



ERP BUYER'S GUIDE

DISCUSSION POINTS

Overview

1. What is ERP?
2. Benefits of ERP
3. How to Choose ERP Solution?
4. Questionnaire for ERP Vendor Selection.



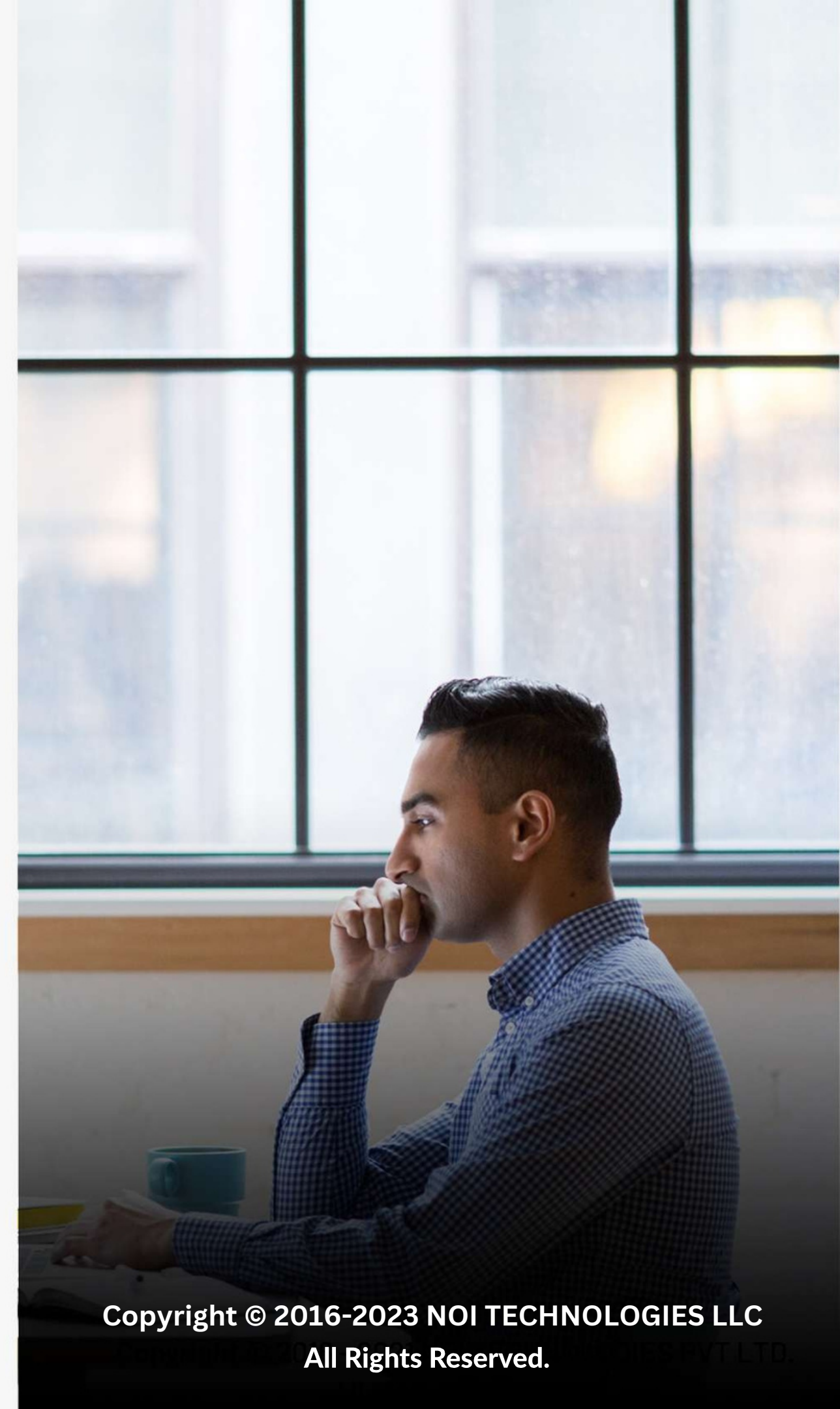
ENTERPRISE RESOURCE PLANNING

It is a business process management software that assist an organisation to use a system which is Integrated with applications to manage the business and also automate different office functions related to human resources, technology and services.



