

# A Tale of Business Growing Pains:

## 12 Signs You Need a Modern ERP Solution

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# Once upon a time...

Your company had: -----●

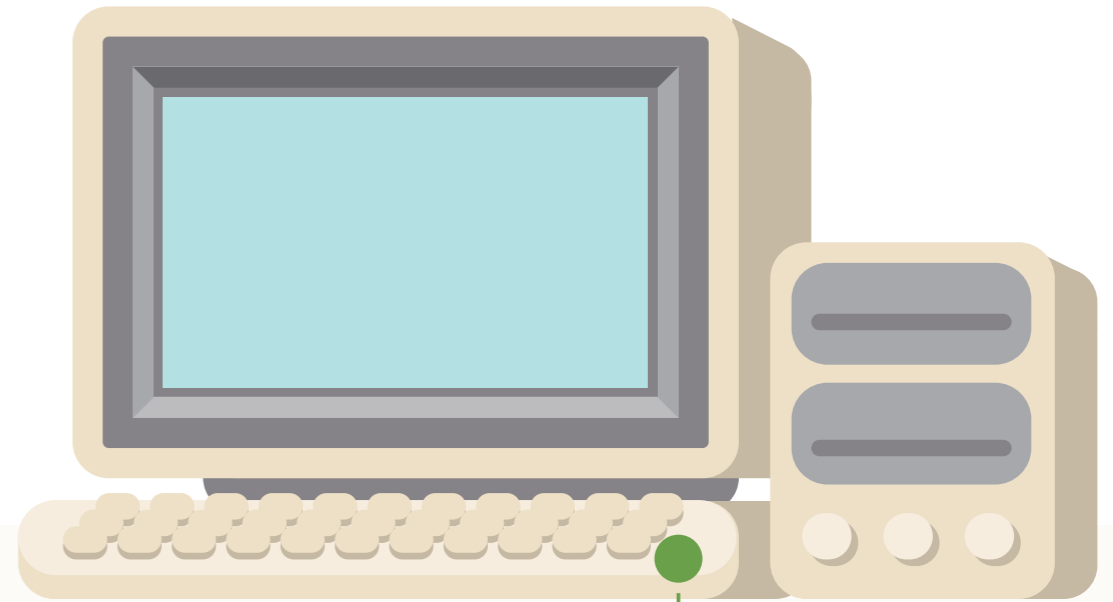
- ➔ Few customers and employees
- ➔ Not much data
- ➔ Few automation requirements

Small business accounting software provided basic bookkeeping capabilities.

It worked fine.



