

BUSINESS SYSTEMS & TECHNOLOGY

Technology Solutions Company



ENGAGEMENT OVERVIEW

A rapidly growing technology solutions company realized its current Enterprise Resource Planning (ERP) system could no longer keep up with its expanding operations. As the business scaled, its finance team faced increasing complexity around integrating billing data from an external subscription platform, automating workflows, and producing accurate, timely reporting. Leadership knew a scalable ERP was essential, but needed expert support to navigate the complex vendor landscape and minimize the risk of a poor selection. The client partnered with Alliance to lead a structured, objective ERP selection process, the first critical step in modernizing its financial systems and supporting long-term growth.

ALLIANCE SOLUTION

Alliance supported the business' transformation through:

01

Strategic Project Leadership

Guided the selection process with a clear project plan, milestone tracking, and proactive communication to maintain alignment.

02

Comprehensive Discovery

Conducted in-depth sessions with leadership and stakeholders to define critical needs, including billing integration and reporting.

03

Structured ERP Evaluation

Managed the entire RFP process, including developing documentation, screening vendors, scoring, and delivering recommendations.

04

Vendor Negotiation Support

Orchestrated tailored product demos, scoring frameworks, and final negotiations to ensure optimal cost and contract terms.

CLIENT OUTCOMES

- Selected a scalable ERP that integrates subscription billing and supports reporting.
- Completed vendor evaluations and selection in less than 4 months — accelerating readiness for system implementation.
- Laid the foundation for the next phase of their financial systems roadmap.

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