

Cedar Grove Components — NetSuite ERP Modernization — Positive Path Demo

Prepared for Cedar Grove Components

Prepared by Mood Space

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FICTIONAL DEMONSTRATION

All companies, people, projects, and source materials in this sample are fictional.

Mood Space proposes a controlled, fit-to-standard transition from Microsoft Dynamics GP 2018 to Oracle NetSuite, targeting production go-live within 24 weeks of the October 12, 2026 kickoff.

Executive Summary

Mood Space proposes to replace Cedar Grove Components' Microsoft Dynamics GP 2018 environment with Oracle NetSuite as its core cloud ERP. The program is planned around an October 12, 2026 kickoff and production go-live within 24 weeks.

The proposed scope addresses three-entity financial management, intercompany processing, consolidated reporting, order-to-cash, procure-to-pay, two-warehouse inventory, Fixed Assets Management, reporting, dashboards, integrations, data conversion, testing, training, cutover, and post-go-live transition.

The principal implementation risks are the compressed schedule; conversion of three years of detailed operational history and seven years of summarized general-ledger history; unresolved Salesforce, ADP, and bank-interface specifications; data quality and reconciliation; adoption readiness; and timely access to CGC decision-makers and business users. Mood Space proposes to place design approvals, source-data profiling, interface specifications, mock conversions, UAT, and business sign-offs on the critical path.

Mood Space is an Oracle NetSuite Alliance Partner with eight years of NetSuite delivery history and 31 completed implementations, including 11 manufacturing and distribution implementations completed during 2022–2026. The four proposed workstream leads are confirmed from kickoff through go-live and the 60-day hypercare period, subject to contract execution by October 2, 2026.

Understanding of Requirements

CGC requires a controlled transition to a cloud ERP supporting approximately 165 named users, three legal entities, two warehouses, approximately 11,500 active SKUs, and approximately 2,800 active fixed assets.

The target solution must address:

- **Financial management:** General ledger, accounts payable, accounts receivable, cash management, budgeting support, financial close, intercompany transactions, and consolidated reporting.

- **Order-to-cash:** Sales orders and order management, with the detailed design for fulfillment, invoicing, credit controls, returns, and customer account visibility to be validated and documented.
- **Procure-to-pay:** Requisitions, purchase orders, receipts, three-way matching, vendor bills, approvals, and payment preparation, subject to detailed fit-to-standard design validation.
- **Inventory and fixed assets:** Two-warehouse inventory and fixed-assets capabilities. The detailed design must confirm transfers, cycle counting, replenishment, valuation, depreciation, asset transfers, retirements, reporting, and the stated SKU and asset volumes.
- **Integrations:** Salesforce Sales Cloud, Avalara AvaTax, ADP Workforce Now, and secure exchanges with two banking partners. Salesforce, Avalara, and ADP payroll-journal experience is established; employee-related ADP flows and both bank-specific interface designs require confirmation.
- **Data migration:** Customers, vendors, items, chart of accounts, open AR/AP, open sales and purchase orders, inventory balances, fixed-asset master data, three years of detailed operational history, and seven years of summarized general-ledger history. The seven-year summarized GL approach and complete object-level migration method require validation.
- **Reporting and dashboards:** Consolidated financial statements, aging, cash, sales and margin, inventory, open orders, purchasing, warehouse reporting, and role-based dashboards. [Approve the report and dashboard catalogue, KPIs, filters, drilldowns, and access by role.]
- **Adoption and controls:** Testing, cutover, role-based training, change readiness, administrator hand-off, and reduced spreadsheet dependency without weakening appropriate business controls.

Proposed Approach

Mood Space proposes a six-phase NetSuite delivery approach: Mobilize and Govern; Discover and Design; Configure and Build; Test and Convert; Cutover and Go-Live; and Hypercare and Handoff.

Mobilize and govern

- Establish the integrated plan, scope baseline, governance forums, RAID log, decision log, change-control process, escalation paths, and access plan.
- Conduct weekly status and workstream meetings, steering-committee reviews, and executive escalation as required.
- [Confirm CGC governance roles, decision rights, complete meeting cadence, and escalation paths.]

