



**Central  
Michigan  
University**

**ERP Assessment Project  
Kickoff Meeting**  
*August 4, 2020*



# Moran Technology Consulting (MTC): Our Team

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**Charlie Moran**

**Project Executive**

The Project Executive for this project will average 1-2 days/week on the project, providing thought leadership and ensuring deliverable quality.

**Paul Giebel**

**Project Manager**

The Project Manager for this project will have responsibility for driving the project schedule to completion.

**Craig Foley**

**Sr. Consultant**

The Sr. Consultant will actively participate and sometimes drive the various interviews and workshops, as well as helping to create deliverables.

**Claire Gilbert**

**Sr. Consultant**

The Sr. Consultant will actively participate and sometimes drive the various interviews and workshops, as well as helping to create deliverables.

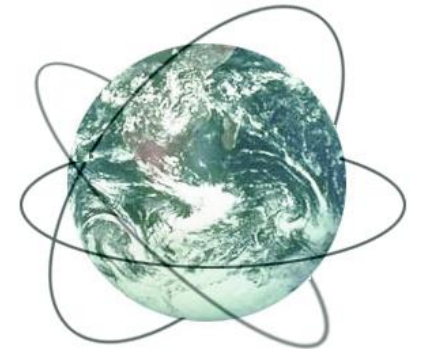
***Other Consultants***

***If needed***

# Moran Technology Consulting: Who We Are...

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- Moran Technology Consulting (MTC) is an experienced and proven provider of consulting services, dedicated to the higher education industry
- We are a VENDOR INDEPENDENT firm – we do not sell any ERP implementation services for any ERP vendors – we want no “conflict of interest” concerns from our clients or any pressures to sway our objectivity
- Our Sr. Partner has been working with higher education institutions for over 43 years
- Our management team has been working together for over 20 years, with some staff working together for over 23 years
- We are headquartered in Naperville, IL, USA with an office in Carlsbad, CA
- We serve higher education institutions around the globe (US/Canada/Europe/Asia)
- Our consultants have provided services to over 240 different higher education clients
  - We have completed over 60 ERP Planning Projects
- We have a corps of trusted partners, who supplement our skills and resources



# Moran Technology Consulting: What We Do...

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***MTC offers a FULL RANGE of IT and Management Consulting Services to our clients:***

*Strategic Services:*

- Strategic Planning and Governance
- Organizational Assessment/Re-Alignment
- Best Practices-Driven Process Re-design / Transformation
- IT Assessment and Planning
- Change Management

*Technology Acquisition / Deployment Services:*

- Requirements & RFP Development
- Applications Portfolio Assessment
- Independent Project Audits (IV&V)
- Change Readiness Assessments
- ERP Implementation Planning

*Infrastructure Support Services:*

- Unified Communications Planning
- Business/Technology Continuity Planning
- Security Assessment and Remediation
- Infrastructure upgrades (e.g., IdM, AD, etc.)

*IT Outsourcing Services:*

- Internal Project Management
- Interim CIO Leadership
- Outsourcing Contract Reviews
- Interim CISO Support
- Outsourcing Planning and Acquisition

# MTC: Where We've Done It... (a small subset)

**Berkeley**  
UNIVERSITY OF CALIFORNIA

**PENNSSTATE**

**UCLA**



**RUTGERS**  
UNIVERSITY



**MICHIGAN STATE**  
UNIVERSITY



**RMIT**  
UNIVERSITY

**UF** UNIVERSITY of  
**FLORIDA**

**A** THE UNIVERSITY  
OF ARIZONA.

**LMU** | **LA**  
Loyola Marymount  
University



**CSU**



**UC San Diego**



THE AMERICAN  
UNIVERSITY  
OF PARIS

knowledge, perspective, understanding



**MONTCLAIR STATE**  
UNIVERSITY



COLUMBIA UNIVERSITY



**University at Buffalo**  
*The State University of New York*



**OHIO**  
UNIVERSITY

# Proposed Project Approach...

## **PHASE I**

- Step I-1: Project Kickoff
- Step I-2: Change Readiness Assessment
- Step I-3: Peer Learnings Analysis
- Step I-4: Assess Current State Business Processes and Requirements
- Step I-5: Develop Process Improvement Recommendations
- Step I-6: Provide Software Demonstration Assistance
- Step I-7: ERP Vendor Marketplace Analysis
- Step I-8: Develop Project Structure Model
- Step I-9: Business Case
- Step I-10: Develop Vendor Selection Strategy and Plan

## **PHASE II**

- Step II-1: Development of Software and Implementation Services RFP
- Step II-2: Vendor Evaluation
  - Step II-2a: Establish Evaluation Process Methodology
  - Step II-2b: Provide Software Demonstration Assistance
  - Step II-2c: Vendor Firm Reference Checks / Site Visits Assistance
  - Step II-2e: Provide Financials Bid Comparison
  - Step II-3: Negotiation Assistance
  - Step II-2d: Systems Implementation Team Interviews

# Proposed Project Schedule...

STEP	PROJECT WEEK																			
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
<b>PHASE I</b>																				
Step I-1: Project Kickoff																				
Step I-2: Change Readiness Assessment																				
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Step I-8: Develop Project Structure Model																				
Step I-9: Business Case																				
Step I-10: Develop Vendor Selection Strategy and Plan																				

STEP	PROJECT WEEK																								
	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45
<b>PHASE II</b>																									
Step II-1: Development of Software and Implementation Services RFP																									
====> Bidders develop their proposals																									
====> Short-List Bidders prepare demonstrations																									
Step II-2: Vendor Evaluation																									
Step II-2a: Establish Evaluation Process Methodology																									
Step II-2b: Provide Software Demonstration Assistance																									
Step II-2c: Vendor Firm Reference Checks / Site Visits Assistance																									
====> Software selection is finalized																									
Step II-3: Negotiation Assistance																									
====> Software Vendor Contract Negotiations																									
Step II-2d: Systems Implementation Team Interviews																									
Step II-2e: Provide Financials Bid Comparison																									
====> Systems implementer selection is finalized																									
Step II-3: Negotiation Assistance																									
====> Systems Implementor Contract Negotiations																									
====> Project Startup Prep and Launch																									

