

How we do it

our simple approach to successful ERP implementation



Build with us.

If you've got big plans, you need a team that can build big things.

Did You Know:

Research shows that only 25% of enterprise resource planning (ERP) implementations succeed in meeting their original objectives.¹ Furthermore, data collected over the years on ERP implementations found that 50% fail the first time around while an astounding 25% are considered catastrophic failures that never reach completion.²

But not with us.

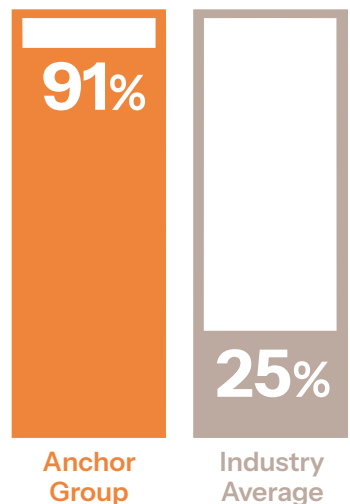
Our Philosophy

At Anchor Group, our success rate stands a little different, where **our ERP project success rate stands at a 91% average, with 97% meeting budget expectations.**³

As NetSuite changes the business world with its holistic approach to enterprise resource planning (ERP) we are here to assist you as you grow with the suite. Whether a new implementation or an optimization, our philosophy stays true to our mission: Deliver delight. Always. That means no shortcuts. No overpromising. No blah blah nonsense or overcomplications. Just solutions built to fit the way your business actually works that deliver real value both now and five years down the road.

Let's dig into what this approach looks like.

ERP Implementation Success Rates



1. Structure Before Customization

In practice, excessive customization, uncontrolled scope creep, and attempts to recreate legacy processes are among the most consistently cited contributors to ERP implementation delays, budget overruns, and user frustration.

At Anchor Group, we avoid this by designing system structure first—then layering in configuration intentionally.

2. Scale Is Designed—Not Assumed

We believe a successful implementation should serve the next five years and beyond—not just next quarter. If the ERP architecture wasn't designed for that growth, the system eventually becomes a bottleneck. That's why making sure scalability is taken into account during initial infrastructure design is crucial to a long-term ERP solution that grows with your business.

We plan for:

- Growth in transaction volume
- SKU expansion
- Multi-entity complexity
- Reporting evolution
- Just In Time (JIT) licensing contract structures to ensure the right modules and right number of users are paid for at the right time throughout implementation process and post-go-live



3. Change Management Is Not Optional

Sustainable systems require strong change management.

Without it, systems will fail—not because of the software—but because no one owns or has clear oversight on the process.

Fact: Organizations with strong change management practices are seven times more likely to achieve their project goals, five times more likely to stay on schedule, and 50% more likely to stay on or under budget.⁴

That's why we work closely with our clients to ensure:

- Every workflow has an owner
- Every permission has clear designation
- Every data structure has documentation

We believe ERP implementations are a partnership, with both Anchor Group and the client working together to achieve success. And the data doesn't lie: **77% of successful projects credit strong leadership ownership as the critical factor for success.**⁵

7x

greater likelihood of achieving project goals

5x

greater likelihood of staying on schedule

50%

greater likelihood of staying on or under budget



Built **for** success.

Big plans work better with a system that's built to keep up.

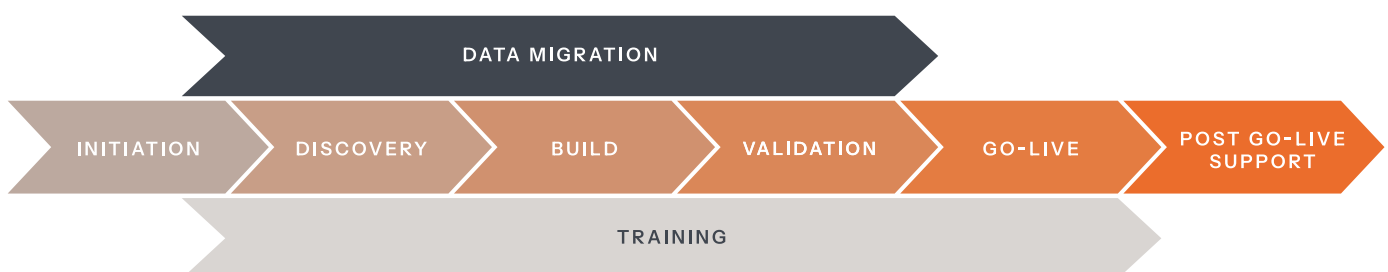
Fact: Over half of organizations experience operational disruption during go-live when systems are rushed into production⁶, with the two most commonly cited challenges during implementation being insufficient testing and not enough process re-engineering.⁷

4. Controlled Momentum (Phased Implementation)

We don't rush go-live. While we can sometimes pick up the pace on certain tasks or adjust deliverables for tight timelines, we know from experience that speed without controlled phases leads to fragile systems that break under pressure. And nobody has time for that.

We move deliberately through:

1. Initiation
2. Discovery
3. Build (Architecture and Configuration)
4. Validation
5. Go-Live
6. Post Go-Live Support





5. Clear Goals and Defined Objectives Over Flash

We have over 275,000 hours of NetSuite consultant and development time under our belts—which means we’ve seen just about every way an implementation can go sideways—and how to keep it from doing that.

We value:

- Defined scope (including out-of-scope portions so there are no surprises)
- Detailed project guardrails
- Measured timelines
- Transparent communication

Through this, we ensure ERP success is boring in the best way:
It’s stable.

Final Thoughts

NetSuite can support your next stage of growth—but the real question is whether your implementation is designed to.

Anchor Group helps teams implement the right way—with defined structure, clear ownership, smart customizations, and responsive, onshore support that doesn’t disappear after go-live day.

So, if you’re evaluating potential partners:

- Choose a partner who explains the processes, risks, and timelines up front
- Choose a partner who’s done this more than a handful of times
- Choose a partner who’s designing for year five, not just go-live week

And the rest will fall into place.



If you think working with Anchor Group may be right for you, reach out to us at **(608) 575-9053** or visit **anchorgroup.tech/contact** and let us know how we can help.

1 <https://www.netsuite.com/portal/resource/articles/erp/erp-statistics.shtml>
2 <https://www.gartner.com/en/information-technology/topics/enterprise-resource-planning>
3 Internal data, NetSuite ERP implementations, 2025-2026. Success defined as go-live achieved on the agreed-upon timeline and within budget expectations
4 <https://www.purdueglobal.edu/blog/business/what-is-change-management/>
5 <https://www.netsuite.com/portal/resource/articles/erp/erp-statistics.shtml>
6 <https://www.netsuite.com/portal/resource/articles/erp/erp-statistics.shtml>
7 <https://www.softwaresuggest.com/blog/erp-facts-and-statistics-market-trends-data-and-analysis/>