# Or, maybe in your story...



Your company had a basic ERP system

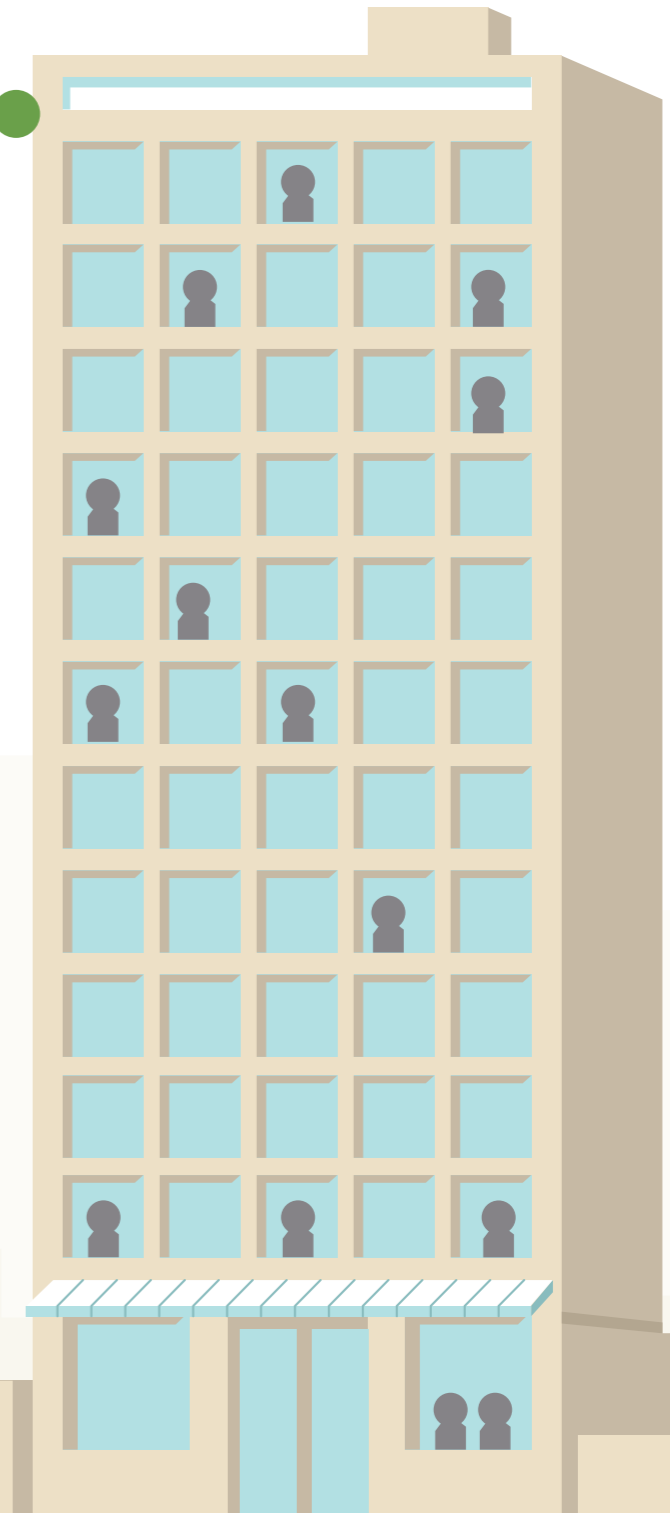
- ➔ It fit your needs—when you bought it
- ➔ It provided adequate reporting—though maybe not too flexible
- ➔ You still had some manual processes—but that was okay
- ➔ You didn't need to integrate multiple businesses or departments
- ➔ Maybe you just inherited it

It was “good enough.”

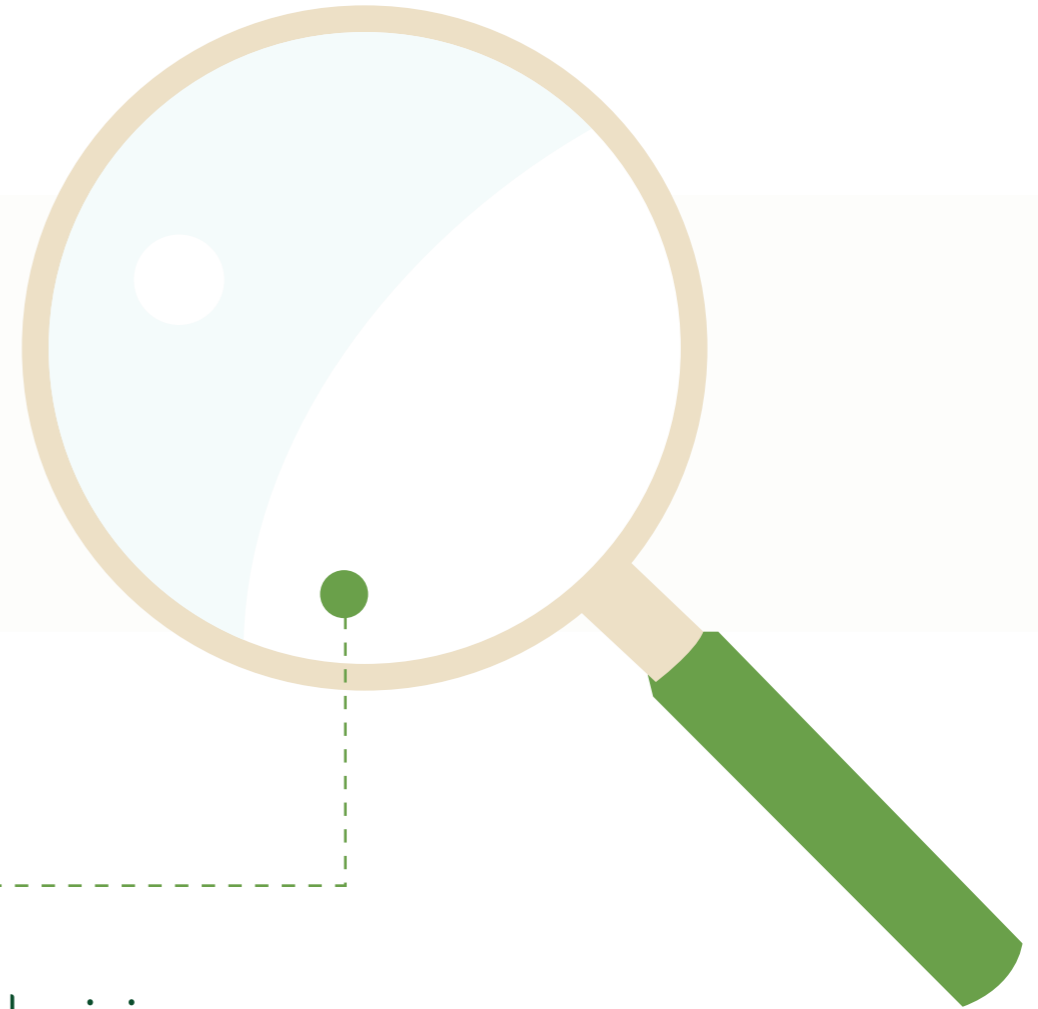
# But things have changed.

