



Milestone AV Technologies



The Client

Milestone AV Technologies is a leading designer, marketer and distributor of branded audio visual mounting equipment and display solutions for flat panel displays, projectors, AV furniture, and speakers to both the consumer (Make-to-Stock) and the commercial markets (Make-to-Order and Engineer-to-Order products)

Pain Points & Challenges

- Non-scalable business processes and ERP systems making it difficult to grow the existing business and have a foundation in place to integrate future acquisitions.
- Poor Order-to-Cash (OTC) and Plan-to-Produce (PTP) business processes, controls and measurement practices creating inefficient order management, sales support and back-office operations.

Pragmatek Solutions

- Facilitated ERP Software Selection and implementation planning resulting in successful on-time / under budget SAP implementation with limited business disruption
- Improved /streamlined SAP OTC and PTP processes to standardize business practices for existing operations / new acquisitions.
- Successfully completed several ERP optimization initiatives such as CRM prototype, FSCM implementation, and APO Demand Management Implementation

The Payoffs

Implemented SAP solution

On-Time & Under Budget

Delivered SAP capabilities to improve

Productivity

Standardized Business Processes to integrate

Multiple Business Acquisitions



From the Client



“Pragmatek has been our trusted partner since 2007. Pragmatek brought in highly skilled SAP consultants to successfully plan and execute our ERP Software Selection and subsequent SAP implementation. They provided a full set of SAP specialists and helped us maintain the rhythm and rigor to enable significant business transformation and develop the foundation to support our growth and acquisition plans.”

**-Keith Hogie, Vice President
Information Technology**