

## FEATURED CLIENT



*"We spent a year trying to do what SpearMC was able to help us accomplish rather quickly. There's been so much progress made around here, I can't imagine where we'd be without them."*

## Identifying opportunities for improvement

Turtle Wax realized that the way their business and IT strategies were not aligned to help them maximize their efficiency. The problem was, they needed help selecting the right ERP software and assessing where they were currently at vs. where they wanted to be.



## Success Story

# Making IT and business goals exist in harmony

When Turtle Wax decided they needed to implement a new ERP system, they spent more than a year trying to select the right software. They decided to bring us in to help guide them through the process and we got right to work by learning what makes their business unique. We then performed a Capability Maturity Model Assessment to help provide insights as to how their IT strategy was currently functioning.

After carefully listening to their needs and working together to establish goals, we implemented a strategic advance pricing system and an ERP solution that drives value and growth while providing a strong foundation for the future. Turtle Wax now has the capability to better understand the profitability of every order, SKU sold and customer.



The project included expert assistance in the following areas:

- Establishing criteria and selecting appropriate ERP software
- Aligning business and IT strategies
- Implementing an ERP and strategic advance pricing system