Your company has ...

- ➔ More customers and employees
- ➔ More data inventory and orders to handle
- ➔ More complex processes to automate
- ➔ More compliance requirements
- ➔ More competition in the market



# And with that comes new needs.



You're looking for: -----

- ➔ More visibility so you can make better decisions
- ➔ Access to data anytime, anywhere
- ➔ More flexibility and control over business operations
- ➔ A vendor you can trust

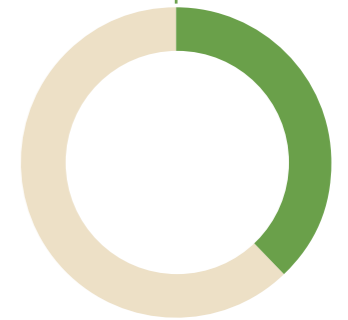
Now there's nothing small  
about *your* business.

You need more from your software—and  
your vendor—for your business to succeed.

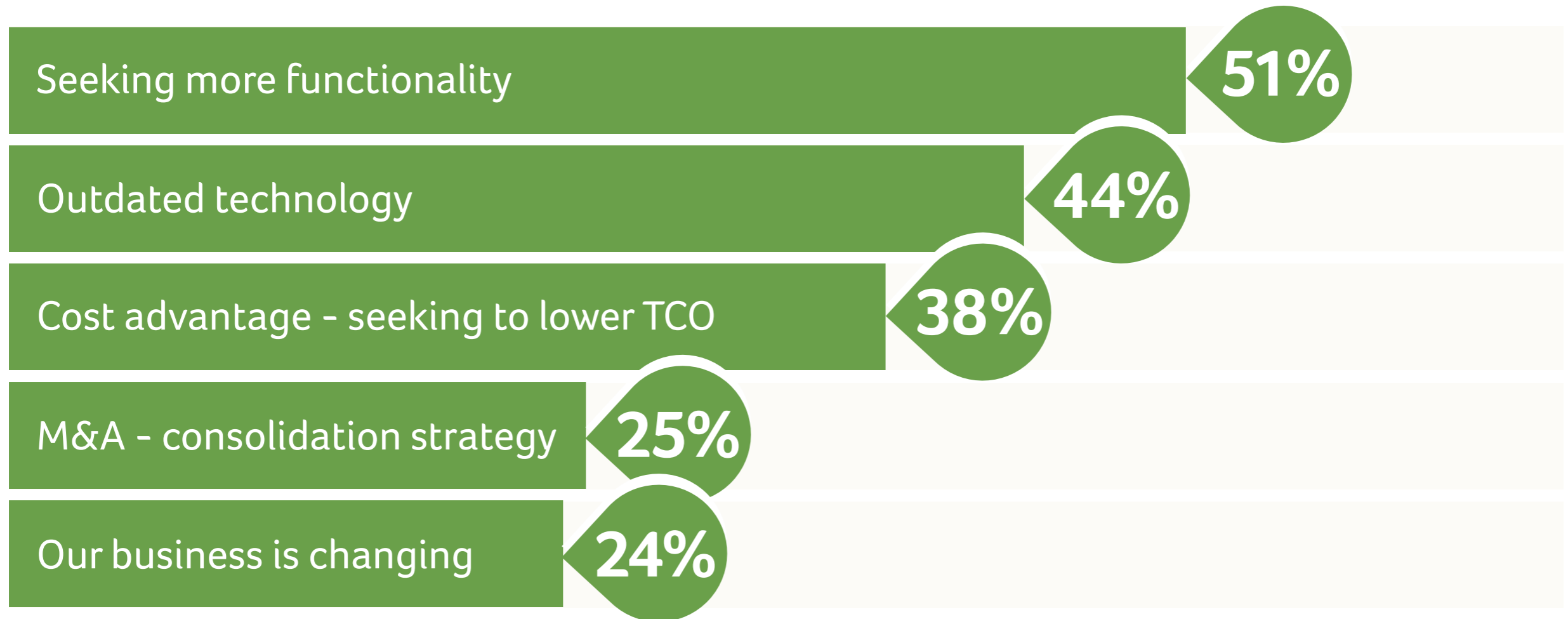
# Why replace your ERP solution?

