ERP Licensing & Systems Integration Transactions

# Leveraging Leading Systems

Systems integration and ERP implementations frequently require significant time and resource investments to a customer's business operations. So choosing the right service provider to carefully structure transactions to minimize risk is a must, especially if the implementation goes off track. At Kilpatrick, our attorneys offer significant experience working with clients during each phase of a complex systems integration or ERP implementation — including developing business requirements and technical specifications, preparing RFPs, evaluating and selecting service providers, negotiating definitive agreements, and managing projects — that minimizes risks, preserves client leverage, and results in competitive pricing.

## Experience

Represented a manufacturer of consumer products with the licensing, implementation, and support of an enterprise resource platform from OSI, Sterling Software, and SAP.

Represented a manufacturer of golf equipment and accessories with the licensing, implementation, and support of a hosted ERP system from Oracle.

Negotiated an agreement for a manufacturer of golf equipment and accessories with OSI to implement and configure an Oracle ERP system.

Negotiated an agreement for a global sporting goods and apparel manufacturer with Infor to license, implement, and support its ERP system.

Represented a Fortune 100 manufacturer with enterprise licenses and integration of software from IBM and Microsoft.

Represented a health insurance provider in the licensing, implementation, and support of a customer-facing enrollment system and claims processing system.

Represented a data management company with the licensing, implementation, and support of credit scoring software.

Negotiated an agreement for a home improvement company with Accenture to implement and configure SAP ERP system.

Negotiated an agreement for a charitable organization with DAZ to implement and configure an Oracle ERP system.

## Primary Contacts

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