

UNDERSTANDING ERP BUSINESS MANAGEMENT SOFTWARE



We help you grow your
Australian business



INTRODUCTION TO ERP SOFTWARE FOR AUSTRALIAN SMES

Just like thousands of other **Australian SME's**, you've continually added software tools and workarounds to your business. Employees are having to import/export spreadsheets, or re-enter data into different systems every day. Because of that, your processes and workplace productivity are not as efficient as it should be.

This eBook will show you how to **consolidate your business processes** in a single product and **achieve better efficiency** in your workplace.



Over the next 7 sections, we'll highlight some of the benefits that ERP software can offer SMEs who are looking to **grow their business** to the next level.

You will learn what ERP software is, how it can benefit *your* business, and why we believe it's such a powerful business management tool.

We're confident you'll learn something new about your business while reading this eBook, because **we're experts** in what we do. We've helped thousands of employees in hundreds of businesses just like yours become more productive and efficient.

For over 20 years, Australian and global businesses have trusted Accentis Enterprise to manage their financial and operational data. We put your whole business in one place so you can see it all at a glance and drive efficiency.

Let's get into it!

1. WHAT IS ERP SOFTWARE?

A simple explanation of what ERP software is, would be to say, it's a single, **fully-integrated solution** to manage multiple business requirements at once.

The graphic on the right illustrates how each module **shares data** with another, with reporting and analysis of every function at the very core.

Say you're using three or four business software tools right now. One for accounts, it probably also does your payroll too. Another program to run your time clock, and spreadsheets for importing, exporting and the bulk of your business reporting.

ERP replaces them all!

The best way to understand ERP software and how it can impact positively for your business, is to understand how your **workplace efficiency** is currently performing.

Most of our clients used to run multiple, complicated spreadsheets, re-entering data two or three times from various reports to gain an overall view of what their business was doing. You shouldn't have to do that, and with ERP software, you don't.



2. WHY CHOOSE ACCENTIS ENTERPRISE?



DOES ACCENTIS ENTERPRISE ENABLE GROWTH?

Because it's a single software solution to manage your entire business, it will definitely enable growth.

Businesses often fail to reach their full potential due to limitations of the software, systems and processes that the owners have adopted over time. Critical data is spread across a mix of spreadsheets, accounting software and other ad-hoc software bolt-ons with no data or process cohesion.

Accentis Enterprise manages all of your business data in a single system that is robust, scalable and centralised.

FOCUS ON SMEs

For more than 20 years, Accentis as a company has had one focus: Accentis Enterprise. Our mission has been to create innovative software solutions that enable your business to grow and flourish.

Accentis Enterprise has been developed with Australian SME's in mind since day one. Why should the big businesses get all the features they need, leaving us to work harder, but not smarter?



3. ARE THERE PROS & CONS TO ERP SOFTWARE?

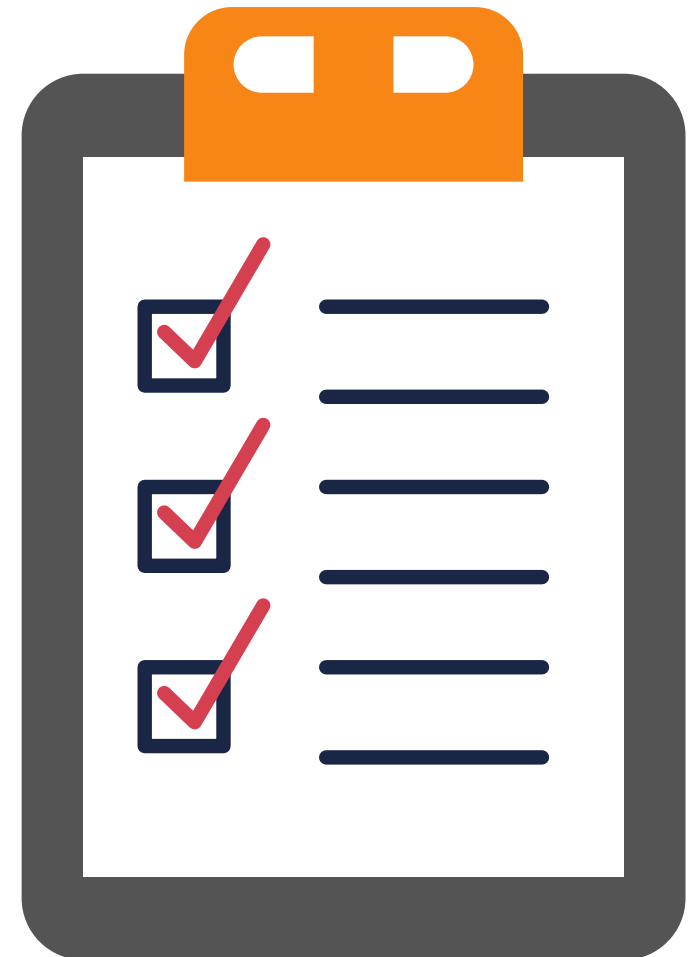
As with any large business purchase, ERP software is a consideration you need to determine for your business interests. We don't recommend anyone rushes into purchasing ERP software, ours included!