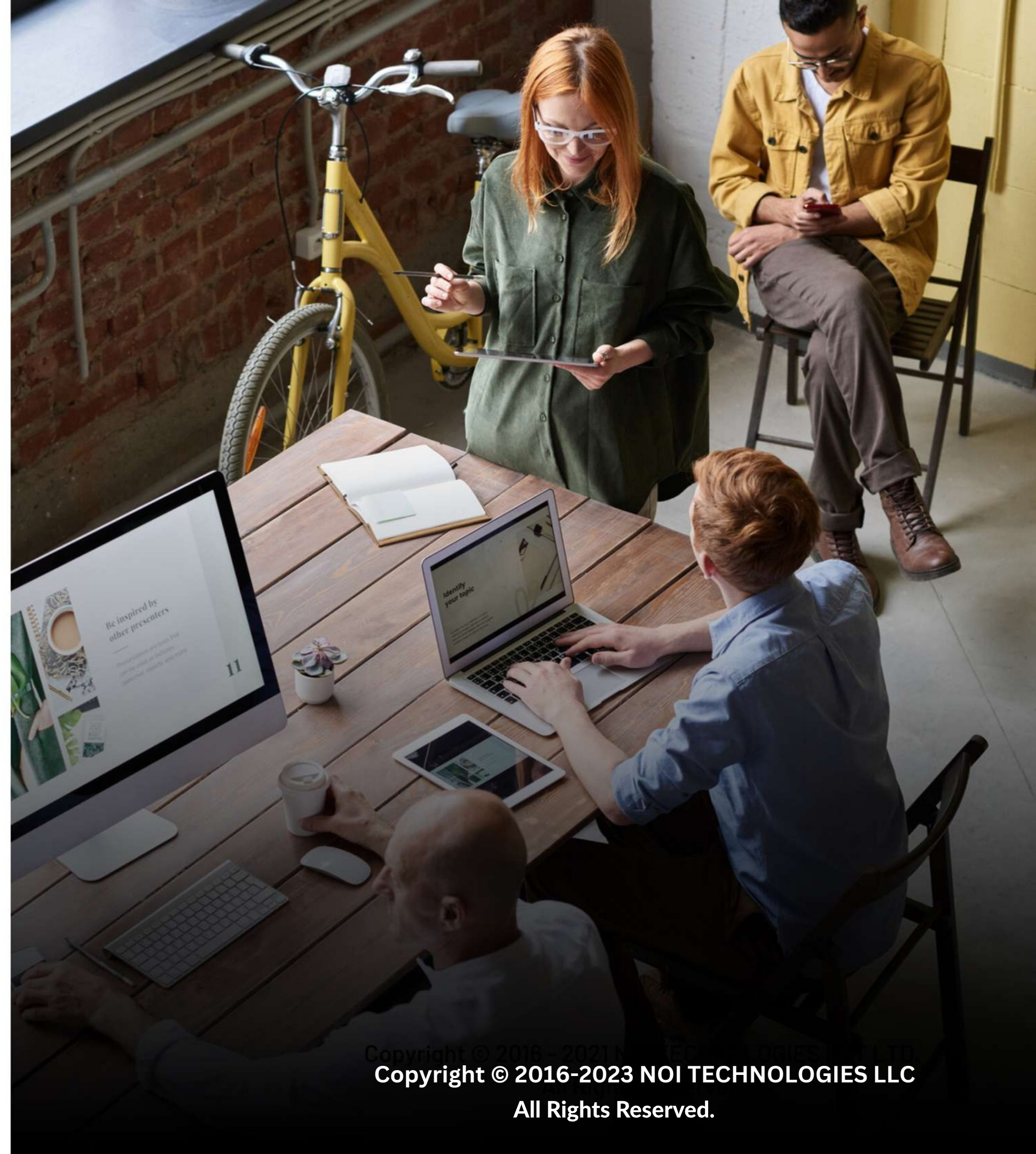
BENEFITS OF ERP

- Automating your Sales and Marketing
- Eliminating a lot of single purpose software
- Securing all the data in one place



SOME MORE BENEFITS

- Creating a single analytics or reporting location
- Making it easier to track all details related to inventory and sales accurately
- Speeding collaboration between employees from different departments



HOW TO CHOOSE ERP?