According to a Mint Jutras report, **38 percent of respondents** to an online survey said their company changed ERP systems due to:

- ➔ Lack of functionality
- ➔ Outdated technology
- ➔ Inability to scale



# Top 5 reasons companies would replace their ERP system in the future:





# Change before you're forced to.



You make sure your car receives proper maintenance to avoid major problems.

Wait too long to add oil and your engine will seize.

The same is true with your business.

# What you're losing and why.

By the time you know your current systems are inadequate, you are probably losing money due to:

- ➔ Reduced productivity
- ➔ Lost opportunities
- ➔ Insufficient business intelligence



# See the warning signs.

## What to watch out for:

- ➔ Your system can't keep up
- ➔ Data inaccuracy
- ➔ Slow order delivery
- ➔ Time-consuming or manual processes
- ➔ Challenges meeting regulatory demands
- ➔ Customer service complaints



# Take our ERP Quiz

If the answer is “**yes**” to four or more of the questions, you should consider a new ERP solution.

# Performance

1

Does your system lock-up or suffer from low performance?

2

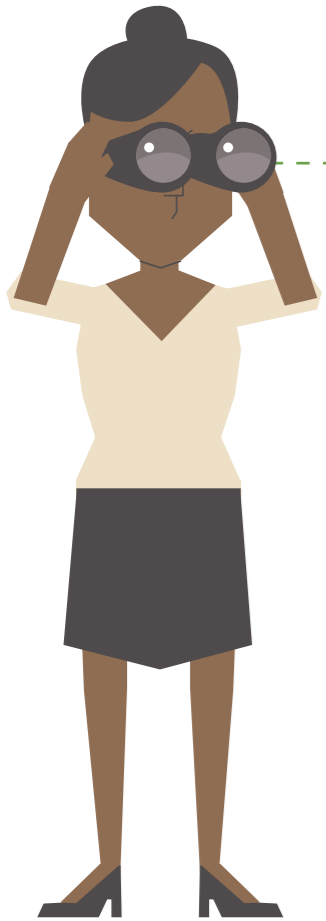
Is slow report processing or lack of reporting preventing your company from making timely decisions?

3

Is the productivity of your employees inhibited by your current systems?



# Transparency and Flexibility



4

Is key information unavailable throughout your company?

5

Does lack of flexibility interfere with your company's ability to keep up with new or more complex business processes?

6

Can you use your system to automate job costing, sales orders, industry-specific requirements and supply chain management?

# Functionality

7

Are employees, partners, and vendors unable to access company data over the Web and via mobile devices?

8

Are industry-specific requirements beyond the ability of your current system?

9

Does your company rely on manual processes and spreadsheets?



