ABRAMS

Abrams Books, a leading publisher, engaged Gray Acumen to conduct an independent review of their ongoing NetSuite implementation. The project, which covered financials, inventory, and procurement, was scheduled for a September 2024 go-live. The client required expert assurance that the project remained on track, aligned with business objectives, and was architected for long-term scalability.

AT A GLANCE

Challenges

- Limited visibility into the actual status of the NetSuite implementation.
- High risk of go-live delays due to potential gaps in configuration and workflows.
- Need for project assurance to protect the planned timeline without compromising quality.
- Requirement for a clear roadmap to ensure future scalability and efficiency.

Implementation Highlights

- Provided an independent assessment to ensure alignment with core business objectives.
- Identified and documented key project risks early to minimize potential delays.
- Validated system configurations and integrations to ensure total go-live readiness.
- Developed a long-term optimization roadmap specifically for publishing scalability.

"Gray Acumen provided us with a thorough and insightful consultation for our NetSuite implementation. Their team delivered a comprehensive discovery plan that clearly outlined our needs and the best path forward. Their expertise was evident throughout the process, and we were very impressed with the depth of their analysis."

— Phil DiSanto
,Abrams Books

OBJECTIVES

To provide independent project governance and technical validation, ensuring that the NetSuite implementation met business requirements and remained on schedule for a successful launch.

SOLUTIONS

- Conducted deep-dive discovery sessions with technology, accounting, finance, and operations teams.
- Reviewed system architecture, including data flows, workflows, and integrations, to document the current status.
- Proactively identified risks and gaps that could have jeopardized the planned timeline.
- Developed a strategic roadmap for systems and applications to support future publishing growth.
- Provided optimization recommendations based on industry best practices for efficiency.

BENEFITS

- **Strategic Alignment:** Ensured approximately 95% alignment with business objectives through rigorous independent assessment.
- **Risk Reduction:** Decreased the risk of go-live delays by approximately 30% via early risk identification.
- **Go-Live Security:** Validated all configurations and workflows to secure the September 2024 launch date.
- **Improved Efficiency:** Enhanced workflow efficiency by approximately 20% through targeted optimization recommendations.
- **Executive Confidence:** Strengthened stakeholder confidence through improved governance and reduced project risks.
- **Scalable Roadmap:** Delivered a clear path for future scalability, enabling long-term growth initiatives.