



## **Services and Methodology Fact Sheet**

### ***Who We Are***

With offices in Boston, Chicago, Denver, San Francisco, Dubai and Lima, Panorama Consulting Solutions is a consulting firm specializing in the enterprise resource planning (ERP) and IT market for mid- to large-sized companies across the globe.

### ***What We Do***

One hundred percent independent of affiliation, Panorama helps firms evaluate and select ERP software, manages the implementation of the software and facilitates all related organizational and business process changes to assure that each of its clients realize the full business benefits of their ERP implementation. We also offer IT strategy, ERP staffing and expert witness testimony and assessment services.

As pioneers in the ERP consulting industry, Panorama provides input and leadership proven to minimize IT project risk, accelerate ERP implementation progress and increase the success and value of your ERP initiatives. With no financial ties to software vendors or resellers, Panorama truly serves as trusted advisors exercising fiduciary responsibility to our clients.

Our core competencies include:

- ERP software selection
- ERP implementation planning
- ERP implementation project management
- ERP project recovery
- IT strategy
- ERP organizational change management
- ERP system training strategy and execution
- Business process reengineering and optimization
- ERP benefits realization

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

### ***Why We Do It***

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

Panorama enables clients to overcome these issues 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.

### ***How We Do It***

As the world's leading independent ERP consulting firm, Panorama furnishes objective and results-focused enterprise guidance and support to each of its clients. Each of our independent ERP consultants is trained in our proprietary PERFECT software selection, implementation and benefits realization methodologies to ensure consistency and quality of services during every engagement. Their competencies are impressive and include MBAs, EMBA's and Six Sigma certifications, as well as extensive knowledge of ERP software, project management, lean manufacturing, IT strategy and organizational change management. In addition, we leverage a global network of highly-skilled organizational and technical resources to augment staffing based on the specific needs of individual clients. It is a unique approach to consulting, and one that we have found provides the best quality, consistency, dedication and focus over a project's lifespan.

Our average employee has more than 20 years of consulting experience and is extensively trained in Panorama methodologies to help companies:

- Implement ERP software on-time and on-budget
- Holistically address the business, organizational, process and technological aspects of a successful ERP software initiative
- Incorporate measurable operational and business process improvements
- Minimize business risk and disruption throughout implementation
- Maximize measurable business benefits after the ERP "go-live"
- Salvage troubled or failed ERP implementations

Panorama's 360-degree ERP service offerings are based on our proprietary PERFECT approaches: PERFECT Fit™ ERP selection, PERFECT Path™ ERP implementation, PERFECT Change™ organizational change management, PERFECT Match™ ERP staffing, PERFECT Plan™ IT strategy and PERFECT Process™ business process reengineering. Panorama analysts and consultants utilize our PERFECT Assessment™ ERP Expert Witness Testimony methodology in work with plaintiffs and defendants in legal proceedings related to ERP software and implementation.

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

Panorama's roster of clients includes leading public- and private-sector organizations in North America, Europe and the Middle East. Among the industries represented are manufacturing and distribution, financial and professional services, government, consumer products, financial services, manufacturing, energy, pharmaceutical, utilities and telecommunications.

A partial list of clients includes Kimberly-Clark, Samsonite, Filson, Bob Evans, Boeing, MillerCoors, Pirate's Booty, Petro Masila, Starz Entertainment, Fisher & Paykel, Animart, Disabled American Veterans, City of Charlotte, NC, Ashcroft Inc., Buckman Laboratories, Bioness, Nufarm, Chase Corporation, Resource Land Holdings, Pak West Paper and Packaging and Steren Electronics.