# Growth and Compliance Needs

10

Is the production of consolidated financial statements time consuming and error prone? Can you easily perform intercompany transactions?

11

Do you struggle to meet compliance requirements (such as IFRS, Sarbanes-Oxley)? Are you paying too much for manual reporting and auditors?

12

Can your current system support global commerce, with different currencies and languages?



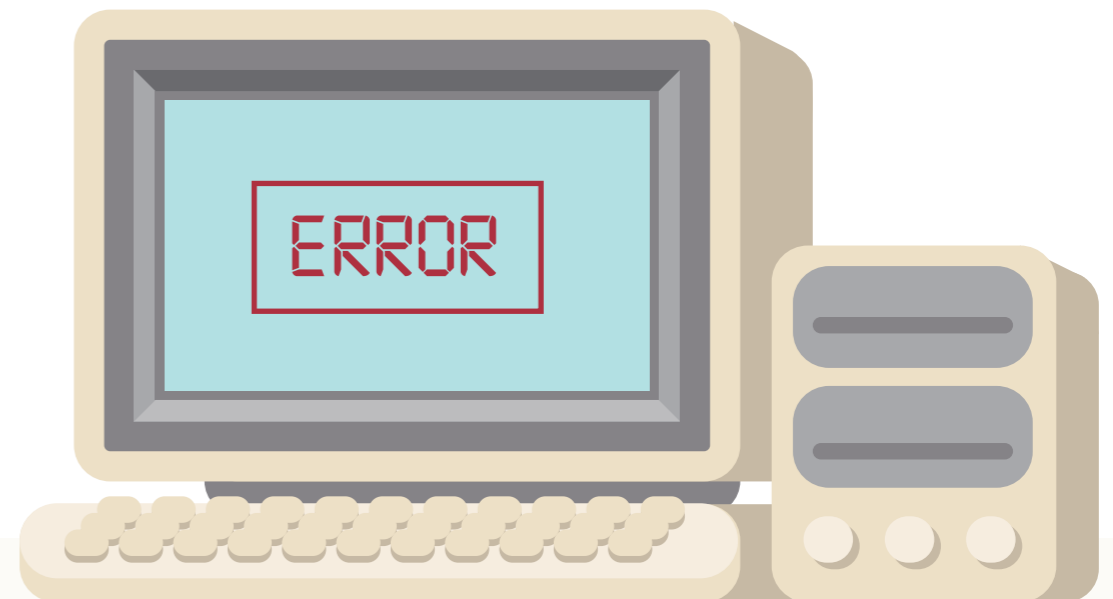


# So you've got some challenges. How do you move forward?

A new ERP system can help such departments as finance, sales, operations, HR, customer service, and others better:

- ➔ Communicate
- ➔ Share data
- ➔ Increase efficiency

But planning and analysis of how they'll be affected are critical to your success.

