

CASE STUDY



ABS - Harmony Collection

Challenges

Select and implement a Network System and ERP software:

Los Angeles-based Harmony Collection is renowned in the fashion industry for affordable designer concepts. Also known as ABS by Allen Schwartz, the company produces men's and women's sportswear as well as classic day and evening styles with an edge. When faced with the need to purchase a new Network System and ERP software to support both current business and anticipated growth, Harmony Collection tapped Partners Consulting for its management and implementation expertise.

"Partners Consulting's Managed Services Division, (formerly ITresources) was instrumental in achieving our goal of a major conversion in a timely, accurate and professional manner. If not for Partners Consulting, we wouldn't have reached our non-negotiable implementation date." - *Kirk Foster, CFO*

Our Solution

Value-added project management. Partners Consulting worked closely with the client to identify viable ERP packages, create cost comparisons, recommend a vendor, purchase and install the hardware, and manage the implementation. Several software solutions were evaluated and scored using a weighted measurement system to ensure all current and future functionality requirements were met.

After choosing a vendor, Partners Consulting formed teams to manage the project including a client team, hardware team and software vendor team. Partners Consulting relied upon its extensive experience with CMM Level 5 methodology and practices to meet the aggressive implementation date.

Results

On-time completion and client satisfaction. By allowing Partners Consulting to oversee the project, our client gained more time to manage daily operations while participating in critical process and implementation decisions. The project was finished on time and with a high degree of customer satisfaction. In addition, the close collaboration helped Harmony Collection successfully meet its 2004 business objectives.