Discover, design, and configure

- Conduct fit-to-standard workshops and document process decisions, configuration workbooks, integration and data designs, reporting definitions, demonstrations, and formal design approval.
- Apply a configure- before- customize decision model. Any proposed SuiteScript or other customization will be recorded with its purpose, owner, alternatives considered, support implications, upgrade impact, testing requirements, and approval status.
- Confirm Salesforce field mappings and directionality, ADP payroll-journal detail, employee-related financial flows, and bank-specific formats during discovery.

Data migration

- Mood Space proposes profiling, mapping, cleansing ownership, transformation rules, mock conversions, exception management, reconciliation, cutover conversion, and business sign-off.
- CGC will provide Dynamics GP database or export access, sample extracts, data owners, and timely mapping and reconciliation decisions.

- [Confirm the approved detailed migration approach for every required data object and seven years of summarized general-ledger history.]

Testing and acceptance

- Perform configuration testing, integration testing, migration validation, end-to-end testing, and UAT using requirement-linked scenarios.
- Manage defects by severity and owner, with documented entry and exit criteria and formal business sign-off before production cutover.

Cutover and transition

- Prepare an owner-based cutover runbook covering sequence, data freeze, final extraction and migration, reconciliation, communications, go/no-go criteria, fallback procedures, deployment, and transition into hypercare.
- Provide a proposed 60-calendar-day hypercare period. [Confirm business-hours coverage, P1 response and escalation targets, triage cadence, knowledge-transfer deliverables, administrator handoff criteria, and steady-state support ownership.]

Security and data handling

- Use company-managed encrypted endpoints, MFA, least-privilege access, secure credential handling, restricted client-environment access, and encrypted data transfer.
- Mood Space will not use CGC data to train public AI models. No subcontractors or AI/model providers are planned to process CGC production data.

Workstreams / Delivery Phases

1. **Program Governance** — Integrated planning, weekly status reporting, RAID management, decision logging, written change control, steering-committee reviews, financial tracking, dependency management, and executive escalation.
2. **Finance and Multi-Entity** — GL, AP, AR, cash management, budgeting support, close, three-entity structures, intercompany processing, consolidation, and financial reporting.
3. **Order-to-Cash and Procure-to-Pay** — Fit-to-standard design for order management, fulfillment, invoicing, credit controls, returns, customer visibility, requisitions, purchasing, receipts, matching, approvals, vendor bills, and payment preparation. [Confirm the complete detailed process design.]
4. **Inventory and Fixed Assets** — Two-warehouse inventory, transfers, cycle counting, replenishment, valuation, depreciation, asset transfers, retirements, and reporting. [Validate the stated SKU and asset volumes, warehouse mobility or WMS requirements, and detailed valuation and depreciation rules.]
5. **Integrations** — Salesforce, Avalara, ADP, and two bank interfaces using supported APIs and secure files where applicable. Bank-specific formats, payment types, approvals, security protocols, and reconciliation requirements remain discovery decisions.
6. **Data Migration** — Master data, open transactions, inventory and fixed-asset balances, operational history, summarized GL history, mock conversions, exception resolution, reconciliation, and sign-off. [Confirm the detailed method and coverage for every required data object.]
7. **Reporting and Dashboards** — Consolidated financial statements, AP/AR aging, cash, sales and margin, inventory valuation and turns, open orders, purchasing, warehouse reporting, and role-based dashboards. [Approve the report and dashboard catalogue, KPIs, filters, and role access.]
- 8.

Testing, Cutover, and Controls — Test management, integration and migration validation, UAT, security-role validation, reconciliation, cutover rehearsal, go/no-go approval, rollback readiness, and production deployment.

9. **Change, Training, and Handoff** — Stakeholder communications, role impacts, readiness checks, role-based curricula, job aids, recorded materials where appropriate, super-user support, train-the-trainer delivery, and administrator handoff. [Confirm CGC-specific adoption measures, readiness criteria, and final handoff acceptance criteria.]

Timeline

Mood Space proposes the following 24-week implementation plan. The detailed baseline, dependencies, decision dates, and client resource assignments will require joint approval during mobilization.

