

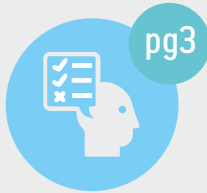
Thinking **ERP?**

Important factors to keep in mind while
considering an investment in
enterprise business software



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1 | CEO/CFO MANDATE



pg3

Assessing your top business priorities



pg4

Outlining a roadmap for success



pg5

Determining your readiness for a new implementation



pg6

How to compare and rank the top systems in the market



pg7

Planning your deployment



pg8

Calculating your total cost of ownership

2 | BUSINESS OWNER / ENTREPRENEUR



pg10

How to determine if your SMB is ready for ERP



pg11

What you need to know before you begin an implementation



pg12

Identifying the perfect ERP partner



pg13

Understanding the market



pg14

Why you should consider Microsoft Dynamics 365



pg15

Exploring Microsoft Dynamics 365

1

CEO / CFO MANDATE





1 ASSESSING YOUR Top Business Priorities

The priority of any business is to increase its valuation by growing revenue, market share, and profits. To push the limits, however, an organization needs the right combination of proven leaders, a rich talent pool, and a robust management system that enables and empowers employees to accelerate operational efficiency and increase productivity. Choosing the right system can make the company more scalable, supporting rapid growth and reducing waste.



What processes can be automated by investing in systems that ensure and generate economies of scale? What should I prioritize—sales, recruitment, accounting and finances, marketing and communications, or customer management?

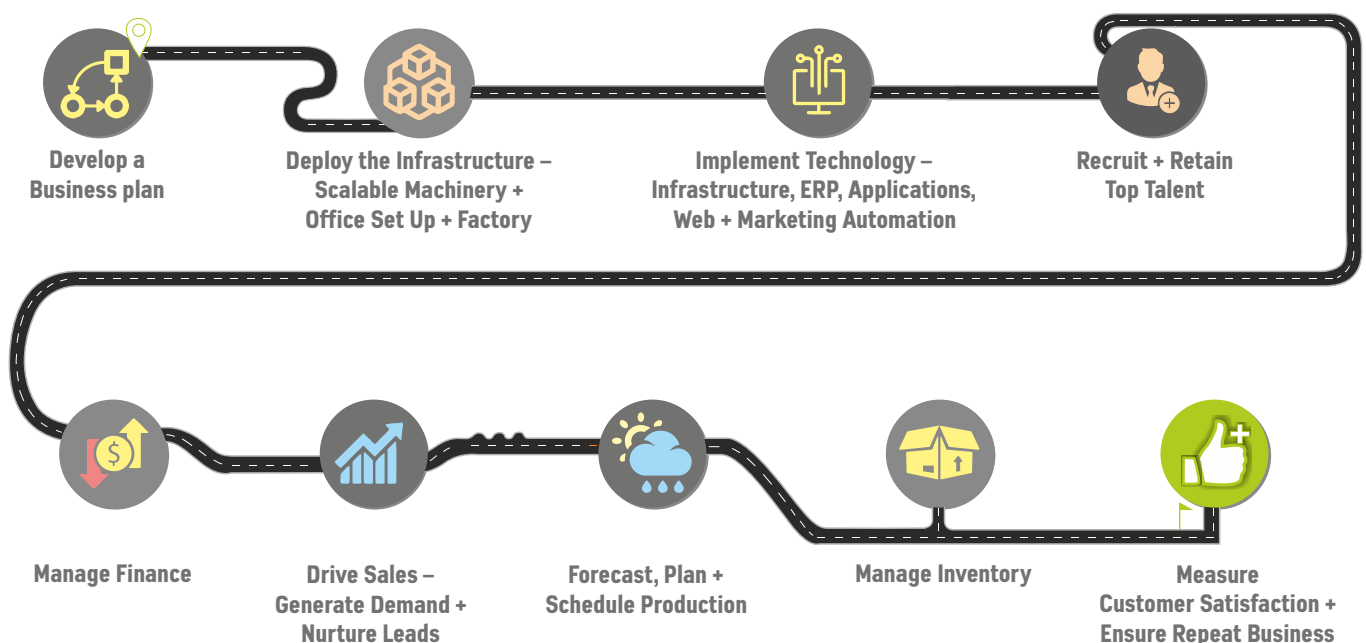
How can I create metrics to continually evaluate and improve with the right automated system?



