sage 100cloud

MATRIX
INTEGRATED SOLUTIONS

Sage ROI Improvement Guide

Ready to reduce operational costs up to 73%?

6 steps to maximize your business management solution

Learn how ›

You don't have to be a CFO to appreciate ROI

As your business grows, you need software that can keep up with the evolution. Aligning technology with your business objectives is the best way to optimize your investment. With quick implementation and clearly defined metrics, your progress toward established goals can be easily measured.

This ROI Improvement Guide will give you the tips you need to:

- Plan for the future
- Maximize profitability
- Search for and review a business management solution

"78% [of top-performing companies] involve cross-functional teams...in their ERP selection.[1]"

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1 **Identify key stakeholders to build consensus**

Form a group of employees who will drive the project, train end users, and take control of the implementation. This team should have an overall project manager and include users who will be impacted by the implementation from both a technical and business perspective.

2 **Aim for specific goals**

Faster, higher-quality business decisions. Management and executives require precise, accessible, timely, and meaningful information. A solution that enables end users to enter data more efficiently saves time and reduces errors, which promotes a stronger decision-making process.

Greater employee engagement and productivity. A solution that delivers greater operational efficiencies leads to employees using their time on more strategic and meaningful activities as well as greater employee retention.

Get closer and be more proactive. Optimizing and shortening business processes benefits you, your business partners, customers, and suppliers.

Remember: Review these goals when you begin your implementation. Revise and incorporate necessary changes and keep them in mind as you proceed.

3 **Have a clear understanding of what the software can do**

Your goals are clear: operate more efficiently, increase inventory accuracy, complete and ship orders on time, decrease time to decision-making, add more customers, and grow margins. Make sure the software's capabilities align with those objectives. Your team should go through introductory training so you understand how the software is going to help you achieve them.

4 **Define business processes that need improvement**

Confirm that the processes defined prior to implementation are being achieved and ensure that nothing has been missed. Your project leader may also want to provide recommendations on improving business processes based on best practices from other customers. You can streamline your processes by using out-of-the-box capabilities based on industry best practices.

5 **Consider your deployment options**

Choosing between on-premises or cloud deployment can be difficult. It's important to consider business complexity and processes, expected growth, and the sophistication of your current IT skills when weighing your options. With on-premises, the software tends to be more customizable. This provides you with greater control over your business processes, data, and security. With cloud, you have the benefit of getting real-time access to your business data anytime and anywhere. When offered on a pay-as-you-go basis, it also becomes an operating expense (OpEx) rather than a large capital expense (CapEx).

Many companies have difficulty choosing which option is best for them. They like the control over business data and security of an on-premises solution, but want the accessibility and lower costs of the cloud option. If that's you, consider a "connected cloud" solution. It combines the benefits of the cloud as a subscription service—including mobile/remote access, upgrades, data backup and recovery, and cost—while ensuring your core data and systems remain on-premises.

6 **Train end users**

Training, along with an intuitive, easy-to-use interface, ensures that employees can get up to speed more quickly and cost effectively, enabling them to quickly benefit from the new business management solution.

Define and measure key performance indicators (KPIs)

During the implementation process, make sure to define the metrics you intend to measure to determine the success of the project. These metrics should align with business departments and employees to effectively indicate whether goals are being achieved.

The KPIs you create should also track qualitative benefits. Specifically:

- Error-free processing.
- Amount of time required to make better decisions.
- Reduced inventory levels.
- Improved customer and partner satisfaction indices.

Once your KPIs are defined, it's best to publish and communicate expectations so you can continue to measure and improve for the future.

What Sage customers say

"Keeping the right mix of products on hand without costly overstocking is key, and Sage 100cloud helps us do that. It's a quick and responsive software that provides us with a great deal of insight and control over our inventory."

John Giczewski, Purchasing Manager, St. Joseph Paper and Packaging

"Sage 100 has been a part of the business for so long that we rarely think about it consciously. It just works. It continues to improve and evolve to meet our needs."

Rob Perkin, IT Manager, Packaging Specialties

"We are now able to track profitability at an item level. Before, our bill of material data was in a separate system, and it was too difficult to trace our actual costs. We use this data to ensure we are accurately pricing our products, and to make better decisions about our manufacturing processes."

Tom Dinolfo, CFO, Heresite Protective Coatings

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Ready to do this?

With the right KPIs and a plan to track them on an ongoing basis, you can determine whether the system you have in place is helping you meet business objectives. This way, any necessary course corrections can be made to keep your efforts on track. Now that's a new way of doing business.

Learn more at: **www.matrixintegrated.com**

For more information, request a **product demo** or call us at: **(330) 777-0650 ext. 8.**

"ERP Selection: Finding the Right Fit," Aberdeen Group, October, 2012