

What people are saying about ERPsim

Compliments of

BATON

Delighted customers are the best proof of success. Learn how Baton's customers around the world, in a range of industry sectors, benefit from ERPsim in their digital transformations.



“The best part of ERPsim™ was getting a chance to play several roles and see from those perspectives how easy it is to do a transaction and analyze the response. It was extremely beneficial!”

– **Brad Vanover**, Senior Consulting Programmer Analyst | **Kindred Healthcare**



“We never imagined that people could enjoy learning about SAP. With ERPsim™, not only were we having fun, our people have gained tremendous insight into how SAP can help them run their entire business.”

– **Greg Taylor**, General Manager, Integrated Management Systems | **UGL Unlimited**



“We simulated end-to-end manufacturing processes. This allowed our leaders to experience the impact of daily decisions and appreciate the value of a fully integrated system. It was a real event for stakeholders committed to improving company profitability. Camso decided on additional ERPsim™ sessions to implement and deploy SAP S/4HANA worldwide with success.”

– **Marc Boivin**, Director, IT Enterprise Architecture | **CAMSO**



“With ERPsim™, learning hands on in a real system was priceless! We had super users right along with senior executives getting into it. The competition was a fun component, but so was getting to see how SAP was a truly integrated system real time.”

– **Cristie Price**, Organizational Change Management | **Columbia Sportswear**

Consultants and software vendors alike find ERPsim beneficial in communicating the value of SAP and advancing their work with clients at all stages of the digital transformation journey. But don't take our word for it—see what they say.



“Baton's ERPsim is revolutionary in positively influencing the SAP sale cycle.”

– **Frank Chang**, Senior Solutions Director | **Kellton Tech**



“Yesterday an S/4HANA contract was signed in agrobusiness, an important industry in Brazil. ERPsim™ helped us close this deal. We can highlight the paradigm shift in the IT Director. The ERPsim experience really made the difference!”

– **Bianca Torres**, *Presales* | [SAP Brazil](#)

“We closed three deals in Q4 and one in Q1 2018 where ERPsim made a difference. The Q1 deal is the largest on-premise net new name [deal] ever closed in UKI Commercial sales.”

– **Derek Crawford**, *Presales Senior Specialist* | [SAP Ireland](#)

“Just finished a conversation with an account executive. His words: ‘Thanks to ERPsim™, the customer is putting together a roadmap that will move them to S/4HANA in the next 18 months. From now on, I will use ERPsim for all my customer engagements!’”

– **Martin Tenk**, *Head of HANA & Technology* | [SAP United Kingdom](#)

“I believe ERPsim™ is one of the key tools to make clients consider the value of next-generation ERP (S/4HANA). For our client Terumo, there were concerns the project wasn’t good to proceed because of different perceptions of the new ERP. We think it’s essential to align their views by operating S/4HANA, and they understand the value of real-time OTLP & OLAP.”

– **Fumito Kusuno**, *Presales Specialist, S/4HANA* | [SAP Japan](#)

“For one of the most important opportunities of 2017, the customer said, “it was amazing to work as a team exchanging information and taking decisions with support of the system in real time.” Our partner, PwC, said that ERPsim™ “changed the opinion of several opponents of this modernization project.” This is a very good step forward with this prospect.”

– **Jair Cuervo**, *Presales Customer Solution Manager* | [SAP Columbia](#)

“I don’t know any other tool that comes close to ERPsim™ with regards to value for relationship building. At LanXess, the CFO asked the CIO to educate direct reports about the integrated nature of an ERP system. We proposed ERPsim. In the attendance were the CDO, CFO, Head of HR, and Head of Investor relations—a tremendous opportunity to change the attitude of people towards SAP. The CIO called me the next day to tell me the CFO liked the training very much and that his direct reports sent messages thanking him for the opportunity to participate.”

– **Andreas Rizzetti**, *Director, Digital Business, Chemicals* | [SAP Germany](#)

ABOUT BATON



Today, successful organizations are ones that adapt quickly in the market. Such agility requires leaders with the strategies and the means to make rapid change a core competency. Our raison d’être is to help these leaders realize their visions for digital transformation with powerful solutions that enable rapid change at each stage of the journey.

Established in 2009, Baton has deep roots in organizational change management (OCM) and learning innovations based on business software like SAP ERP. As experts in OCM, we know software doesn’t solve business problems—people do. Our solutions ERPsim™, DAS, and DAS Language Localizer, help leaders manage the people side of the equation while leveraging the technology side through faster adoption and better collaboration and communication across global organizations.

Based in Montreal, Quebec, we serve customers in more than 40 countries, on every continent, directly and through our elite channel partner network of systems integrators, training consultancies, and software vendors.