mediation** in the event of problems with external parties
- Stringent **Scope-Management**
- **Support** or **takeover** of the **project management**

# Our services

## ERP RECRUITING

- You need a permanent or temporary ERP team to develop your solution or
- an ERP project manager to manage your ERP project or an in-house ERP consultant / key user?



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## YOUR CONCRETE ADDED VALUE

- **Market expertise**
- **Project experience**
- **Extensive network**
- We take care of the recruitment process and find the best candidates for your projects

# Our team



## Who is at your side?

- **Young, innovative** company
- Head office in Gelsenkirchen, other locations in Ostwestfalen-Lippe, Berlin, Ireland
- **ERP best practice, market and industry experience**
- **Many years of project management and in-depth expertise**



# Your contact persons



Michael Schmitt  
Managing Director

"Simplicity is the highest level of sophistication."



Dominik Kappel  
Head of Sales

"Digitizing a bad process is like gold-plating garbage. It doesn't add value."



Steve Eckmann  
Head of Consulting

Ensuring functioning organisations through efficient processes, but also professional, social and cultural skills.



# Contact



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We love new technologies and  
master challenges with  
innovations!

WHEN DO WE START?

**enterDATA**