

THE TRUTH REVEALED

# 3 REASONS WHY

# YOU MUST CUSTOMIZE

# YOUR ERP SOFTWARE

**steltix**  
We connect

BEYOND THE PROS AND CONS  
OF CUSTOMIZING YOUR ERP  
EMBRACING CUSTOMIZATIONS

**“Nextworld is the last implementation you will ever need to do.”**

Edward McVaney, founder of Nextworld and J.D. Edwards

**nextworld**<sup>TM</sup>

# There are things that you just don't say...



*Jeroen Renes  
Steltix, Customer Manager*

Especially not in the enterprise resource software industry ('ERP software' for the die-hards amongst you).

An industry that -for many decades- touted 'offering a full-suite of enterprise grade business software'.

**A complete ERP software package that meets the requirements of every business out there.**

Any process that you can think of.

"Stick to the standard -best practice- software and you'll run an efficient business."

Magic.

Reality? No.

Sure, any descent ERP solution can support 70% of your business processes: finance, sales, procurement, inventory, possibly even manufacturing.

But what about that remaining 30%? (yes, we're going to say it!)

Adjust your processes to that magic standard? Ignoring your organization's DNA?

Customize the standard software? And be punished later when you want to upgrade or adopt new technologies?

No! That 30% is your business' secret sauce. That's where you add value and earn your money. If there's one area where you should invest, it's that 30%.

**Customize your ERP software.**

Make it yours. Make sure that it's perfect for your organization. In this way -and in this way only- your investment in ERP software makes sense and it will deliver the results that you're after.

How to do this without being punished for it during the complete lifecycle of your ERP solution?

Read on...



# Are you stuck between a rock and a hard place?

MANY BUSINESSES ARE!

A question often floating around the ERP user/administrator space is whether or not to customize.

**The pace of business change today is relentless – you can't afford to be left behind.**

IT leaders are expected to have an arsenal of the latest adaptable tools and technologies at their fingertips to meet any business need.

Let's say you should choose not to customize, foreseeing the above endeavors as not worth the pain. What does this leave you with? If IT can't deliver through the ERP system, the business will find a way, spinning a web of manual workarounds and expensive 3rd party bolt-on solutions.

Let's say you do customize. Great, you have cooked up your secret sauce. The only problem is that when the next upgrade comes around, you are threatened with the prospect of re-factoring or losing many of those customizations.

With every upgrade, you move 2 steps forward and 1 step back, pouring your secret sauce down the drain. The not-so-attractive alternative – adopted by far too many – has been to forego system upgrades, leaving you with all your customizations on outdated software.

Thus, freezing you in time.

How cutting-edge ERP software can help you move from being stuck in the middle to being that innovative, smoothly run and revenue-generating organization you mean to be?

## Discover the 3 reasons why you MUST customize your ERP software here...

# 01

## Your customizations are the secret sauce

Let's take a step back for a moment to understand why any organization would deem it worth their time to undergo the pain of customizing their ERP system when they know they might have to replicate their effort come time for an upgrade.

If every company with an ERP system followed 'best practice' business processes, then wouldn't every company start to look more and more alike? What about differentiation? Isn't that the key to being set apart from your competitors in the market?

**For most of us, our differentiation is embedded in our business processes – our unique way of doing things – and customizations help us achieve this.**

Simply put, customizations are the secret sauce to allow a company to adapt their business processes and do so at the pace of market change. **Out-of-the-box software doesn't cut it.**



# What are the key ingredients of your secret sauce?

What differentiates you from everybody else in the market?  
Where do you earn your money?  
What processes and channels do you use successfully?

To help you identify these ingredients 'The Business Model Canvas' is a great tool. Created by Alexander Osterwalder, the Business Model Canvas is being used by organizations worldwide as a means to help them understand their business model.

**It describes how your organization creates, delivers and captures value...**

- 1 Customer segments: list the top 3.
- 2 Value proposition: what products and services are you offering? What customer problem are you solving?
- 3 Revenue streams: list the top 3, including free services.
- 4 Channels: how do you deliver the value to your customers?
- 5 Customer relationships: per segment list customer expectations.
- 6 Key activities: key activities that you perform every day to deliver your value proposition.
- 7 Key resources: people, knowledge and money that you need to run your business.
- 8 Key partners: list the partners that you can't do business without (not suppliers).
- 9 Cost structure: list top 3 costs.

**Once you've discovered where and how your organization adds value (now and in the future!), you'll be able to identify the key processes that (ERP) software should be able to support.**

# Let's get busy!

Please feel free to use the below canvas and start creating the ingredients list for your organization's secret sauce.

