

TOP 7 MISTAKES WHEN SEARCHING MRP/ERP/ MANUFACTURING SOFTWARE



WINDOW SHOPPING 01

Sitting through demonstrations and trying to decide which solution is the best.



EMOTIONAL SHOPPING 02

Buying something because it looks good and makes you feel good - you have a temporary problem or setback in an area that could be patched by the purchase for now...hopefully.

NOT LOOKING INTO THE MIRROR 03

"My company needs software (demonstrations)" vs. "My company has problems A, B and C and must fix these."

Setting the former as the goal is extremely common and often goes together with mistakes #1 and #2.



NO REALISTIC TIMELINE 04

If you want it yesterday and do not have time to properly understand what you actually need vs. what is out there, or you imagine you will need it in 3 years, you are wasting your time and money.

BEING INTERESTED BUT NOT INVESTED 05

You might have a realistic timeline, clearly mapped out and prioritized requirements, a budget and a project team, but if project managers do not have dedicated time - minimally 10-20 hours per week - set aside for this project for the 2-3 months, it's just not realistic to succeed.



THE RESEARCH JOB IS GIVEN TO THE WRONG PERSON 06

It is always a big temptation to let the office manager, accountant, assistant or intern search for MRP software. However, in their daily jobs, these folks have little contact with manufacturing issues. Therefore, they lack first-hand experience and may have a distorted understanding of the pain points.

NOT PILOTING THE SOFTWARE THOROUGHLY 07

It is really important to test the software and not buy because it "feels right." The functionality needs to be tested in real time - how it will actually work. The top match in a short list might not live up to expectations due to some unforeseen issues.



A BONUS POINT

NOT CREATING A LONG-LIST AND A SHORT-LIST

It is important to understand how MRP or ERP software can address the needs and problems of your manufacturing business. Then it's important to find out which solution can fit your needs the best (none will ever fit 100%).