



**Willdan Financial Services provides consulting services for ERP system implementation. These services include:**

- Evaluation of business case for replacing current system
- Development of requirements definition and Request for Proposals (RFP)
- Proposal evaluation
- For short-listed vendors, focused analysis including:
  - Product demonstrations
  - Structured reference checks
  - Site visits
- Staff backfill planning
- Project budget development
- Contract negotiation
- Organizational change management
- Implementation consulting including chart of accounts design, and project management

## The decision to replace an ERP system is a critical one

for any public agency. Many ERP system implementations result in unmet organizational expectations, project delays, budget overruns, outright failures, and sometimes litigation. Even the most successful implementations often result in a significant degree of organizational upheaval. All ERP system implementations have far-reaching and long-term productivity impacts.

Willdan Financial Services has experienced staff who can help guide your agency through the myriad of decisions and processes that must occur with an ERP system implementation. These individuals have served as government agency employees directly responsible for ERP system implementations in roles such as project executive sponsor, project steering committee chair, project manager and functional process leader. Unlike some ERP consultants who have not worked in a public agency or directly experienced the impacts of an ERP system implementation, our staff has first-hand experience in such implementations; remaining with their respective organizations after ERP system implementation to manage the evolving operational demands of the new system. They can advise you of the critical success factors needed for ERP system implementation and help guide you through the entire vendor selection and implementation process to ensure project success.

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Founded in 1964, **Willdan** is a leading nationwide provider of value-added professional technical and consulting services. The primary markets Willdan serves are: energy; infrastructure and transportation; municipal engineering, planning, and staff augmentation; economic and financial analysis; and homeland security and emergency management. Our large percentage of repeat clients reflects our reputation for delivering high-quality projects on time and within budget.

**Willdan Financial Services** specializes in providing revenue generation, enhancement, and administration services to public agencies. We are a service oriented firm that delivers a high quality product to public agencies—and ultimately, to the public. We serve as an extension of our clients' staff, augmenting existing personnel by providing specialized expertise. Our clients include more than 800 cities, counties, state agencies, port authorities, housing agencies, special districts, and school districts in more than 38 states. We further support our clients by conducting year-round workshops and on-site training to assist them in keeping current with the latest developments in our areas of expertise.

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**Willdan Financial Services offers a variety of financial, economic and strategic planning services to our clients. Agencies have long been faced with meeting the needs of existing residents and businesses, as well as new developments. Willdan Financial Services has been consistently called upon to assist with financial and organizational challenges in the following areas:**

### Financial Consulting

- User Fee and Revenue Enhancement Studies
- Cost Allocation Plans
- Water, Wastewater, Solid Waste Financial & Rate Consulting
- Impact Fee Studies
- Facility, Infrastructure & Public-Private Financing Plans
- Fiscal & Economic Impact Analysis
- Annexations and Incorporations
- Strategic Economic Development and Redevelopment Plans
- Real Estate Advisory Services
  - Development & Financial Projections
- Energy Efficiency Strategy & Policy
- Municipal Staff Augmentation
- Enterprise Resource Planning (ERP) Implementation Services
- New Markets Tax Credit

### Federal Compliance

- Post-Issuance Compliance
- Arbitrage Rebate Reporting
- Annual Disclosure Reporting
- IRS FORM Preparation
- Audit Assistance
- Continuing Disclosure Certificate Review

### Special District Services

- Special District Formations
- Reassessment Engineering for Bond Refunding
- Property Assessed Clean Energy (PACE) Program Development and Administration
- Tax Increment Financing (TIF) District Services
- Special Taxes, Assessments, Fees and Charges Program Administration
  - MuniMagic
  - Willdan's Tested and Proven Database Management Software
  - Maintenance of Parcel Data
  - Management of Payment Tracking
  - Flexible Reporting
  - Financial Modeling and Analysis