



Capability Statement

Navigating complexity. Delivering simplicity.

Independent consultancy focused on enterprise systems and business improvement for mining, manufacturing, and industrial organisations.



ABOUT WAYPOST

Enterprise Systems & Business Improvement Consultancy



Waypost was founded in 2021 by Robert Kane with a simple premise: organisations achieve better outcomes when the people advising them have actually worked inside the functions they're consulting on.

Robert Kane's background spans procurement, supply chain, and ERP implementation at scale, shaped by four years of hands-on delivery on a global SAP S/4HANA program — at the time, the largest go-live ever, with 100+ countries going live simultaneously. His experience includes senior roles at BHP and Orica, working across complex industrial and mining operational environments.

Sharyn Kane joined Waypost to strengthen its finance capability, bringing over two decades of accounting and finance experience, most recently as a Finance Director. Her background includes hands-on leadership of ERP finance implementations within a global industrial products organisation, alongside deep experience across mergers and acquisitions, internal controls, audit readiness, and finance function transformation.

Together, we bring cross-functional depth across systems, operations, and finance — translating strategy into practical outcomes that work in the real world.



HOW WE WORK



Discovery Phase

We take time to understand your business requirements before proposing solutions — no pre-packaged answers



Working With Your Team

We work with your team across leadership and operational roles



Truly Independent

We work exclusively for the owner's team — no vendor commissions, no conflicts



Knowledge Transfer

We build capability in your team, so improvements last beyond our engagement

Our Services



Practical, hands-on services underpinned by deep functional experience in procurement, supply chain, finance, and operations.

ERP Services

01

End-to-end enterprise system support

- ERP Health Checks
- ERP Rescue
- Implementation Support
- Data Migration and Cleansing
- System Optimisation
- ERP Selection
- System Integration and API
- Post Go-Live Support

Business Process Improvement

02

Workflow mapping and optimisation

- Process Mapping
- Efficiency Reviews
- Cross-Functional Alignment
- Workflow Design
- Process Automation
- Gap Analysis

Data and Master Data

03

Data quality and governance

- Master Data Governance
- Data Cleansing
- Complex BOMs and Costing
- Data Standards
- Data Migration
- System Configuration

Change Management and Enablement

04

Supporting people through change

- Change Impact Assessment
- Role-Based Training
- UAT Coordination
- Documentation
- Post Go-Live Support
- Stakeholder Communications

Finance Transformation

05

Finance function improvement

- Finance Assessments
- M&A Due Diligence & Exit Readiness
- Sustainability & Climate Reporting
- Audit & Year End Readiness
- Finance & System Automation

Supply Chain Process Improvement

06

End-to-end supply chain optimisation

- S&OP and Demand Planning
- MRP
- Warehouse Optimisation
- Order Management / Customer Fulfilment
- Quality and Compliance
- Supply Planning
- Inventory Optimisation
- Transportation and Logistics
- Manufacturing and Production Planning

Procurement Process Improvement

07

Full lifecycle procurement improvement

- Source-to-Contract
- Category Management
- Procurement Master Data
- Supplier Relationship Management
- Procure-to-Pay
- Contract Management
- Reporting and Visibility

Pricing and Commercial Frameworks

08

Pricing structures for margin control

- Pricing Framework Design
- Margin Analysis
- Volume Discounts
- Customer Segmentation
- Pricing Models
- Rate Standardisation

Complex work. Real outcomes.



We specialise in the kind of complexity that stalls projects and undermines confidence
— delivering measurable progress where it matters most.

CASE STUDY

ERP Rescue & Stabilisation

Explosives manufacturing and services provider (>\$250M revenue). JD Edwards to Pronto Xi migration at risk three months before go-live.

WHAT WE DID

- Rapid readiness assessment to identify critical gaps
- Established standards across master data, BOMs, and compliance attributes
- Led cleansing and migration across manufacturing and supply chain domains
- Supported UAT, cutover execution, and post-go-live stabilisation

OUTCOMES

- On-time go-live with zero critical issues
- 3,500 material records and 250 BOMs cleansed and migrated
- Full inventory reconciliation achieved across all sites within six months

CASE STUDY

Real-Time Visibility from Site to Supply Chain

Multi-site manufacturing and services network. Spreadsheet-based site data meant transactions lagged weeks behind operations.

WHAT WE DID

- Designed real-time integration between site operations and ERP
- Defined API flows, transaction mapping, and procurement matching logic
- Removed spreadsheet capture and manual re-keying
- Designed a custom S&OP model for a two-stage manufacturing supply chain

OUTCOMES

- Transaction lag reduced from weeks to hours across 25+ sites
- 3 FTE redeployed from manual data handling to value-add work
- End-to-end demand visibility achieved across a complex network

Pricing & Commercial Transformation

35k+ price points created across customer tiers

5,000+ duplicate/obsolete SKUs removed

250+ service codes consolidated to ~20

ERP Finance Consolidation

5 businesses merged onto one platform

3 legacy ERPs consolidated

60+ staff trained (role-based)

40⁺

Years combined
practitioner experience

25⁺

Sites connected
to real-time visibility

35k⁺

Pricing decisions
system-enabled

100%



Independent — no
vendor commissions

SYSTEMS EXPERIENCE

SAP S/4HANA

Dynamics 365 Business Central

Pronto Xi

Continia

IBM Cognos

SAP SuccessFactors

SAP Ariba

SAP Concur

SAP Fieldglass

Frameworks

INDUSTRIES WE SERVE



Mining & Resources

Complex operations, remote sites,
demanding supply chains



Manufacturing

Production planning, BOMs, operational
efficiency



Industrial Products

Technical products, complex pricing,
distribution



Construction

Project-based operations, subcontractor
management



Wholesale Distribution

Inventory management, multi-channel
fulfilment



Logistics & Transportation

Fleet management, supply chain visibility

WHAT WE KNOW



Procurement and Category Management

Category planning, sourcing,
supplier management, contract
negotiation, procure-to-pay.



Supply Chain and Operations

Supply chain planning, S&OP, MRP,
demand planning, warehousing,
logistics, manufacturing.



Finance

Finance assessments, process
redesign, system automation,
internal controls, audit readiness.



Data and Master Data

Master data governance, data
quality, complex BOMs, pricing
structures, costing models.

WHAT SETS US APART



Practitioners, Not Theorists

Our consultants have worked
inside the functions they advise
on



Truly Independent

We work exclusively for the
owner's team — no vendor
commissions, no conflicts



Trusted Advisor Relationships

We build long-term advisory
relationships — many clients
engage us repeatedly



Warehouse to Boardroom

We communicate effectively at
every level of the organisation



Embedded, Not External

We work alongside your team as
part of the project delivery



Cross-Functional Depth

We understand how systems,
processes, and people connect
across functions

Let's Talk

Ready to discuss your transformation challenges? We're
happy to have an initial conversation — no obligations.

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