2 OUTLINING A ROADMAP FOR SUCCESS

You can't always predict the future, but organizations that have a clear roadmap for growth are the ones most likely to succeed.

As a CEO/CFO your mandate is to save time and money. Therefore, it's crucially important to analyze your delivery processes, and identify improvements in efficiency and predictability through automation and management. An enterprise-wide system that achieves this goal while offering speed, reliability, intelligence, and integrating the critical functions of an organization can be a critical component of success. Standardization of your business practices and resource optimization can also be addressed by the right system.





3 DETERMINING YOUR READINESS FOR A NEW IMPLEMENTATION

Now that you know what needs to be done, you can perform a needs assessment internally or in conjunction with a consultant. This process can be divided in two phases:

Pre-launch

Pre-launch includes mapping your specific needs to off-the-shelf software, tools or platforms that improve automation and identifying areas where customization is required

- ✓ Assess your organization's needs and pain points, and create a Request for Proposal
- ✓ Identify vendors based on your industry-specific needs and their experience
- ✓ Shortlist your ideal vendors and narrow your selection based on your own unique criteria
- ✓ Collaborate with the chosen vendor to develop a blueprint for implementation based on the project goals, plans for deployment, and measures to gauge gaps and make corrections to smooth the implementation process

Post launch

- ✓ Identify who will be leading the implementation for each department
- ✓ Identify training needs and the time required
- ✓ Plan for deviations from deadlines, and make sure you have the support you need
- ✓ Methods to obtain the latest upgrades and updates to keep technology current
- ✓ Keep the systems agile and scalable



4 HOW TO COMPARE AND RANK THE TOP SYSTEMS ON THE MARKET?

Businesses usually start small, but with the right infrastructure, resources, and applications you can accommodate the ups and downs of your growth spurts. Continuing to build your knowledge of the latest software available and the underlying technology trends can keep you ahead of the curve and prepared for the changing needs of your business.

The majority of businesses that use basic finance and operations software like Quickbooks or Sage can quickly outgrow them. Homegrown or legacy applications built for the automation of processes and operational efficiency can also become difficult to manage and upgrade. As your business grows and the pace of your operations increases, neither basic software nor legacy applications will be able to keep up and an Enterprise Resource Planning suite becomes essential.

Compare ERP's based on the following blueprint:

- ☐ Best functional fit of the core components and modules
- ☐ Solutions specific to your industry
- ☐ Technology requirements and specifications
- ☐ Deployment options such as on-premise, cloud, and SaaS
- ☐ Pricing model and overall competitiveness of total costs
- ☐ Implementation life cycle and duration
- ☐ Implementation costs
- ☐ Change management and upgrade process
- ☐ Availability and cost of support resources



5 PLANNING YOUR DEPLOYMENT

Cloud technologies and Software-as-a-Service procurement models have made deploying Enterprise Resource Planning software easier and more cost-effective than ever. Depending on your needs and the budget, an ERP can be deployed in several different ways:

ERP

on premises

(ERP software is managed by in house IT department.)

on cloud

(ERP software is delivered via internet, can be maintained by the company itself or the ERP vendor.)

on SaaS

(The ERP vendor maintains server at their location and provides access through cloud technology. The vendor is responsible for the maintenance, customizations, and upgrades.)

Phases of Deployment For ERP

Pre-Implementation

- ✓ Analysis ✓ Requirements
- ✓ Architecture ✓ Scope

- Clear understanding of strategic goals for ERP
- Commitment by top management
- Organizational readiness for structural and cultural changes

Implementation

- ✓ Design ✓ Development
- ✓ Testing ✓ Data Migration
- ✓ Training

- Excellent project management and implementation team
- Open information and communication policy
- Detailed analysis of current business processes
- Steps to ensure data accuracy and underlying performance measures
- Appropriate celebration when project completed

Post-Implementation

- ✓ Ongoing Management
- ✓ Reporting + Monitoring
- ✓ Performance Tuning

- Post-implementation audit
- Documentation and internal promotion
 - ERP success
 - Project success
 - Correspondence success
 - Interaction success
- Benchmarking



6 HOW MUCH WILL IT COST?

The total one time and ongoing costs of an ERP depends on the type and size of the business you operate. Some of the factors that determine your cost are:

Infrastructure (Hardware for using the ERP software. Number of servers, desktops, backup, and storage needs are all part of the infrastructure cost.)

