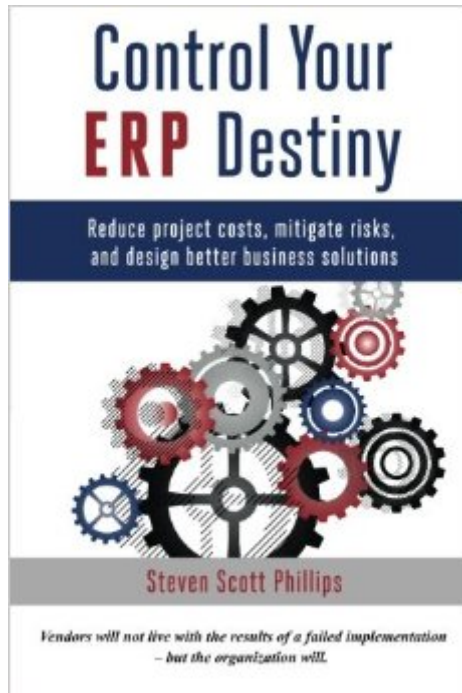


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# Control Your ERP Destiny: Reduce Project Costs, Mitigate Risks, And Design Better Business Solutions



## 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. The book has been a #1 New Release on .com in the category of Business / Management and Leadership / Project Management and has sold in over 30 countries. Though written primarily for organizations or consultants facing the challenge of implementing ERP, the book is also used within higher education. Unlike many ERP books, it provides clear and actionable information that goes well beyond the theoretical understanding of the topic.

## Book Information

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## Customer Reviews

There really aren't many "must-read" ERP books in the 30 year (or so) history of ERP. Michael Doane's SAP Blue and Green Books come to mind, but those are both SAP specific. Offhand, I can't think of another, and I've read a bunch of 'em. Well, you can add Steve's book to the list.

Steve's book fits nicely into what I sometimes call the Center of Excellence movement - which is the push by ERP customer to gain more value out of their ERP investments and endure less headaches. However COE thinking largely happens after go-live, whereas Steve's book gets out in front of the ERP implementations themselves. The book is a combination of hard-won advice, cautionary tales, and a bit of a manifesto for taking control of your ERP project and not putting blind trust in third party consultancies. Steve is an excellent writer, and with 27 years of ERP experience himself, authority drips from every page. I love that Steve spends time on aligning with senior management and how to make sure there are independent experts on the project who can rise above the politics and point out issues before they are rolled out to unhappy users. In short, if you are involved in the ERP marketplace you want to read this one. You probably won't agree with everything in it - I didn't either - but that's what Steve would have wanted I think. The section on testing is a must read as well. I'm planning on giving this book to other folks in this market I respect.

This book was a welcome addition to my business/IT library. Some content I especially enjoyed: 1) Detail around the importance of developing in-house skills in 3 areas: project management, business analysis, and software configuration. 2) Useful ERP software and consultant selection frameworks. 3) A clear but comprehensive ERP roadmap, outlining the major phases of an implementation project. Those 3 were worth the price of the book alone ... the rest was gravy.

I've worked closely with Steve Phillips over the last year on two joint presentations about Knowledge Transfer and client ownership being the bedrock for successful ERP projects. Steve is an excellent speaker and writer, and this book covers the entire ERP lifecycle with sage advice on all aspects of the implementation process. I also started giving this book out to my clients. I urge them to read the book and put it into practice. Doing that is probably the quickest way to get real ROI on any ERP project. Clients that ignore Steve's advice will regret the additional significant costs they incur during the lifecycle of their ERP solution. Andy Klee, President Klee Associates, Inc. [...]

ERP Implementation is a tough topic, no doubt about it. I think it is hard to write about it and still keep the readers attention. But this book does a great job. It was easy to read yet packed with great information. I found that I always had to read it with a pencil in hand to underline sections I wanted to remember. Anyone involved in the ERP software selection process or the implementation process should read this. And I think people who sell and market ERP software will get valuable insights too.

I found many pearls of wisdom throughout this book. It is an end to end overview of all the factors which must be taken into consideration for your ERP environment. Steve takes you on a journey including the choosing and the proper use of consultants as well as the need to build out key competencies in your organization to improve outcomes for IT ERP Projects, Operations and Services. Well thought out book which not only addresses the technology, but the need for managing the transitions. Highly recommend this book to anyone providing specification and selection services as well as those just wanting to drive operational efficiencies in their ERP landscape.

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.

Don't attempt an ERP implementation without this book in hand! The author, Steve Phillips, is right on about all the hard realities, unspoken truths, and candid observations that come with implementing ERP systems in companies and businesses today. While so many books (along with the marketing material put out by consulting firms) gloss over the challenges that come with ERP implementations, Phillips provides a much needed "real world" view of how best to mitigate the risks that lead to cost overruns and post go-live disasters. Great balance between all the "must have" technical aspects of an ERP implementation along with insights on the more informal operational realities we all must face.

As a practitioner 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.

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