- **Week 1:** Kickoff on October 12, 2026; governance, environments, scope baseline, RAID log, decision rights, and access plan.
- **Week 2:** Current-state discovery; data and integration inventories; reporting and control requirements.
- **Week 3:** Finance, entity, intercompany, consolidation, budgeting, and close design.
- **Week 4:** Order-to-cash and procure-to-pay design; process decisions documented.
- **Week 5:** Inventory, warehouse, replenishment, valuation, and fixed-assets design.
- **Week 6:** Salesforce, Avalara, ADP, bank, migration, reporting, dashboard, and security design.
- **Week 7:** Design playback and formal approval. **Milestone: Solution-design sign-off.**
- **Week 8:** Configuration Sprint 1; source-data profiling; initial mapping; interface specifications finalized.
- **Week 9:** Finance and multi-entity configuration; initial master-data conversion development.
- **Week 10:** Order, procurement, inventory, and fixed-assets configuration.
- **Week 11:** Integration build; migration transformations; report and dashboard development.
- **Week 12:** Configuration demonstrations and Sprint 2 completion. **Milestone: Configuration baseline.**
- **Week 13:** Configuration and integration testing; Mock Conversion 1.
- **Week 14:** Defect correction; integration retesting; migration exception resolution.
- **Week 15:** Mock Conversion 2; reconciliation; UAT preparation; training-content review.
- **Week 16:** End-to-End Test Cycle 1, including financial and operational scenarios.
- **Week 17:** End-to-End Test Cycle 2; security roles, controls, performance, and regression testing.
- **Week 18:** UAT begins; daily defect triage; role-based training begins.
- **Week 19:** UAT continues; priority defects resolved; cutover and rollback procedures refined.
- **Week 20:** UAT completion and sign-off; formal cutover rehearsal. **Milestone: Business acceptance.**
- **Week 21:** Final training, readiness checks, production-data preparation, and open-item closure.
- **Week 22:** Cutover-readiness review; final source extracts validated; preliminary go/no-go decision.
- **Week 23:** Data-freeze preparation, final communications, migration staging, and production readiness.
- **Week 24:** Final conversion, reconciliation, go/no-go approval, production go-live, and hypercare launch.

Critical-path dependencies include timely environment access, design decisions by Week 7, finalized interface specifications by Week 8, usable legacy extracts, successful mock conversions, UAT participation and sign-off, and cutover readiness. CGC responsibilities include providing process owners, finance and

operational SMEs, data owners, IT/security contacts, UAT participants, an executive sponsor, and timely decisions.

The proposed post-go-live period is 60 calendar days, and the four named leads are available throughout that period. [Confirm business-hours coverage, P1 escalation targets, daily and weekly triage cadence, knowledge-transfer deliverables, and steady-state support ownership.]

Team & Roles

- **Erin Wallace — NetSuite Solution Architect.** Principal NetSuite Solution Architect with 14 years of enterprise- applications experience and nine years of NetSuite experience. Erin holds current NetSuite Certified ERP Consultant and SuiteFoundation certifications. She is accountable for solution integrity, fit-to-standard design, configuration decisions, and design approval.
- **Marcus Reed — Project Manager.** Senior ERP Project Manager with 12 years of enterprise-software implementation- management experience and eight completed NetSuite programs. Marcus is a PMP and Certified ScrumMaster. He is accountable for the integrated plan, governance, RAID management, dependencies, change control, UAT, cutover, steering committees, and escalation.
- **Priya Nair — Integration & Data Lead.** Senior NetSuite Integration & Data Lead with 11 years of integration and data-engineering experience, including seven years with NetSuite. Her experience includes SuiteTalk REST/SOAP, RESTlets, SuiteCloud, middleware, SFTP and file integrations, Salesforce, Avalara, ADP payroll journals, banking files, and Dynamics GP conversion. She is accountable for integration architecture, data conversion, reconciliation, and technical cutover. [Confirm the detailed approach for every required migration object and employee-related ADP financial flow.]
- **Elena Torres — Change & Training Lead.** Change, Training & Adoption Lead with 13 years of enterprise-software change and enablement experience and Prosci Change Management Practitioner certification. Elena is accountable for role impacts, communications, readiness, role-based training, job aids, adoption tracking, and trainer and administrator handoff.

