

Testimonial

Kenny Enterprises Limited

BDC helps company select ERP system to meet growing needs

Profile

Kenny Enterprises Limited, headquartered in St. John's, Newfoundland, owns and operates Marie's Mini Mart, a highly successful convenience store chain with twenty-seven locations in the St. John's and metro area.

Needs

With its current technology, Kenny Enterprises Limited was facing challenges such as unnecessary manual work and insufficient data analysis and reporting. The company was looking to purchase an ERP system to improve efficiency and integrate core processes across the company. 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 owner to assess the company's existing technology. He then helped the client 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 as conduct reference checks.

Results

Kenny Enterprises Limited benefited from BDC's unbiased perspective and saved valuable time and resources by working with an external expert. The company has now purchased an ERP solution that will integrate core business functions, streamline processes and help the business improve data analysis and reporting. With the new technology, the company is also well positioned for further growth.



Technology isn't our expertise, so when it came to investing in a new system, we wanted to make sure that we were doing it right. With a well-prepared RFP, BDC helped us ensure that the vendors really understood our requirements and had the capabilities to meet our needs. It was definitely worth the investment!

Richard Kenny

Owner

Kenny Enterprises Limited

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