## BMI • Business model canvas

<b>● Key partners</b> Who are your most important partners? Which key resources do you acquire from partners? Which key activities do your partners perform?	<b>● Key activities</b> What are the activities you perform every day to create & deliver your value proposition?	<b>● Value propositions</b> What is the value you delivery to your customer? Which of your customer's problems are you helping to solve? What is the customer need that your value proposition addresses? What is your promise to your customers? What are the products and services you create for your customers?	<b>● Customer relationships</b> What relationship does each customer segment expect you to establish and maintain?	<b>● Customer segments</b> For whom are you creating value? What are the customer segments that either pay, receive or decide on your value proposition?
	<b>● Key resources</b> What are the resources you need to create & deliver your value proposition?		<b>● Channels</b> How does your value proposition reach your customer? Where can your customer buy or use your products or services?	
<b>● Cost structure</b> What are the important costs you make to create & deliver your value proposition?			<b>● Revenue streams</b> How do customers reward you for the value you provide to them? What are the different revenue models?	

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# 02

## Don't pour your secret sauce down the drain

### What if you could take the process of creating your business boosting software to the next level?

What if this takes you just a fraction of the time that it took in 'the old days'?

#### Instant Secret Sauce.

Let's make magic happen. At the end of the day, what you really want is smoothly functioning business processes. Out-of-the-box, ERP solutions can deliver 70% of the functionality you require.

Imagine then if you could have a no-code development platform at your disposal where business analysts can customize and extend

the ERP system without penalty – the same platform that was used to build the out-of-the-box ERP core.

Through every new release and upgrade, your customizations and extensions are seamlessly maintained. They become part of the same IT landscape, treated just like any of your core applications.

This can only be accomplished with an ERP system that has a no-code platform at the heart of its solution. It should be part of its DNA.

### Putting it all together. This sounds great in theory. So what does it all actually mean?

- Customizing your ERP system doesn't have to take forever because you have no-code capabilities at your disposal
- Retrofitting and refactoring become things of the past because your customizations merge with future upgrades
- You don't have to rely on niche or outdated skillsets to fix problems – business users can handle small requests so IT can focus on mission-critical tasks

**How big (or small) is your customizations footprint?** How many objects, programs and applications of your current ERP solution are customized over the past years? Do you have that list? And how much effort is required to retrofit these customizations should you want to upgrade to the latest version of your ERP?



There's (automated) tools & strategies available that help you identify and quantify your customizations footprint. Making IT (strategy) decision making a lot easier...



- How much effort is required to retrofit all of the customizations?
- Are these customizations actually part of your organizations secret sauce?
- If not, can these customizations be removed by using industry standard software?
- Can you move customizations to 'an interaction layer' where you offer user or industry specific functionality as an integral part of your ERP solutions (this is where a no-code development platform as part of your ERP comes in)?

Want a taste of your secret sauce?

Once you have identified what customization is crucial in delivering the value of your organization, consider using it as a key point in a Proof of Concept phase when evaluating or selecting a new ERP.

Without a doubt you'll know if and how your future ERP solution can support your key process.

# 03

# Let's get cooking!

## THE PROMISED LAND



Zero downtime upgrades



ERP and integrated no-code



Enabling you to follow business at light-speed

Let's take an example from our own wheelhouse.

The creators of this Enterprise Resource Platform found themselves caught in a bit of a spreadsheet web. They weren't building a Talent Management System, nor had they purchased one. Instead, their recruiting activities were being updated and passed back and forth with a spreadsheet. Their CEO and COO, after visiting us at Steltix, were on a flight back to the US when they realized that the spreadsheet had begun to multiply into several different versions. Frustrated by this, they wrote an application to replace the spreadsheet in 1-2 hours using their no-code development tool. One year from now, the application is still making their HR team happy as a single source of truth and a regular part of their upgrades cycle.

Do you want to cook your own secret sauce?

# CLAIM YOUR NO-OBLIGATION FREE ERP STRATEGY SESSION (€ 1.500 VALUE)



*Jeroen Renes  
Customer Manager*

**If you're ready for that then claim your FREE Business App now.**

By the way, we recommend you apply quickly. Our engineers have a limited number of time available each month to create free Business Apps, and their calendars are filling up fast.

Here's what to do next:

First, you'll need to apply by clicking the button below. Don't worry: it's easy, and will not take up much of your time. We just need to know a bit more about your business process, the functionality you want to focus on and get an idea of what you're trying to accomplish.

**PLEASE NOTE:** This offer is not for everybody. Before claiming your free Business App you must understand that this is only for organizations that are serious about moving to a new, revolutionizing ERP solution and interested in discovering how their business could benefit from it.

Based on your valuable input we'll get busy!

I am 100% confident that we can cook up your secret sauce in a matter of days. Maybe even revolutionize your way of working. That's why we're willing to invest € 1.500 worth of our engineers' time.

Click the link below now to apply for your Business App.change and why Nextworld was made for it.

**PS: This once-in-a-lifetime offer is 100% risk free. There's no catch, we'll not spam you and there's no obligation to buy.**