



## CASE STUDY: ERP IMPLEMENTATION FAST GROWING PRIVATELY HELD BIO-TECH

**GL Resources “rescues” Oracle R12 implementation by deploying two senior-level consultants for set-up of international chart-of-accounts, data migration and change-management.**

### SITUATION

As part of a rapid growth plan, this privately held, international biotech makes plans to convert from Quickbooks to Oracle R12. To accomplish the accelerated implementation, they utilize their recently expanded in-house IT group while also leaning heavily on a third-party team of implementers.

However, as the implementation project progresses and they near the go-live date, it is apparent that while technically sound, the implementers are proving difficult to work with and are routinely running up consulting fees for work that can and should be handed off to in-house personnel. The decision is made to reach out to GL Resources for a more flexible and cost effective solution, knowing the technical and functional resources provided by GL Resources will be available to work hand-in-hand with the in-house team.

### SOLUTION

After meeting with the COO, CFO and CIO GL Resources develops a strategy that involves deploying two Senior-level, techno-functional consultants to develop and set-up the foreign chart-of-accounts, partner with the in-house team on the data migration and work hand-in-hand with management and staff for the change management. This strategy picks up where the implementers left off and allows the com-

pany to complete the implementation and go-live on schedule and under budget.

### IMPACT

The two consultants deployed by GL Resources prove to be invaluable to the company and are converted to full-time employees.

The implementation and go-live is completed on-time and under budget and the systems and processes put in place by the GL Resources consultants help the company continue to with organic growth (from 100 to over 300 employees in less than a year) as well as acquisition and merger activity in Europe.

GL Resources continues to act as a talent acquisition and consulting solutions partner for this company as they further expand.

“The flexible approach General Ledger Resources brings to the table, coupled with their expertise and back-end project management was exactly the solution we required to reach our timeline goals. Their service and dedication is matched only by the quality of talent they represent.”

- Vice President of IT and Operations

**General Ledger Resources**

[www.gl-resources.com](http://www.gl-resources.com)

**858-571-7881**

*General Ledger Resources is a finance and accounting professional services firm with practice areas in search & placement and consulting resources. With over 50 years of combined experience in the San Diego market, our growth has been nationally recognized by Inc. Magazine as one of the fastest growing privately held companies in the United States.*