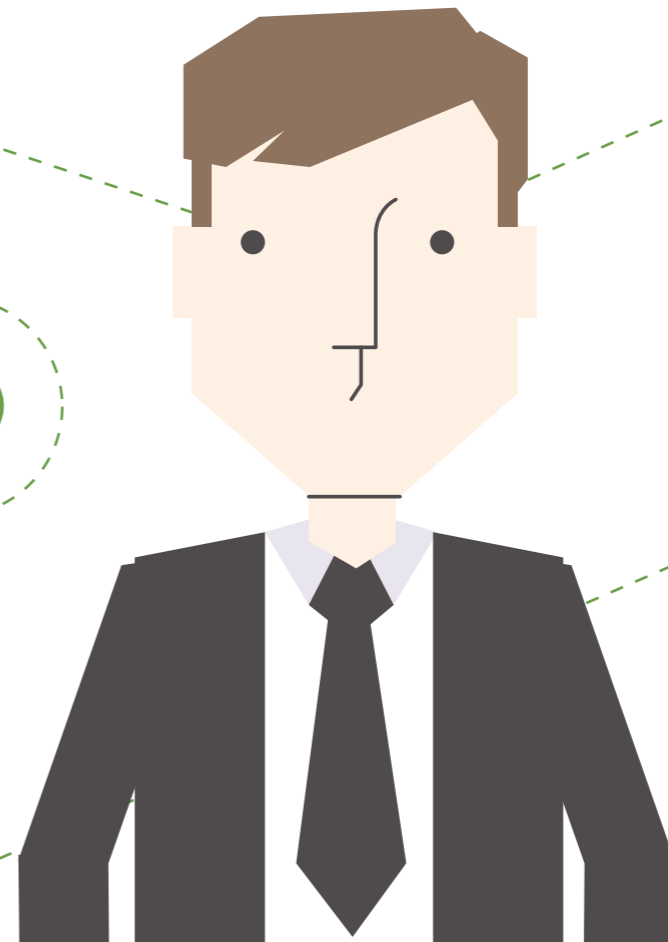


# The benefits of an ERP system

Integrating all business management functions with a single integrated system provides the ability to see what is going on throughout your company in real time.

Okay, that sounds nice.

Tell me more.



# The benefits of an ERP system

That in turn allows for such benefits as:

➔ Improved efficiency, productivity, and profitability



➔ Flexibility to handle business growth and change



➔ Actionable business intelligence



# Other ERP benefits include:

➔ Easier compliance with government regulations



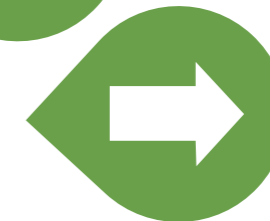
➔ Better collaboration between departments as well as partners and vendors



➔ Elimination of redundant data entry and processes



➔ Streamlined, uniform processes based on best practices



➔ Improved customer satisfaction



# Other ERP benefits include:

➔ Reduced inventory costs



➔ Faster accounts receivable collections, with fewer billing, tracking, and delivery errors



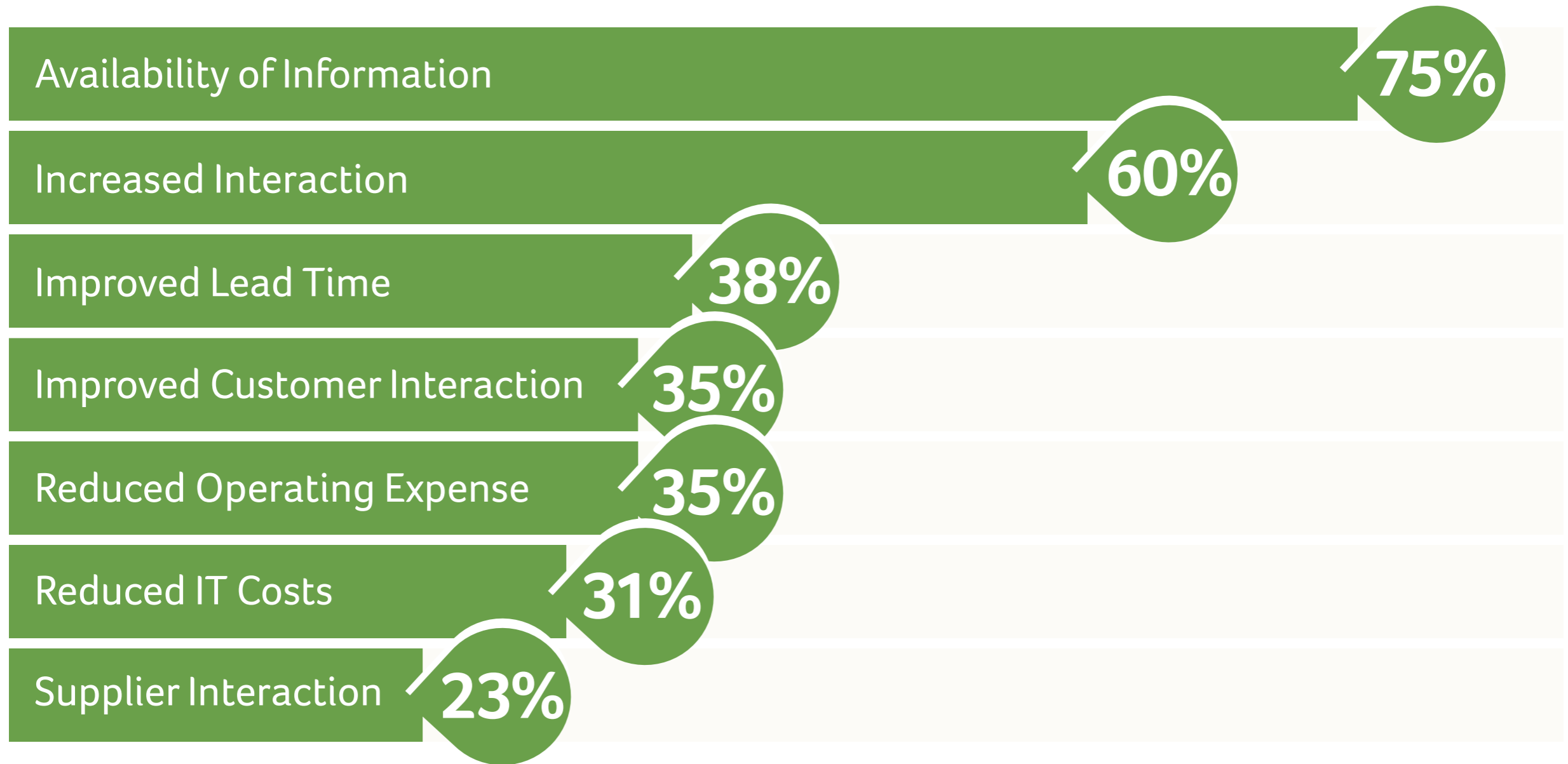
➔ Ability to perform activity-based costing



