

your ERP persona is...



# The Collaborator

Once you know where you want your business to go with ERP and how you want to get there, the next step is to build strong relationships with the people who will help you reach those goals. In addition to working directly with software vendors, you may consider enlisting the help of an experienced consulting partner to help bridge the gap between your business and the solutions you've selected. The right partner can greatly reduce your learning curve and let you leverage their expertise and past experiences to help you reach your goals faster than you would be able to on your own.



## Tips & Guidance

1

### Communication Counts

Just like all relationships, successful consulting partnerships hinge on quality communication. Start building a good rapport with potential partners early on.



### Value Industry Experience

Are you talking to someone who has walked in your shoes, or just a software expert? While both dimensions are important, there is no substitute for in-industry experience.



### Think Long-Term

You are choosing a partner to help you weather the storm when issues and market changes arise. Do they have what it takes to support you for the long haul?



### Ask for References

Reviews can be biased and case studies are usually produced by marketing departments. Check references for the real story.

## Resources for Collaborators

- ➔ [3 Essential Tips for Evaluating an ERP Partner](#)
- ➔ [Bob Scott's Top 100 VARs for 2017](#)
- ➔ [Celebrating 20 Years of ERP Expertise](#)
- ➔ [What Does a Successful ERP Implementation Look Like?](#)
- ➔ [Request a Consultation](#)

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