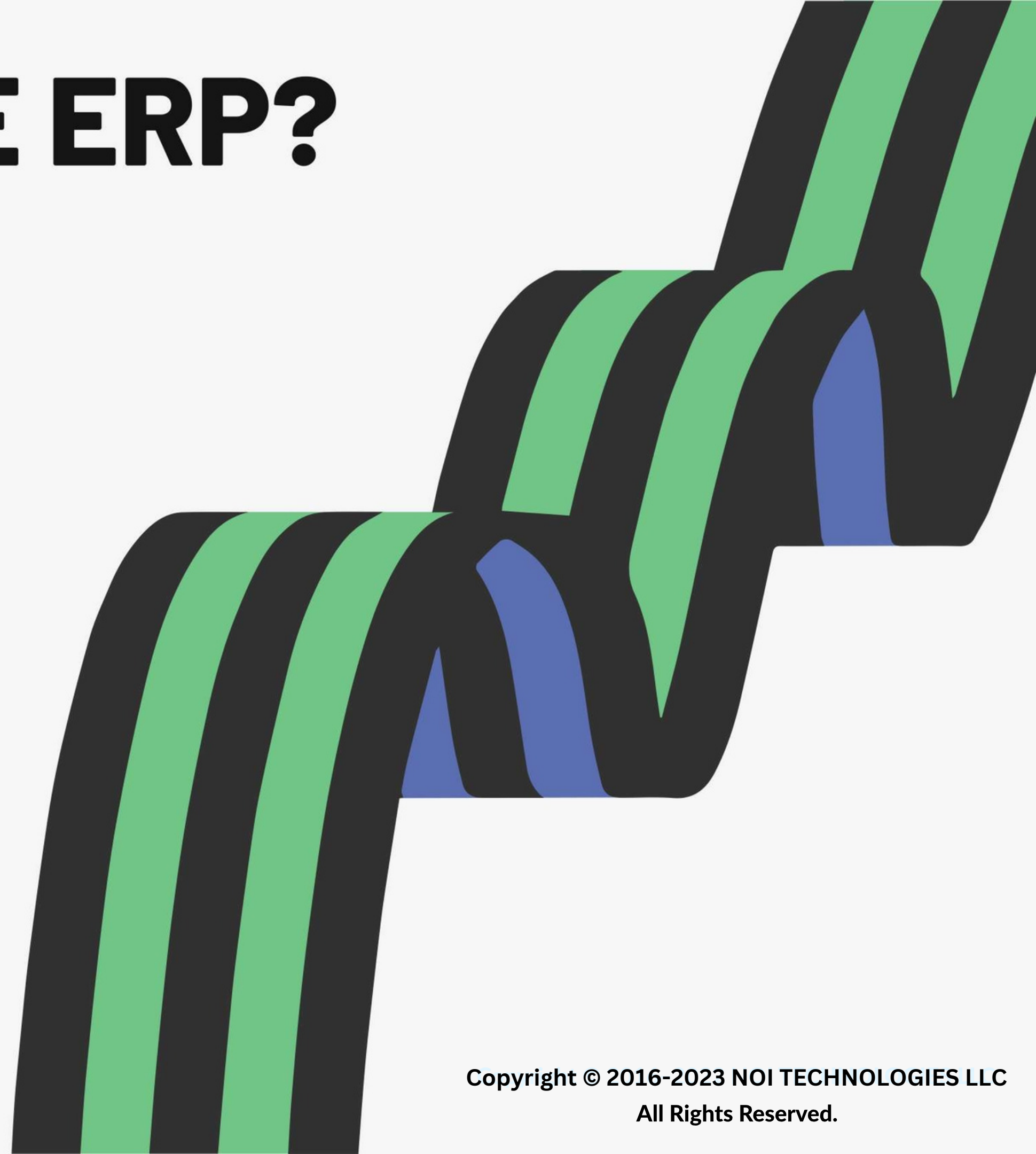
Certain things to consider that can help you in taking a better decision:

- Objectives and Requirements

Why exactly do you need an ERP system?
What problems are you trying to solve using an ERP system?

- Measuring Return of Investment

When you start researching ERP options you will notice lots of warnings regarding how tough it is to measure ERP ROI. Fortunately, clearly specifying goals as you'll have already done will help.



- The Demo

You may want to provide a script that outlines specific functions, workflows and features you expect to see during the demo. You might feel as if directing the demo according to your needs will save time as well as help you in determining that the software will be able to help you in meeting goals or not.

- References

When you realise that it will be tough to directly get cooperation or a call from a competitor, it will be helpful for you to speak with a reference that might have similar goals to yours.



- **Get the total cost**

To select the right solution for your business you have to calculate how much the project will cost you at every stage:

1. Starting Cost
2. Maintenance Cost
3. Support Cost
4. Recurring Cost

- **Vendor's Evaluation**

It's important to try and understand a vendor's strategic vision. For ERP providers that do not appear to be acquisition targets, it's important to see their balance sheets so you can assess their financial strength



QUESTIONNAIRE FOR ERP VENDOR SELECTION

- How long has the vendor company been in business?
- What experience do they have in my industry?
- Are they the developers of the product , or resellers?

- **What kind of support do they offer ?**
- **Do they provide training to new users?**
- **Were they easy to contact, and has their service and communication been good so far?**
- **What plans do they have for the future of the product ?**
- **How often is the product updated?**
- **Is the Solution Scalable?**





THANKS FOR ATTENDING!

We're here to support you!

Email us:

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for comments or questions



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