Software (Costs of the license to use the ERP, this may or may not include database or other supporting systems, depending on the ERP).



Human resources (This cost includes the resources that you use to implement the software. It can constitute up to 40 – 50% of the total cost of ownership, depending on the amount of customization and localization needed to implement. These are re-occurring costs and should include a mandate for upgrades and new releases.)

Please contact the Enterprise Business Solutions team at Korcomptenz for a consultation on this topic.

2

BUSINESS OWNER / ENTREPRENEUR





7 HOW TO DETERMINE IF YOUR SMB IS READY FOR ERP

If you're running a business with multiple data points and tools that give you different functional information, like using Excel for financial reporting, or getting sales and customer information with a different system. If you're unable to get real time information that provides insights and pointers to growth, or if you have no seamless way of consolidating information from all departments and difficulty in keeping to timely deliverables, it might be time to implement an ERP.



Replace a Legacy System



Manage Company Growth
with Automated Finance,
Operations + Sales Insight



Improve Business
Performance with
Inventory Management,
Shipment + Production



Management Reporting



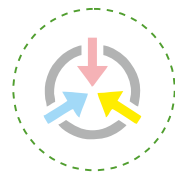
Process Improvement
to Avoid Delays +
Ensure Prompt Actions



Implement Global
Policies + Standardization
to Support Expansion



Improve Customer
Service



Integrate Other Systems



8 WHAT YOU NEED TO KNOW BEFORE YOU BEGIN AN IMPLEMENTATION

Understanding your core needs and objectives for implementing an ERP is critical to the project's success. It is vitally important to engage the implementation partner that best understands your processes, operations, and industry practices to help you make the right choices.

Here are some important questions to ask while researching the ERP that suits your business:

- ☐ What are the key benefits I am hoping to achieve with my ERP?
- ☐ How long will it take for the implementation to be completed?
- ☐ What parts of the process am I responsible for and what will be handled by my implementation partner?
- ☐ What part of the standard ERP will I need to customize to meet my unique needs?
- ☐ What is the plan if deadlines are not met? Can the implementation be completed in phases depending on my most important needs such as Finance + Inventory, Production + Warehouse + Shipping, and Sales?
- ☐ What are the protocols for receiving updates and delivery reports on the implementation?
- ☐ How will my organization be trained?
- ☐ What is the back up or support plan for issues that arise after implementation?
- ☐ What are the planned upgrades and new version releases, and how would they impact my current implementation?
- ☐ Can new additions such as users, modules, or locations be made with ease?

To help you answer these questions, request a consultation with the Enterprise Business Solutions team at Korcomptenz.



9 IDENTIFYING THE PERFECT ERP PARTNER

- ☐ How long has the implementation partner been in business?
- ☐ What industry specific best practices have they mastered?
- ☐ What implementations are they currently supporting ?
- ☐ What is the experience level of the implementation team? Who is on the project management team?
- ☐ What references do they have for implementation and support?
- ☐ What is their competitive edge over other implementation partners in the market?

10 UNDERSTANDING THE MARKET



To compare these systems

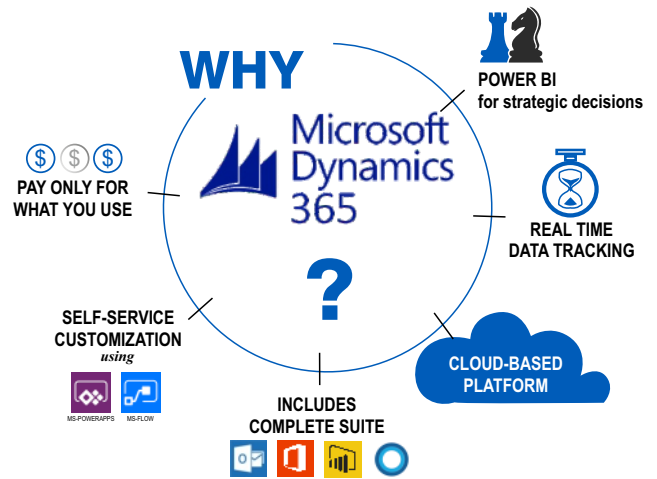
[Request a Consultation](#) ➞

11 WHY YOU SHOULD CONSIDER MICROSOFT DYNAMICS 365

Microsoft Dynamics 365: The ERP + CRM Business Software

Microsoft Dynamics 365 is unique, powerful business software that has the functionality and benefits of both customer relationship management (CRM) and enterprise resource planning (ERP). The platform includes applications that address the full range of business processes including Sales, Customer Service, Finance and Operations, Field Service, Marketing, Talent, Retail, and Customer Insights.

