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5 Selection Mistakes in ERP Projects

for Medical Technology and How to Avoid Them

[Content]

01	Why ERP Selection in Medical Technology Makes the Difference	04
02	Mistake 1: Requirements Remain Too Superficial	05
03	Mistake 2: The Focus on Medical Technology Is Underestimated	06
04	Mistake 3: Compliance Only Comes Into Play Afterwards	07
05	Mistake 4: A System Is Evaluated by Individual Features Instead of Processes	08
06	Mistake 5: Price Dominates the True Value	09
07	Foundation Before Function: Your Key to ERP Success	10

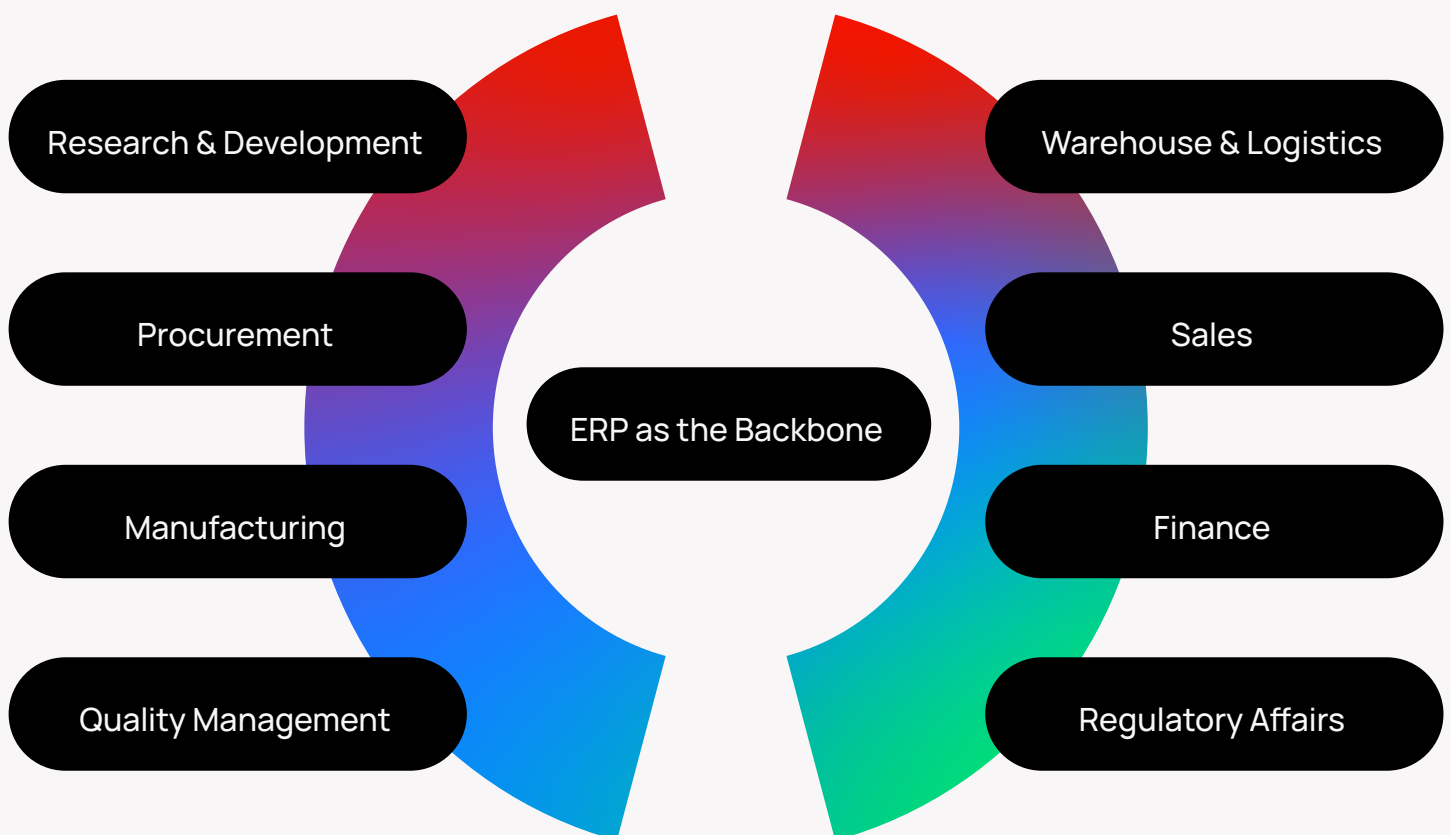
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Why ERP Selection in Medical Technology Makes the Difference

An ERP system forms the strong backbone of your entire business processes. In the medical technology industry in particular, this system plays a decisive role in whether you can seamlessly unify development, production, quality assurance, and service on a shared data foundation.

Anyone who compromises on this critical decision often faces the costly task of correcting not only individual workflows but also deeply embedded 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 projects in medical technology begin with structure, but without the necessary depth. They often describe requirements, yet fail to map the real day-to-day work behind them precisely. The result is a concept that seems plausible during the selection process, but quickly reaches its limits in later operations.

It is only in daily practice that the missing details become visible:

- How do approvals work in concrete terms?
- How do we document deviations?
- How do we ensure end-to-end traceability?

The result is a system that appears to be a perfect fit on paper but requires significant additional effort in practice.



Mistake 2: The Focus on Medical Technology Is Underestimated

A standard ERP system offers flexibility, but it cannot accommodate every industry requirement without trade-offs. Anyone planning to connect complex medical technology requirements to the system afterward is shifting key challenges, unresolved, into the live project.

This is often underestimated, especially when it comes to:

- end-to-end traceability across the product lifecycle
- integration of quality management and documentation
- management of changes and approvals

Without a firm anchor in the standard system, isolated individual processes arise 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 are usually aware of compliance requirements, but often not early enough in the selection process. In most cases, it only becomes part of the evaluation once systems have long since been preselected or the project is already running at full speed.

The rude awakening comes when the team realizes that the new system does not consistently support the strict requirements:

- Documentation suddenly contains gaps.
- Audit trails cannot be traced reliably.
- Validation stalls and becomes unnecessarily complex.

The reason: poor timing. In the medical technology industry especially, compliance must have a seat at the table from minute one and actively help shape system decisions. Anyone who understands compliance as a constant companion from the outset not only saves time and resources, but also safeguards project success in a lasting way.



Mistake 4:

A System Is Evaluated by Individual Features Instead of Processes

A demo may showcase a system's capabilities impressively, but the real test is how it performs in day-to-day operations. Far too often, far-reaching decisions are based on ticking off rigid checklists of functions instead of walking through real business processes step by step.

The problems arise in the interaction:

- Data has to be entered or transferred multiple times
- Handovers between departments are not cleanly integrated
- Documentation is created outside the system

Especially in areas with strict documentation requirements, isolated functions are not enough. What really matters are seamlessly interconnected processes that work reliably and consistently from end to end.



Mistake 5:

Price Dominates the True Value

Initial attention often focuses solely on licensing costs. These figures seem tangible and are easy to compare. But this first impression reveals little about the real added value a system actually offers in day-to-day operations later on.

The real, often invisible costs are hidden beneath the surface and usually arise only after the purchasing decision:

- for custom adaptations
- during integration into existing structures
- in ongoing operations and during updates
- as part of validation

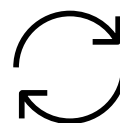
If software does not already support your core processes as part of the standard system, it requires continuous rework.

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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