

360 Outsourcing Services Facilitate SAP Implementation in Record Time

Client Problem

This U.S. division of an international food additive company engaged WillowTree Advisors to help source a \$25M global SAP upgrade and implementation. The daunting project had complex requirements and quickly approaching deadlines.

WTA Solution

Using the proprietary 360 Outsourcing process, WTA helped the client define their sourcing strategy, identify requirements, and develop acquisition documents. WTA also facilitated the team through a highly competitive process to select the right vendor, including RFP development, statements of work, evaluation, due diligence, and contract negotiations.

WTA met client deadlines with the help of templates honed over decades in the IT consulting business, along with sophisticated collaboration tools that allowed distributed team members to easily access and contribute to requirements. Leveraging WTA's experience with proposals, pricing, sourcing models, service levels, and provider walkthroughs also added measurable value.

Successful Outcome

WTA met all client milestones and deliverables in less than six months' time—a lightning-fast timeline for a project of this size and scope—enabling the client to meet its commitment to the Board of Directors.



The WillowTree is our symbol because it represents both strength and flexibility, particularly in difficult times.

360 Outsourcing Services: 5 Dimensions

- Building a Successful Outsourcing Strategy
- Getting the House in Order
- Managing through Selection and Negotiation Processes
- Assessing and Reducing Risk
- Preparing the Team for the Future

willowtree
ADVISORS

WillowTree Advisors, LLC

3773 Cherry Creek North Drive
Suite 575
Denver, Colorado 80209

P: 888.998.0008

E: support@willowtreeadvisors.com
www.willowtreeadvisors.com