

CedarCrestone Remotely Manages Kurt Salmon Associates PeopleSoft Enterprise Applications

About Kurt Salmon

Kurt Salmon Associates (KSA) is the premier global management consulting firm focused exclusively on the retail, consumer products, and health care industries. KSA's global consumer products and retail practice works closely with clients to create accelerated value through tailored solutions for business growth, margin management, inventory efficiency, productivity improvement, and technology effectiveness. The firm's Health Care Consulting Group is the most dedicated and experienced resource to hospitals and health systems in the United States. It creates tailored solutions for its clients' strategic, facility development, and information technology planning needs. Founded in 1935, KSA is now a global presence in the consulting industry.

The Challenge

The current KSA PeopleSoft system is used by European-based accounting resources. Support for these resources across several different currencies, languages, and time zones presents a significant challenge. Prior to beginning CedarCrestone support, KSA support staff was not able to meet these challenges and required additional consulting resources. These challenges were significant enough to create concerns regarding whether KSA should move forward with deploying PeopleSoft in the United States.

The Solution

KSA terminated its existing agreement and chose a multi-year support solution with CedarCrestone. CedarCrestone is solely focused on PeopleSoft Enterprise consulting, and is proficient in all PeopleSoft applications. Extensive PeopleSoft knowledge and seasoned resource management practices enable CedarCrestone to offer its services at a lower cost than its competitors.

CedarCrestone was contracted to provide remote development, patch/fix, and monitoring to KSA's PeopleSoft Financials 8.4, general ledger, accounts payable, accounts receivable, project costing, and billing applications. **KSA's PeopleSoft environment has been stabilized and the firm has reported a 58% reduction in annual cost savings.**

KSA is the first remotely managed client not initially implemented by CedarCrestone. As its strategic partner, CedarCrestone has enabled KSA to provide quality system support while empowering this leading consulting firm to envision future application planning. KSA is now considering upgrading to PeopleSoft 8.9 and, in time, transitioning its U.S. offices to PeopleSoft Enterprise applications.



Industry	Commercial
Modules	PeopleSoft HCM 8.4 and Financials 7.5
Services	CMSC Manage, Remote Development, Patch/Fix, and Remote Monitoring
Project	CedarCrestone was contracted to perform remote development, patch/fix, and monitoring to KSA's PeopleSoft Enterprise applications.
Client since	2005

"Joining with CedarCrestone Application Management Services has proven to be the turning point in our application service and planning lifecycle. Our global presence requires us to provide 24 hour service to these users and CedarCrestone has reliably delivered this service. Our internal resources can now focus on providing value added tasks to our users instead of being consumed with day-to-day monitoring and problem resolution. We look forward to a long-lasting partnership with CedarCrestone. "

Bruce Seeber, CIO
Kurt Salmon Associates