

# The Successful Methodology for Enterprise Resource Planning (ERP) Implementation\*

Miroslav Lutovac

Singidunum University, Belgrade, Serbia

Dragan Manojlov

Advanced Information Technology Consulting (AICON), Belgrade, Serbia

Organizations need to use a proved methodology to reduce implementation risks and enable the enterprise resource planning (ERP) solution to be put into operation as quickly as possible. The right implementation methodology will also help ensure that the ERP implementation fully addresses an organization's business goals and objectives. Modern ERP implementation methodology encourages and supports a progressive approach to the management for users of ERP systems. A company is constantly seeking better methods and models for decision supports in all kinds of decisions and developing/copying new products/markets that generate the growth of the company. On the other hand, a company creates efficient and effective operations that improve the return on investment, because ERP is always considered as an asset. This paper focuses on the interaction of culture in a company, business strategy, and organizational skills and balances the relationship among ERP methodology, ERP implementation, and the performance of the company. Considering the fact that different ERP systems use different methodologies, short descriptions of the most dominant brand name ERP are analyzed (Oracle Financials, PeopleSoft, and systems, applications, and products (SAP) implementation methodology). Although all methodologies may look similar, the selection of a proper methodology is the most critical part in ERP investment. The focus of this paper is on the accelerated SAP methodology, also named as ASAP methodology, because it is the most used one on the worldwide market of ERP systems.

*Keywords:* enterprise resource planning (ERP) system, systems, applications, and products (SAP), Oracle Financials, accelerated SAP (ASAP) methodology, application implementation methodology (AIM), implementation

## Introduction

Enterprise resource planning (ERP) system is based on an information technology (IT) infrastructure that facilitates the flow of information within an organization. ERP systems integrate all information and processes of an organization into a unique system with a unified database that concerns how organizations gather, collect, store, access, summarize, interpret, and use business information. An ERP system integrates different

---

\* **Acknowledgement:** This paper was partly granted by Ministry of Education, Science, and Technological Development, Republic Serbia, Project TR32023.

Miroslav Lutovac, professor, Faculty of Business, Singidunum University. Email: [mlutovac@singidunum.ac.rs](mailto:mlutovac@singidunum.ac.rs).

Dragan Manojlov, senior SAP manager, Management and Information Systems, Advanced Information Technology Consulting (AICON).