All four leads are confirmed from the October 12, 2026 kickoff through go-live and the 60-day hypercare period, subject to contract execution by October 2, 2026. Resumes for all four key personnel are included with the submission.

Supplemental functional consultants, integration and data engineers, test support, reporting resources, and training resources will be assigned according to the approved plan. [Confirm names, allocation percentages, locations, and backup coverage for supplemental roles.]

Mood Space proposes weekly project-status and workstream meetings, RAID and decision-log reviews, written change control, steering-committee reviews, and executive escalation. [Confirm CGC governance participants, decision rights, meeting cadence, and complete escalation paths.]

Relevant Experience

Mood Space is an Oracle NetSuite Alliance Partner with eight years of NetSuite delivery history and 31 completed implementations. This record includes programs with 45–420 named ERP users, one to six legal entities, and implementation schedules of 14–36 weeks, including 11 manufacturing and distribution implementations completed during 2022–2026.

RedRock Industrial Supply — NetSuite ERP Modernization

Industrial distribution implementation for 185 named ERP users, three legal entities, and two warehouses, completed with go-live in 22 weeks. RedRock replaced Dynamics GP and spreadsheet-based processes with NetSuite financials, consolidation, order management, procurement, inventory, fixed assets, reporting, Salesforce, Avalara, ADP, and two banking integrations. Go-live reconciliation reached 99.9% before sign-off, and the 60-day hypercare period closed with no open severity-1 defects.

Meridian Specialty Foods — NetSuite Multi-Entity Finance and Distribution

Food manufacturing and distribution implementation for 132 named ERP users, four legal entities, and three warehouses, completed with go-live in 24 weeks. Scope included financials, multi-entity consolidation, distribution, data migration, Avalara, payroll journals, banking files, CRM integration, role-based training, and 60 days of hypercare. Consolidated reporting was accepted before go-live, and UAT passed all critical scenarios. This engagement involved more than 100 users, multi-entity financials, data migration, and at least two external integrations.

Third NetSuite Case Study

[Insert the third approved NetSuite ERP implementation case study completed within the last five years.]

Two authorized client references are available from RedRock Industrial Supply and Meridian Specialty Foods. Contact names, titles, email addresses, telephone numbers, and permission details are provided in the reference attachment.

Commercial Response

Implementation fee and terms

- Fixed implementation fee: **USD 284,000**.
- Currency: **USD**.
- Payment terms: **Net 30**.
- Price validity: **60 days from the proposal due date**.
- Baseline scope: RFP CGC-ERP-2026-04, subject to written change control for material changes.

Payment milestones and invoice triggers

- 15% at contract execution and mobilization completion.
- 20% at solution-design approval.
- [Insert the remaining approved payment milestones and invoice triggers so that the schedule totals 100%.]

Out-of-scope services and expenses

- [Insert approved hourly rates by role for authorized out-of-scope work.]
- Approved onsite travel will be reimbursed at actual cost without markup.
- Delivery is proposed as remote-first, with onsite work limited to kickoff, selected workshops, and go-live support unless otherwise agreed. [Confirm final onsite locations, dates, and travel budget.]
- [Insert the complete approved proposal assumptions and exclusions in the pricing appendix.]

Security, privacy, and delivery disclosures

- Mood Space has a SOC 2 Type II report issued February 2026 covering the 2025 control period. Mood Space is not currently ISO 27001 certified.

- Mood Space uses company-managed encrypted endpoints, MFA, least-privilege access, secure credential handling, restricted client-environment access, and encrypted data transfer.
- CGC data will not be used to train public AI models.
- No subcontractors are planned for CGC delivery.
- No AI or model providers are planned to process CGC production data.
- Professional- liability insurance: USD 2,000,000 per claim and USD 2,000,000 aggregate.
- Cyber-liability insurance: USD 2,000,000 per claim and USD 2,000,000 aggregate.

Contract position

Mood Space accepts CGC's standard confidentiality, data-protection, and non-solicitation terms in principle, subject to final contract review.