



# 5 Selection Mistakes in ERP Projects

in the Food Industry  
and How to Avoid Them

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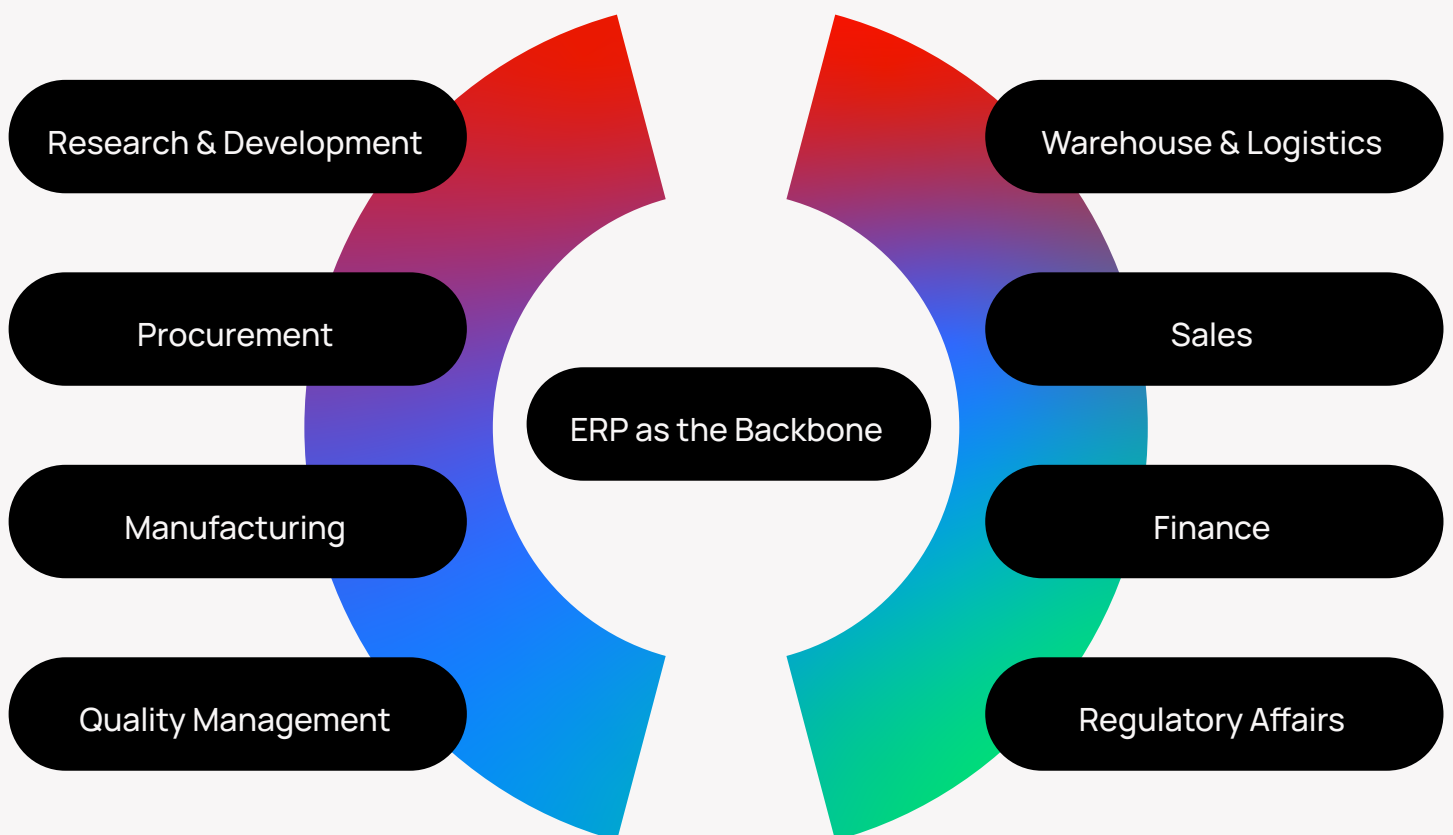
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# Why ERP Selection Makes All the Difference in the Food Industry

An ERP system forms the strong backbone of your entire business processes. Especially in the food industry, this system plays a decisive role in whether purchasing, production, quality management, and the supply chain work together seamlessly.

