



Case Study: Keir Educational Resources

Star Base Consulting Helps Keir Educational Resources Select New ERP System

Situation: Keir Educational Resources was in desperate need of a new ERP system. The old system was a combination of custom and package software. They started to look for a single source ERP solution and were quickly overwhelmed by the task. As part of its CIO On Demand solution, STAR BASE had performed an IT Wellness Check™, and through this process, learned a great deal about Keir's business.

STAR BASE was in an excellent position to know what software would benefit Keir. Keir contacted STAR BASE to see if they could help.

Solution: STAR BASE, Inc. developed the business requirements and created a detailed Request for Proposal. STAR BASE searched for prospective vendors and sent qualified vendors the RFP. STAR BASE handled all of the RFP responses and narrowed the selection down to four solutions.

STAR BASE developed a list of items that would need to be shown in each of the demos. The presentations were done at the STAR BASE offices to keep all parties focused on the presentation. STAR BASE took each vendor's proposal and put it into a standard format making it easier for Keir to compare. STAR BASE facilitated all of the sales calls, and the decision making process. STAR BASE negotiated general terms for software and training. Once Keir made their selection, STAR BASE assisted with an implementation plan.

The Value: Keir Educational Resources was on a path of spending way too much money on a project that was out of scope and beyond the budget. STAR BASE was able to objectively look at the business need, make impartial recommendations and choose a cost effective solution for implementation that contributed to the overall operation and to bottom-line productivity of the entire organization.

ROI: The selection process that STAR BASE led Keir through helped to simplify the task of identifying and selection a suitable ERP system. Products were evaluated objectively, based on their ability to deliver on stated objectives.

Specifically, for every dollar invested in the ERP Selection Project Keir achieved a return of \$12.30, fueled by saving time, money, and the improved productivity of having the right system in place.

"Having a history of at least two nightmares in the selection of software, we were apprehensive to enter this process again. STAR BASE streamlined the process and helped us think through what we really needed from our system. Their work saved us countless hours. Because of the process they took us through, we are very confident we made the best choice for our business. We are so excited about our future."
Henrietta Nye – President of Keir

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