

# What is ERP Software?



And how do you know  
you are ready for it?

**steltix**  
We connect

# “What is Enterprise Resource Planning and what can it do for your company?”

The acronym ERP was first used by the Gartner Group in the 90's to include the capabilities of materials requirement planning (MRP), as well as the later manufacturing resource planning and computer-integrated manufacturing.

As technology and functionality evolved beyond manufacturing towards finance, human-resource, warehousing, sales and other business processes, ERP came to represent a full enterprise business software suite.

Fast forwarding to 2021 there are hundreds of solutions in the market that could serve a business just right (definitely better than in the 90's).

Over the next few pages, we look at the top 4 reasons that indicate you are ready for an ERP solution...

# 01

## Growth in the Plans

In a nutshell, businesses prefer to implement an ERP system because they need improvement in internal business processes and overall business performance. They also want to reduce labour costs, IT expenses and improve interactions between staff and companies.

All this translates into a foundation for growth. An ERP organizes and optimizes production using existing resources, while providing the information framework for scaling. A modern ERP also shares not only information, but production knowledge across the workforce, meaning that anyone can jump in to drive production forward.

Businesses that have plans for continued growth and expanding operations will want to get their ducks in line early. This means scalability, and an eye toward the future—things an ERP can help with.

# 02

## Difficult to find information about your business

If your CEO asked you to find out what is your bestselling product, how long would it take you to find out? If your business is running on multiple systems or spreadsheets, this will take a while, and once you get the information, is it correct?

Due to the nature of an ERP solution, executives can get a holistic view of business operations at any time, while other staff can get the information they need to do their jobs more effectively. For example, sales representatives should be able to view a customer's full transaction history and more proactively improve renewal rates while increasing upsell and cross-sell opportunities.

# 03

## Accounting is becoming too complex

The first noticeable signs that your company could benefit from ERP software could come from your finance department. If your employees spend hours every week manually entering data from spreadsheets or other systems into your accounts software, you need to consider how much time is being wasted on tasks that ERP software can handle in an instant.

An ERP solution can also make a significant impact on financial reporting as all financials are stored in a single database, accounting staff will no longer have to spend hours cross-posting information, rekeying numbers, or reconciling data manually. Your accounting staff will be more productive, freeing them to deliver critical reports without delays and frustration.

# 04

## Unhappy Customers

The expectations of a customer 20 years ago were very different than it is today. Customers are less forgiving, maybe it is because they have a lot of options for contracting or subcontracting or it's because they face pressure from their customers. An unhappy customer is less likely to turn to you again, and this lack of repeat work from your established relationships will mean that you always must grind it out on sales.

An ERP system makes data available for both you and your customers. Being able to easily communicate progress and adjust on the fly is a relationship-builder, so being able to turn to a centralised ERP system for information instead of saying "let me get back to you" can be a huge plus, helping to lock down repeat business.



# You need the right ERP to make your business thrive.

If you are looking to invest in a future-proof ERP software solution for your company, you're in the right place. Choosing a new ERP and, most importantly, one that fits your business and industry specific needs is an important decision and should not be taken lightly.

Our Business Consultants and ERP Solution Experts have over 20 years of experience in a large variety of industries and ERP solutions. We're here to help.