

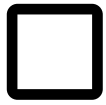


CHECKLIST

10 POINTS OF CONSIDERATIONS FOR ERP IMPLEMENTATION

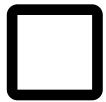
Why replace your ERP?

Enterprise resource planning (ERP) systems are critical to the smooth functioning of many businesses, managing vitals such as financials, customers, and supply chain management. As technology and business needs evolve, it may become necessary to replace your old ERP system. Here are five considerations that might influence the decision to change:



#1 Lack of an API - Application Programming Interface

In today's connected world, having an API is essential for integrating your ERP system with other business applications and data sources. Older ERP systems often have no API (or a weak one). If that's the case, you'll likely miss out on valuable integrations like web, EDI and warehouse management. Also, well integrated partner solutions rely on API's and certifications by the ERP publisher (like SAP). This will protect you.



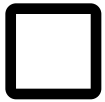
#2 The Present ERP Product Hasn't Been Improved and Likely Will Be Sunset:

Technology and software are constantly evolving, and it's essential to stay up-to-date with the latest advancements. If your current ERP system has not been improved or updated in some time, it's possible that it will soon be sunset by the vendor, leaving you without support or upgrades. This is a scary situation if your business heavily depends on a software system with no improvements, no future and one day will stop working.



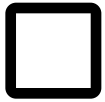
#3 Lack of Support:

A critical component of any ERP system is support, both from the vendor and the wider community. If your current ERP system does not have this "ecosystem", it can be difficult to resolve issues, get improvement ideas and implement new features. This can lead to frustration and decreased efficiency, ultimately impacting your bottom line. When help is needed do you have someone to call?



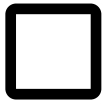
#4 Cloud Not an Option:

The cloud is increasingly becoming the preferred deployment model for ERP systems. If your current ERP system cannot be cloud deployed, you may be missing out on the benefits of cloud computing, such as increased flexibility, scalability, and security. You also will incur IT infrastructure needs that require specialization and on-premise support.



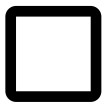
#5 Too Difficult to Get Meaningful Reports Out of:

One of the primary benefits of an ERP system is the ability to generate meaningful reports that provide insight into business operations. If your current ERP system makes it difficult to get the information you need, it may be time to consider a replacement.



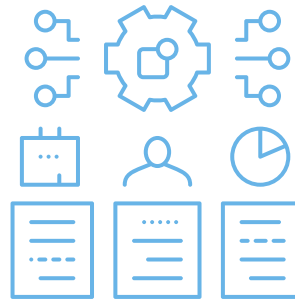
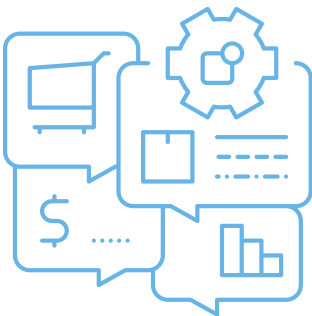
#6 – Growth

Newer ERP systems are much more scalable as the needs of your business change. Perhaps you have a straight increase in top line performance, or plan for an acquisition, or have developed a new product line. These exciting changes should not be hampered by a limited ERP system which cannot accommodate them.



#7 – Functionality

Perhaps your ERP system pre-dates many of the important technology advancements of the past several years. Many systems still do not handle email well – as their technology basis pre-dates this universal business tool. The same for relational databases which are important to organizing and extracting information easily. Such functionality can be a competitive differentiator.



#8 – Changes with at ERP Software Publisher

Examples include unreasonable price increases, reducing support, eliminating value added resellers (VARs), not publishing a product roadmap, little return for your annual maintenance payments. If the publisher is not treating the product with a level of long term care, that's a warning sign.

#9 – Changes with your Value Added Reseller

Examples include reduced responsiveness, unfavorable mergers, extensive change of personnel, unreasonable rate escalation, rigid help desk structure, cannot talk to a person. Does your VAR provide you the service you deserve?

#10 – Business Reasons

Prepping for sale. Perhaps the ERP system you run reflects negatively on your business which you are considering selling. A prospective buyer will look favorably on a well deployed ERP system which a) produces trustworthy numbers b) is an asset to her potential purchase and c) shows you are serious about good control of your business.



Ready for Help Selecting Your Next ERP?

Contact Us Today.

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