



# TIME FOR A MODERN ERP SYSTEM – HIGH-GROWTH COMPANIES –

## Five signs that it's time to change your system

Small to medium-sized companies often have grown structures, this is clearly shown in the software applications used to control the processes from accounting and order processing to sales and marketing. These structures offer only limited insight into the overall business processes and lack opportunities to respond flexibly to changing market conditions. This makes continuous growth difficult, especially when additional applications are added to solve current challenges. This complexity between different applications often leads to increased manual intervention, which in turn leads to an increase in risks and errors.

For companies on a growth trajectory that are reaching the limits of their current systems, a cloud ERP solution is the key to success. The integration of complex business

processes covers all areas such as financial management, revenue management, fixed assets, procurement, order management, invoicing, inventory management as well as services. With an integrated solution, you can increase operational efficiency, respond to market and customer demands in real time, and enjoy the scalability needed to adapt the system to your growth trajectory.

But when is the time for a change? How can you tell if a system is outdated and may be stunt your company's chances of success? Below you will find five signs that will help you in assessing your system correctly.

### **1. The difficulty of finding out what is really happening in the company - in real time**

Nowadays, it is necessary to be informed about the company data at any time. Consolidated reports, exact-to-the-minute analyses can prove to be decisive for success. In addition, as the number of employees increases and new locations are added, the exchange of information increases exponentially and the required data needs to be readily available. If spreadsheets are necessary to fill in missing information gaps, the search for required data causes enormous efforts or reports contain errors because they are based on outdated data, then it is time to think about a modern system. After all, only then can the constantly growing demands for information be implemented in real time.

### **2. Loss of revenue because data is not available on time and in the right place**

Customers expect real-time information throughout the entire ordering process. This cannot be realized with a heterogeneous system landscape, which in turn leads to customer dissatisfaction and negatively influences the market position. This real-time information is of serious relevance for competent customer service, because the up-to-dateness of all customer activities as well as extended areas such as stock levels for orders or the provision of information by marketing and sales forms the basis for a long-term and profitable customer relationship.

### **3. Accounting processes run outside the financial system**

Standalone financial systems only allow the automation of a limited number of accounting functions, which prevents companies from smoothly running their processes.

Spreadsheets with manual activities, the integration of

additional sales channels or product lines, for example, require additional workarounds or adjustments to market changes that affect the entire warehouse management - in inhomogeneous systems, this can only be achieved with enormous manual effort and is therefore risky and dangerous.

### **4. Use of manual processes for the input and reconciliation of cross-system data**

Speed is required in all areas, and waiting for answers is frustrating, especially in the business environment. Incompatible systems and patchy integrations require manual data transfers that are no longer acceptable. From a broader perspective, manual entries in critical areas such as order management and finance are often sources of errors for invoice queries or business mis-alignments, which then require extreme effort to correct. The time factor also plays an enormous role in approval processes and can be controlled transparently as well as consolidated by integrated systems. Business decisions based on current data also require valid and complete information in real time.

### **5. Focus on new technologies minimizes focus on business results**

With each new isolated solution, the complexity and thus also the inhomogeneity of the system landscape increases. Costly investments and increased maintenance efforts are preprogrammed, which is often accompanied by a disregard of upgrades and necessary extensions for cost reasons.



As businesses grow, it becomes evident that a better solution is needed, but the transition there is not always clearly defined.

Best Practices that can pave the way to the cloud are:

- **Sensible use of limited IT resources**  
**Cloud solutions reduce on-site hardware and software maintenance, allow more flexibility for employee use, and are best equipped for accelerated growth through scalability.**
- **Reducing data and integration efforts**  
**Centralized data storage ensures transparent and consolidated data and minimizes the risk of erroneous manual workarounds.**
- **Understanding the business processes**  
**Invest time to analyze your processes and requirements to create optimized workflows.**
- **Utilizing know-how**  
**The experience and knowledge of a partner is helpful during a system change. Leverage Best Practices and expertise while minimizing the burden on internal resources.**

PROMATIS, with its many years of successful project experience in different industries as well as the practice-proven procedure models and the well thought-out Best Practice Solutions actively supports in this decisive challenge. Because PROMATIS stands for intelligent business processes, enterprise-wide Oracle NetSuite applications and innovative technologies. From consulting to conception to implementation and subsequent support, PROMATIS is the competent partner who knows the business challenges and delivers practical solutions.

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## **Oracle NetSuite**

Oracle NetSuite - Cloud Application ERP

Oracle NetSuite is cloud-based and optimized for mobile devices and social networks. This unified business management suite helps businesses grow through integrated capabilities (ERP/Finance, CRM and e-commerce). At the core of this modern and scalable solution is a dynamic and easy-to-use platform that can be accessed by any user in an organization, anywhere in the world, at any time, from any device.

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