In fact, if we don't believe that we're going to be able to help your business, we won't even take your money! Investing in an ERP solution means investing the time to make sure it fits your business needs now, and in the future.

Here's 4 lists we recommend you make:

1. List all the **software you currently use** (MYOB, Excel, etc)
2. List all the **features that are deal breakers**, the ones that you need to run your business (international currency, shipping, batch tracking, etc)
3. List all the **issues you have with your existing systems** (lack of centralised reporting, data re-entry, complicated processes, etc)
4. List all of the **features that you don't need** but would be nice to have. This isn't as important as points 1-3, but we all want to know we're going to get some bells and whistles, right?

Making lists will help you to understand what you actually need from a software solution. It's easy to get side-tracked looking at fancy features you'll rarely use and miss the fact the software doesn't have the features you need to keep your business running.



4. KNOWLEDGE IS POWER IN THE RIGHT HANDS

Here's a fact that's going to bake your noodle...

"You don't know what you don't know"

How do you know when you've reached a point in your business' life that you **need an ERP solution**? It's a daunting task because, you might not know what you need, or what questions you should be asking.

When you contact us about implementing Accentis Enterprise, we understand that you might be unfamiliar with some terms we might use, or unsure about **which features suit you** or your business. Put your feet up because we're here to help!



Helping business owners grow their business is what we do. When you reach out to us, one of **our product experts will know** what questions to ask so that we can setup a demonstration for you.

Our **experience and knowledge** of the Australian business landscape is well honed through years of helping other business owners in the same position you're in.

Our implementation **specialists will guide you** through each stage of your requirements, with training and support.

5. IMPROVE YOUR BUSINESS IN 5 EASY STEPS



There's some things an ERP system can do for your business that just be can't be accomplished easily without it.

Our top 5 things you can do to improve your business:

1. **Improve your processes** – An ERP system allows you to streamline complicated processes, and remove roadblocks or repetitive tasks through automation and data sharing.
2. **Reassess customer expectations** – You'll want to really dig in and master the various customer tracking and information gathering tools that open up additional product and service opportunities for you to explore!
3. **Do something different** – Use the power of your ERP system to visualise purchasing trends and service requirements. Anticipate changes in the marketplace and add value easily.
4. **Increase customer value** – Your ERP software gives you a powerful advantage to increase the average spend of each customer and continue to do so!
5. **Assess your competition** – Powerful record keeping features give you competitor data right at your fingertips and can report on how they affect your business. Custom fields are available to track won or lost deals, or if you've previously dealt with the customer using a competitor's product.

6. SUITABLE ACROSS MULTIPLE INDUSTRIES & BUSINESS TYPES

One of the least talked about but more powerful aspects of an ERP solution is the **wide-range of industries** it supports. Our own Accentis customer list is variable to many areas of production, manufacturing, assembly, distribution and more.

Whether you manufacture poly tanks for farms, are a plant production nursery, or even a micro-electronics control producer, an ERP system can **give your business the growth** it needs. Why pay people to perform the same work twice, when you can pay them once and have them do other jobs?

"An ERP solution is made more powerful each time a new process is automated, a custom report is created, and an old spreadsheet can be deleted!"

How many other software products are able to be customised to **suit your business**? Powered by what you need to know, an ERP system can be configured to provide customised reports on the data that's important to you. But not only that, further customisations should also be possible across your entire business.

At Accentis, all we do is work on Accentis Enterprise, focussing on new features for the product, and customisations for our customers. **What you demand** in business, **we deliver**.



7. SEE, KNOW, GROW YOUR BUSINESS



Accentis Enterprise is built upon the belief that data is vital to being able to run a successful business. If you can **see** your data, you will **know** more about your business, and in turn, it will be able to **grow**.

We've discovered that **business owners often fail** to reach their full potential due to **limitations and costs** attributed to the business systems and processes they adopt over time.

Because of this, data is widespread throughout the business with excessive use of spreadsheets, off-the-shelf accounting and other **niche business software**.

Accentis Enterprise removes the need for complicated spreadsheets and provides visibility and efficiency on all levels of your business.



SEE your business
KNOW your business
GROW your business

ABOUT ACCENTIS BUSINESS SOFTWARE

OUR MISSION

To create software that enables businesses to grow and adapt without limits.

OUR HISTORY

For over 20 years, hundreds of Australian and global businesses have trusted Accentis Enterprise to run their business.

We help you manage your whole business from a single source of truth so you can see everything at a glance and drive more efficiency.

OUR PROCESS

- Full free demonstration on-site or remote
- Needs analysis and business case
- Implementation of system
- Support and maintenance
- Continual improvement and updates

Contact us now for a **FREE** feature-packed demonstration

OUR PARTNERS



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