Anyone who compromises on this crucial decision often ends up having to painstakingly correct not only individual processes, but also deep-rooted structures later on. Take a look at the typical stumbling blocks of ERP implementation and find out how to avoid them successfully from the very beginning.







## Mistake 1: Requirements Remain Too Superficial

Many ERP projects in the food industry start with structure but lack the necessary depth. They often describe requirements, but fail to reflect day-to-day operations precisely. The result is a concept that seems plausible during the selection process, but quickly reaches its limits in later operations.

These gaps become especially clear in the food industry through pressing questions such as:

- How do we manage our inventory precisely by shelf life and remaining shelf life?
- How do we ensure complete traceability from purchasing through production all the way to delivery?
- How do we integrate quality inspections seamlessly into our daily operations?

This creates a system that looks perfect in theory, but in practice only works with a great deal of additional effort.



## Mistake 2: The Food Industry Focus Is Underestimated

A standard ERP offers flexibility, but it cannot be bent without limits. Anyone planning to bolt the complex requirements of the food industry onto the system afterward is carrying unresolved challenges into the implementation project.

Typical limitations of standard systems often become apparent here:

- Complete batch traceability across all process stages
- Precise best-before-date and FEFO control
- Integrated quality and release processes

Without firm anchoring in the standard system, isolated individual processes emerge instead of a smooth, end-to-end system. The direct consequence: complexity increases and errors creep in much more quickly.





## Mistake 3: Compliance Only Comes Into Play Afterwards

Project teams often keep compliance in mind, but unfortunately not early enough. In many cases, it is only factored into the evaluation once an ERP system has already been preselected or the project is in full swing.

The rude awakening comes when you realize that the new system does not consistently support the strict requirements of the food industry:

- Documentation suddenly shows gaps.
- Inspection processes do not integrate seamlessly into day-to-day work.
- Audit evidence can only be provided with significant effort.

The key point is this: strict requirements such as the HACCP concept or precise labeling obligations must be firmly integrated into your core processes from the very beginning, not imposed afterward.



## Mistake 4:

# A System Is Evaluated by Individual Features Instead of Processes

A demo may impressively showcase what a system can do in theory, but the real test is day-to-day operation. Far too often, far-reaching decisions are based on ticking off rigid feature checklists instead of walking through real business processes in the food industry step by step.

In day-to-day work along the supply chain, this quickly leads to noticeable obstacles:

- Handovers between different areas become problematic.
- Teams have to enter data multiple times with considerable effort.
- Processes stall instead of flowing seamlessly into one another.

Anyone who skips this practical comparison can quickly end up choosing a system that looks great on paper but creates noticeable friction in day-to-day operations.





## Mistake 5:

# Price Dominates the True Value

The first thing many organizations look at is licensing cost alone. These figures seem tangible and are easy to compare. But that impression says little about the actual added value an ERP system will provide in day-to-day operations later on.

The real, often invisible costs lie beneath the surface and usually arise only after the purchase decision:

- through individual customizations
- during integration into existing structures
- in ongoing operations and during updates
- as part of validation

If software does not already support your core processes as part of the standard solution, it will require continuous rework.

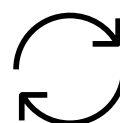


# Foundation Before Function: Your Key to ERP Success

Implementing a new ERP system is a far-reaching decision. Anyone who clearly defines their requirements, includes industry-specific details, and considers compliance from the very first minute is laying a strong foundation. Without this basis, painful compromises in live operations are inevitable. So how do you make the right choice? The key lies in a clearly structured approach:

## Real processes instead of long lists

Define your requirements based on real work processes – not rigid feature lists.



## Test workflows

Run through business-critical workflows early and specifically, for example in practical demos or a proof of concept (PoC).



## Compliance from Day One

Anchor compliance requirements directly as a criterion so that you can carry out a suitable evaluation.



## Everyday reality instead of glossy promises

Measure the systems offered against the reality of your company, not against polished presentations.



## Value before price

Make your decision based on the long-term added value for your company instead of being guided only by initial entry costs.



This way, you are not just making a well-founded and secure decision. You are creating a stable foundation for an ERP system that supports your processes efficiently, reliably, and for the long term.

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