➔ Ability to get a big-picture consolidated view of sales, inventory, and receivables



# Top ERP benefits organizations realize...



Source: Panorama Consulting Solutions, 2012 ERP Report  
<http://Panorama-Consulting.com/resource-center/2012-erp-report/>

# A real-world example: Garland Industries

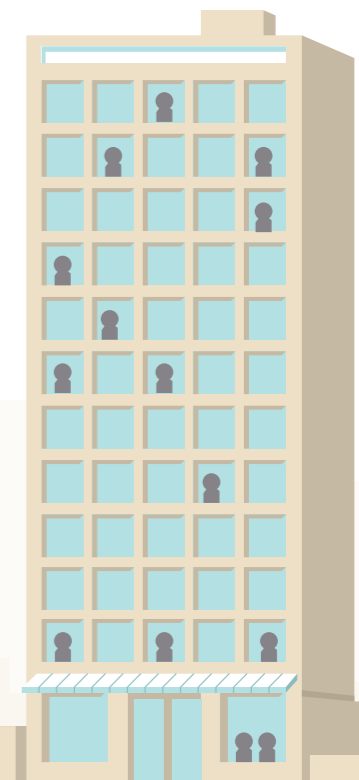


**Problem:** Legacy ERP system couldn't keep up with rapid growth and expansion. Enterprise struggled to analyze financial data and streamline business processes across 11 separate companies

**Solution:** New modern ERP system provided robust business intelligence, plus ability to share information across the enterprise

**Results:** Manufacturing tasks streamlined; accuracy improved; sales representatives more efficient due to Web access

Garland is now able to manage its data across all of its companies to **maximize efficiencies and total profitability.**



# ERP helps you meet your strategic objectives.

The role of financial officer is changing in business today, according to a 2012 global consumer products survey by Deloitte.

CFOs are under increasing pressure to use information in their ERP systems to make strategic decisions and protect their companies from regulatory risk.





# ERP supports excellence.

“Most consumer products companies have already established new finance operating models underpinned by integrated ERP systems and characterized by shared services for transaction processing, centers of excellence for specialist skills areas such as treasury and tax, and refocused in-market finance functions...”

# ERP helps you maximize shareholder return.

“...Businesses that build on this by developing the right finance competencies and skills supported by the right information strategies and business analytics tools will acquire capabilities that **make a real difference to succeeding in the market and deliver optimal shareholder returns.**”

Can your current systems deliver this kind of competitive market advantage?

That may be the most important indicator of whether your business needs a more robust ERP solution.

...and **THAT** is your happy ending. -----●



# Take the next step.

Learn more about ERP

<http://blog.sageerpsolutions.com/>

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