

# P A N O R A M A

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## CONSULTING SOLUTIONS

### Services and Methodology Fact Sheet

#### Who We Are

Panorama Consulting Solutions, a division of The Prescott Group, LLC, is a global leader in the enterprise resource planning (ERP), information technology (IT) and business software market for mid- to large-sized companies across the world. The firm is headquartered in Denver Colorado.

Panorama is a MWOB (minority- and women-owned business) and is certified as a disadvantaged business enterprise (DBE), a women's business enterprise/woman-owned business (WBE) and a minority business enterprise (MBE).

#### What We Do

Panorama helps firms determine IT strategy, evaluate and select ERP, financial, and enterprise software, and manage implementations. Panorama also offers IT staffing solutions and facilitates related organizational changes to assure that its clients realize the full business benefits of their IT packages.

Panorama provides ERP support services to help companies effectively evaluate, purchase and implement new ERP, financial and enterprise software. Our core competencies include:

- ERP software selection
- ERP implementation project management
- ERP staffing and support
- IT strategy
- ERP organizational change management and training
- ERP benefits realization
- ERP application development

Panorama's services are beneficial to companies just beginning a large-scale IT project as well as those requiring assistance during the implementation process. Because we are technology-agnostic and familiar with more than 150 ERP packages, our expertise can be applied to any ERP or IT engagement.

#### Why We Do It

While potential ERP business benefits can be significant, the implementation of ERP systems can also be incredibly disruptive. If not planned and executed properly, ERP initiatives can increase costs, frustrate employees, reduce customer response times and impact overall profitability.

Panorama enables clients to overcome these problems by helping them develop long-term, sustainable and company-wide proficiency with the product. Organizations are able to continue realizing the measurable performance, benefits and success of their ERP systems long after our team leaves the building.

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### **How We Do It**

As one of North America's few independent ERP consulting firms, Panorama furnishes objective and results-focused ERP guidance and support to each of its clients. To effectively meet and manage our clients' needs, we employ nearly 30 ERP consultants. Our average employee has over 20 years of consulting experience and is extensively trained to help companies:

- Implement ERP software on-time and on-budget
- Minimize business risk and disruption throughout implementation
- Maximize measurable business benefits after the "go-live"

Our tiered ERP strategy is based on three proprietary approaches: the PERFECT Fit® ERP selection process, the PERFECT Path® ERP implementation framework and the PERFECT Partner® organizational change management methodology.

The PERFECT Fit approach combines the resources of our software database, quantitative analysis model, 27-point technology assessment, organizational and readiness assessment and benefits realization plan to find the ideal ERP system for each client.

Successful implementation of the ERP software is then achieved following the PERFECT Path methodology, which includes a business system implementation plan, risk management plan, business process optimization, training management and the development of a "roadmap" outlining the tactical activities necessary to make the project successful.

With the PERFECT Partner framework, Panorama enables clients to optimize their ERP technology for better business operations. Working with staff to ensure familiarity with the software as well as any changed roles, responsibilities or processes, Panorama is able to increase both employee buy-in and overall operational productivity long after the ERP vendor has left the building.

### **Who We Do It For**

Panorama's roster of clients includes leading public- and private-sector organizations in North America and Europe. Among the industries represented are consumer products, finance, service, manufacturing, energy, pharmaceutical, utilities and telecommunications.

A partial list of clients includes Kodak, Kimberly Clark, Nufarm, Samsonite, and Ashcroft, Inc., Coldwater Creek, Buckman Laboratories, Chromalloy, Bioness, Disabled American Veterans and Kimberly-Clark.