Top 6 Reasons You Should Consider a New ERP Solution

by John C. Stucky

Leaders and Followers. Those two words are what got my attention in a recent Aberdeen research article. The researchers had broken down industry companies into those two groups: leaders and followers. It was fascinating to me to see what matters most to each group. The leaders focused on the future: keeping up with industry changes, keeping up with growth, being more flexible. While the followers focused on fixing their current state: being easier to do business with, reducing costs, and fixing systems that were not integrated. Leading companies use software systems to operate at peak efficiency. In this whitepaper, we're going to look at the top six reasons that provide the strongest case for changing your software.

#1 Bad Decision

Have you or someone in your organization recently made a bad decision that was costly? I'm sorry to hear that. We've all been there; it happens to everyone. The real question is why?

There are three underlying reasons that we see organizations today making bad decisions or responding too slowly:

- Transactions are cumbersome or they take too long to capture, so they're not in the system in the first place.

- Systems aren't integrated, and you can't get to the information you need. You know it's in there and you can't get it out.

- There are too many manual spreadsheets or processes.

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#2 Loss of Customer

Have you recently lost a customer or opportunity? This is not a comfortable situation for everyone. We've all been there--I've been through it myself. The real question you have to get to the bottom of is why. What happened? What caused it? And why didn't we do something sooner to prevent it?

We've worked with companies in the past who have dealt with this situation, and here are a few of the common factors they've shared with us:

- Inaccurate or slow information leads to reduced service and lower quality.

- Commitments made to customers are simply not being kept.

- Customer feedback does not get processed quickly enough and get into the right hands for somebody to do something about it.

#3 Unexpected Result

Are your accounting and IT systems too complex? Do they take too long? Maybe you're processing way too much paper manually. Maybe you thought you were doing great—you reported to your outside stakeholders that you were doing great. But when you closed the financials, you weren't doing so great. The numbers weren't what you expected. You talk to your team about it, and they said, "Oh, but it takes 10 to 14 days to close. You weren't looking at the closed numbers."

If any of these are familiar, you may have a problem. You can't wait six weeks after the start of a month to know how you're doing. If this is you, it's time to think about new systems. Updated information in today's business environment pays for itself faster than ever before.

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#4 Inflexible Systems

Have you ever lost an opportunity because your systems are not flexible? Maybe your sales team has the chance to win a large deal, but they need your systems to work in a specific way. Unfortunately, your operations team informs you that your systems don't work that specific way.

I recently talked to a company that had this exact experience. They came across a large retail opportunity, but the customer demanded EDI, ACH payments, and specific labeling requirements on all shipments. Unfortunately, this company wasn't able to make those changes in time, and they lost the contract as a result.

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#5 Big Change

Is your company going through a big change? A merger? A divestiture? An acquisition? If you are experiencing or will be going through this type of change, it can put a lot of pressure on existing systems. Those systems may not be supported, current, or even accessible anymore.

We've been through this with many companies in the past. We have a unique process that addresses these issues. Our process helps you get running in a minimal amount of time with a minimum investment. It includes three steps: Assess, Evaluate, and Install.

#6 Multiple Applications

How many applications does your organization use today? Are they integrated? Do they play nice?

If you use multiple applications, you've probably heard phrases like:

- The programs aren't integrated.

- It takes us too long to enter a transaction.

- We have to rekey things multiple times.

- We can't get access to the information or reports that span all the different programs.

Over the years, this is probably the most common scenario or problem we've helped companies deal with who are overdue in changing their systems. TrinSoft can help.

TrinSoft exists to help your company use technology to be more efficient and profitable. If you are experiencing any of these six issues, please contact me directly. I'll be happy to answer any questions you may have or review options and alternatives.

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About TrinSoft

As a trusted partner, we help companies automate processes and transactions to be more efficient and save money. We work with Microsoft Dynamics, document management solutions and unique, custom applications. Our goal is always the same – help companies be more profitable by improving their information management.

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