Microsoft Dynamics 365 runs on Azure, includes Power BI and Cortana Intelligence embedded, and is available on the cloud. The platform is also multi-company, multi-currency and multi-language.



Who can use Microsoft Dynamics 365?

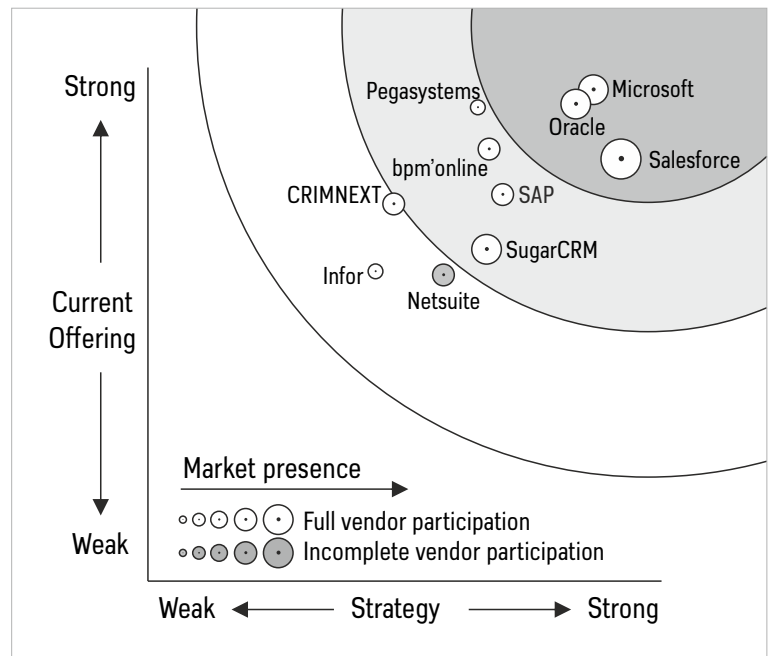
In the most recent Forrester report, Microsoft receives top ranking among all ERP providers as both a Challenger and the Leader with their Microsoft Dynamics product lines.

Microsoft Dynamics 365 Business Edition

Suitable for Organizations from 10 - 250 Employees

If you are still working with Excel sheets and emails to track orders, keep records, and maintain your connections. Or you are using different applications to manage financial data, sales revenue, inventory, and are unable to view a holistic picture, its time to consider learning more about Microsoft Dynamics 365 Business Edition.

Don't invest in heavyweight ERP's that may not be user friendly or utilized completely.



13 EXPLORING MICROSOFT DYNAMICS 365 (Business + Enterprise Editions)



Dynamics for Sales

Turn relationships into revenue by bringing digital intelligence into every deal



Dynamics for Customer Service

Earn customers for life with a personalized experience and world-class service across every channel



Dynamics for Field Service

Master the service call with smarter capabilities—from optimized scheduling to predictive maintenance



Dynamics for Talent

Attract, onboard, and empower employees for success with a collection of intelligent HR cloud services



Dynamics for Financial & Operations

Accelerate growth by optimizing operations and making real-time, data driven decisions on a global scale



Dynamics for Retail

Deliver an immersive shopping experience by optimizing retail operations with intelligent insights



Dynamics for Project Automation

Profit from your projects by bringing people, processes, and automation technology together



Dynamics for Marketing

Unify your sales and marketing to connect customer experiences at every interaction



Dynamics for Customer Insights

Deliver a personalized experience using relevant insights on how to best serve your customers

14 WHAT IS MICROSOFT DYNAMICS 365 BUSINESS EDITION?

The business edition of Microsoft Dynamics 365 include Financials, Sales and Marketing. The business edition is for SMBs with 10 to 250 employees. The business edition also works seamlessly with Microsoft Office 365 and Microsoft Dynamics CRM.

Finance and Operations, Business Edition Applications

The Finance and Operations Applications help grow small to medium-sized business by connecting people and processes with a single system that has intelligence built in—making financial management, sales, service, and operations easier. Call us to learn more or request a consultation online.



Microsoft
Dynamics 365

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FASHION & RETAIL



MEDICAL DEVICES

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