



CAPABILITIES STATEMENT

Meridian Partners is **systems integrator** and **value-added reseller** (VAR), and a certified **SAP** services partner. Meridian works to maximize investments in Enterprise Resource Planning (ERP), Analytics and Financial Management/Budgeting solutions. We understand the unique burdens that agencies face in “retiring” legacy systems and migrating to more consolidated, transparent and modernized systems which: reduce the workloads on planners and improve decision support transparency of business operations.

Meridian Partners assists in ensuring:

- A clear business case; costs versus anticipated benefits (ROI analysis)
- Identification of project risks and Risk Mitigation strategies (risk analysis)
- Implementation of Risk Mitigation frameworks
- Migration plans that facilitate shutting down older systems and minimizing duplicative environments.
- Developing data strategies to deal with historical data
- Data migration from legacy system to the target environment (planning, methods & tools)
- Financial planners and agency heads will realize functional improvements versus the workloads that current legacy environments have imposed (operational analysis)
- Organizational change management, roll-out and adoption across enterprise functions (plans and tactics)
- User-centric delivery approach
- Tailoring implementation strategies, knowledge transfer and documentation
- Establishing your internal SAP center of excellence; Building your internal IT organization to support SAP in the long-term

Our methodology considers the size and scale of your program and seeks to modularize the effort and ensure each phase delivers value and a clear path for “next phase” functionality.

COMPANY BACKGROUND

SBA 8(a), SDB
FACILITIES CLEARANCE
CAGE Code: 3DSV6
DUNS #: 101344575
EIN: 65-1137748

NAICS CODES

541511 Custom Computer Programming Services
541512 Computer Systems Design Services
541513 Computer Facilities Management Services
541519 Other Computer Related Services
541611 Administrative and General Management Consulting Services
541618 Other Management Consulting Services
561110 Office Administrative Services
611420 Computer Training
511210 Software Publishers
518210 Data Processing, Hosting, and Related Services
519190 Other Information Services

SERVICES	OFFERINGS
STRATEGIC Elevate The Value of Your Enterprise Business Systems	Advisory and solutions planning that ensures the functionality needed to drive growth and maximize ROI. <ul style="list-style-type: none"> • Business Systems Roadmaps • Program and Project Management • SAP Assessments: Project Advisory and Review • SAP Basis Assessment • SAP Licensing Audit and Negotiation Support
IMPLEMENTATION Ensure the Success of Your Enterprise Initiative	The expertise required to “get it right” from inception thru go-live. Our strong leadership and interpersonal skills ensure your organizations health as our top-priority. <ul style="list-style-type: none"> • ERP • Budgeting & Planning • Spend Management • Enterprise Performance Management
MANAGED Continue to Build and Support Your Enterprise Business Systems	Professional and support services of implemented infrastructure, platforms and application. <ul style="list-style-type: none"> • Subscription of a set hours of professional services • Provide a preset spend per month of a block of hours to be used in a pre-agreed way • SAP Functional and Technical resources • BI / Reporting / Analytics

CERTIFIED EXPERTISE

- S4HANA and SAP ECC ERP
- SAP Human Capital Management
- Planning and Analytics (SAP Cloud Analytics)
- Spend Management (SAP Concur)
- Budgeting (SAP BPC)
- Custom Application Development (Java)

CONTRACT VEHICLES

GSA 8(a) STARS III
Contract Number:
47QTCB21D0240

State of Florida 973-561-10-1
Professional Services

State of Florida 973-000-14-01
Management Consulting Services



Over 19 Years of Experience and a Deep Understanding



Proven Project Methodologies, Processes and Accelerators



Teams that blend extensive business and technical knowledge to mitigate risk

Meridian Partners, a highly qualified systems integrator, offers clients significant savings in time and expense through proven, well-managed, and reliable methods of contracting. We have a solid reputation, excellent client references and a sizable line of credit to fund large contracts.



STREAMLINED FEDERAL CONTRACTING

As a certified socially and economically disadvantaged business, Meridian Partners offers government program managers attractive and flexible options through the Small Business Administration’s 8(a) Program. The 8(a) contracting method enables program managers to avoid a long and complex procurement cycle. The program was developed by the SBA to allow socially and economically disadvantaged firms with expert capabilities equal access to business opportunities. An 8(a) contract can usually be awarded within 30-60 days, far more quickly than a competitive procurement and with minimal expense to the customer.

FEATURED SUCCESS STORIES



MIAMI-DADE COUNTY PUBLIC SCHOOLS (MDCPS)

- **Contractual Relationship:** Prime Vendor
- **Description:** Meridian designed and implemented a new budgeting and reporting system for MDCPS, the fourth largest school district in the country. The system supports the creation of a \$4B budget for 40,000 employees.
- **Performance Rating:** Exceptionally High
- **Contact Person:** Ms. Judith Marte, Chief Financial Officer



SOUTH FLORIDA WATER MANAGEMENT DISTRICT

- **Contractual Relationship:** Prime Vendor
- **Description:** Meridian was responsible for providing SAP sustainment services for 5 years. Projects completed included upgrades, system administration and monitoring, implementation of new SAP modules and establishing and running the SAP Center of Excellence, training and mentoring District staff on the support of the application.
- **Performance Rating:** High
- **Contact Person:** Mr. Paul Dumars, Chief Financial Officer

Client	Solution	Service		
		Strategic	Implementation	Managed
The United Nations	SAP	✓	✓	
The Commonwealth of Pennsylvania	Budgeting	✓	✓	
City of Portland	SAP			✓
Duval County Public Schools	Budgeting	✓		
Jefferson County Commission	SAP	✓	✓	✓
Broward County Public Schools	SAP	✓	✓	
Polk County Public Schools	SAP	✓	✓	✓