



The ERP Selection Process

When Companies Should Consider Upgrading to a Mid-Market ERP



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The ERP Selection Process

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Welcome! Important Web Seminar Notes

About the presenter

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Enterprise Resource Planning (ERP)



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About the presenter

Agenda

- The limitations of out-of-the-box financial systems
- When to consider upgrading to an ERP system
- Selecting the right solution to support growth
- How to efficiently and cost-effectively implement a new ERP platform



Agenda

Limitations of Small Market Software






- Account Structure
- Integrity of Financial Information
- Security/Internal Controls
- Accounting Function vs. Operations as a Whole
- Scalability
- Performance
- Reporting
- Integrations
- Inability to Customize



Limitations of Small Market Software

What is your organization's current financial system?

Polls are open.

- Peachtree** 
- QuickBooks** 
- ERP (Dynamics, NetSuite)** 
- Tier One (Lawson, SAP)** 
- Other** 

[Poll 1]

When to Consider Upgrading to a Mid-Market ERP System

- Outgrowing current software (Scalability and Performance)
 - Number of simultaneous users in the software
 - Number of transactions processed in the system
 - Number of master records
 - Multiple locations and remote employees
 - Multicurrency transactions
- Internal Controls
 - User security
 - Workflow management needs
 - Password policies
- Workflow Tools for Control and Efficiency
 - Electronic/Paperless
- Inventory Functionality
 - Choice of costing methodology
 - Landed costs
 - Bins
 - Serial/Lot tracking
 - Multiple warehouses
 - Item resource planning



When to Consider Upgrading to a Mid-Market ERP System

When to Consider Upgrading to a Mid-Market ERP System

- Advanced Warehousing and Distribution Functionality
 - Picking operations
 - Number of items
 - Demand forecasting
- International Expansion
 - Multicurrency
 - Multi-language user interface
- Integration Needs
 - Excel, Word, Outlook, SharePoint
 - Microsoft CRM
 - Companion products for specialized needs
- Financial and Operational Reports
 - Consolidated reporting
 - Varying accounting periods
 - Multiple budgets
 - Profit center account structure groupings
 - Reporting statistical information
 - Allocation of expenses to profit centers



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When to Consider Upgrading to a Mid-Market ERP System

When to Consider Upgrading to a Mid-Market ERP System

- **Customer Relationship Management**
 - Centralized repository for current and prospective customer information
 - Sales management
 - Customer service management
 - Marketing automation
- **Payroll processing issues**
 - Multiple states
- **Changes in business environment**
 - Increased accounting complexity
 - External financing requirements
 - Increased transactions/increased risk and need for controls
 - Formal and organized detailed business performance planning processes with financial and operational reporting against forecasted results



When to Consider Upgrading to a Mid-Market ERP System

When to Consider Upgrading to a Mid-Market ERP System

- Customization Needs
 - Financial Statements
 - Metrics
 - Workflows
- Equity event
- Manipulation of data outside of current software



When to Consider Upgrading to a Mid-Market ERP System

What is your industry classification?

Polls are open.

- Manufacturing** 
- Distribution** 
- Retail** 
- Health Care** 
- Not-for-Profit** 
- Professional Services** 
- Other** 

[Poll 2]

The ERP Selection Process





- **Deployment Method**
 - IT Infrastructure
 - Local vs. Cloud
- **Features**
- **Functionality**
- **Software Selection Consultant**
- **Requirements Gathering**
 - Define Business Requirements and Expectations of System
 - Gap Analysis
 - Determine Performance Level of Current System, How to Reach Level Required for Moving Forward
 - What is Working, What Isn't Working
- **Integrations**
- **Accounting staff capabilities**
- **Selection of Vendor and Product**
 - Microsoft, Intacct, NetSuite



The ERP Selection Process

Are you planning to move to a new ERP system?

Polls are open.

- Yes, within 6 months** 
- Yes, between 6 - 12 months** 
- Yes, more than a year** 
- Not looking to move** 

[Poll 3]

Implementation

- **Implementation Partner**
- **Implementation Methodology**
- **Initiate**
 - Establish Vision and Objectives
 - Protocols
 - Team Responsibilities
 - Timeline
 - Define Information Sources
- **Analysis and Design**
 - Project Scope
 - Data and Process Flows
 - Detailed Business Requirements
 - Data Migration and Integrations
 - Documentation of System Requirements



Implementation

Implementation

- **Build and Validate**
 - Testing of Application Modifications and Product Extensions
 - Testing of Data Migration
 - System Manager/Pilot Team Training
 - User Acceptance Testing
 - Readiness Sign-Off
- **Deploy**
 - End-user Training
 - Final Data Migration
 - Cutover to New System
 - Go-Live Support



Implementation

Implementation

- Operate
 - On-Going Support
 - Project Close Meeting
 - Transition to Support Team



Implementation

In Summary

- Upgrading to a more comprehensive ERP System is a process
- More Secure
- Planning and Evaluation by Company Executives and an Experienced Implementation Partner Recommended



In Summary

Q & A

- It is now time for our Q&A session.
- Click the “Q & A” button, type your question in the open area and click “Ask Question” to submit.



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Q & A

Thank you for attending

- The presentation slides and a link to the call recording will be sent to all participants within a few days of the webinar

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