How Does Your ERP System Measure Up?

Growing companies have a laser focus on managing growth while maximizing profits. Key metrics tend to revolve around boosting productivity, reducing costs, and achieving greater competitive advantage. With these objectives in mind, the following checklist outlines key ERP system requirements that help growing companies realize a significant impact on the bottom line. The checklist is segmented by key objectives:

Improving operational efficiency

Increasing efficiencies and improving productivity in project delivery and financial and human capital management across the entire enterprise to reduce costs and increase business agility.

Reducing costs

Getting the right product to the right place at the right time while maintaining optimized inventory levels to reduce costs and increase profitability.

Effective project and portfolio management

Efficiently and effectively managing projects, partners and the project portfolio.

Providing meaningful customer service and value-added services

Providing high levels of value-added services to customers and partners to drive differentiation and profitability.

Additional considerations

Ensuring your system is responsive to your unique business requirements including industry specific functionality.

So, how does your ERP system measure up?

The right ERP system can help you address these challenges by helping organizations streamline business processes and proactively manage performance.

The checklist below will help you analyze your current system's capabilities and diagnose where you can make improvements that will have a positive effect on the bottom line. Take a few minutes right now to see if your organization might benefit from further analysis of your current systems and the opportunities of upgrading to a highly adaptable set of business software solutions to help drive your business going forward.

Business Process Integration & Optimization

☐ We can easily share information across the enterprise to facilitate communication between departments or business units.

☐ We can easily modify our system to fit changing business needs.

☐ We rarely experience delays or confusion because real-time information doesn't flow easily between systems.

☐ Accurate and up-to-date performance information is readily available to decision makers in real-time in the form of interactive graphical dashboards.

☐ We can easily combine purchase requests from multiple sources to achieve purchasing efficiencies, such as vendor discounts.

☐ We do not need to use additional report-writing packages to obtain important information.

☐ Our current reports clearly communicate important information.

☐ Our staff can easily produce reporting information in a graphic format.

☐ Our current system uses an accepted reporting standard such as XML to allow for smooth delivery of information.

☐ We never have to reformat our data for financial reporting purposes.

☐ Our current system allows us to modify existing reports to easily communicate information to our employees and managers, whether in the office or in the field.

Financial Management

☐ We have been able to eliminate many paper based processes resulting in fewer errors and less handling.

☐ Our system allows us to adapt to business change with dynamic planning, budgeting and forecasting.

☐ Our system automatically generates financial reports such as balance sheets, income statements, profit and loss statements, financial ratios, cash flows and other financial reports.

☐ Financial reports can be automatically generated and displayed in executive dashboards.

☐ Our current solution ensures complete real-time visibility into the financial performance of the business.

Customer and Partner Services

☐ We can easily segment our customers and distinguish between our most and least profitable customers.

☐ Our customers have self-service options to check the status of a service request, order or reorder a product, or resolve a billing inquiry.

☐ Our CRM system covers marketing, sales and service automation.

☐ Our current system allows us to easily develop customized reports to communicate with partners and/or customers.

☐ Our current software allows us to quickly access transaction information online.

Additional Considerations

☐ We can easily accommodate industry specific requirements in our existing system.

☐ Our system is scalable and can easily grow with us as we grow.

☐ Our system can support multiple languages and currencies.

☐ We have choices in how we deploy our system.

☐ Our system supports a broad range of communication and information devices including desktop PCs, laptops, handheld devices, and cell phones.

If you were able to check off most of the boxes above, congratulations, it appears you have a system that fits your business needs at this time. However, if you fell short in one or more of the categories, **it may be worth your time to evaluate all your options and find the right Dynamics 365 partner with a strong knowledge base in your industry to help you optimize your operations.** With the rapidly changing marketplace, increasing complexity and client demands, it only makes sense to do a proactive thorough evaluation of your system to ensure that this has the capability to bridge the gap between businesses as usual and the trends you are seeing in your industry moving forward.

Progressus is next-generation Professional Services Automation and ERP software, mobile-enabled and architected for the Microsoft cloud. Our solution provides all the capabilities needed to manage professional services and project-based businesses of any size - operating in any geography. Functionality spans all the important processes in your firm – resource management, project management, project accounting, sales, marketing, and financial management – to give you unparalleled insight and control of all your critical business functions. Built on the Microsoft Dynamics 365 platform, it is constructed for the cloud and provides role-based clients optimized for any browser or mobile device.