

## Testimonial

# Cravo Equipment Ltd.

## BDC helps select ERP system to accommodate robust international growth

### Profile

Cravo Equipment, based in Brantford, Ontario, is a world leader in retractable roof greenhouses and owns the patent for its unique product in many countries around the world. The company's technology allows growers in warm and hot climates to produce high-quality fresh fruits and vegetables especially during times of the year when it is difficult to grow.

### Needs

With increasing international sales and a complex manufacturing and design environment, Cravo Equipment was looking to purchase an ERP system to help improve its efficiency, particularly in areas such as scheduling and shipping. However, before investing in new technology, the firm needed help to select the right system and vendor to best meet its business requirements.

### Solution

BDC's technology expert first interviewed the senior management team to assess the company's existing technology. BDC then helped the firm prepare a comprehensive request for proposals (RFP), including evaluation criteria, which was sent to vendors. Following this, the vendors presented their proposals and a short list was drawn up based on their fit with the company's requirements. BDC helped assess presentations of the final vendors and make recommendations. As well, final contract negotiation recommendations were made with respect to the chosen vendor.

### Results

Cravo Equipment benefited from BDC's unbiased point of view and saved valuable time and resources by working with an external consultant. The company is now finalizing the purchase of its ERP solution with the chosen vendor, which will fully address its business requirements, integrate core functions across the company and help streamline processes such as manufacturing scheduling and shipping.



*We had already gone down the path of trying to select a system on our own. We learned firsthand just how hard it is to vet vendors and compare them on an equal basis. That's precisely why we decided to go with BDC this time. The RFP was very thorough. We were able to focus on what we needed to get from our vendors, and BDC did the rest! Our management team thought we got real value for the service!*

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