

When is a good time to upgrade your business system?

Economic Factors

	Economic Downturn	Economic Upturn
Improved productivity	Need to be more productive	More work than people
Eliminate Redundant Data entry	Reduce wasted efforts	Reduce wasted efforts
Automate Processes	Need to cutback labor	Can't find additional people
Customer Satisfaction	Need to maintain every customer	First impression is lasting impression need to handle old and new customers

Business Factors

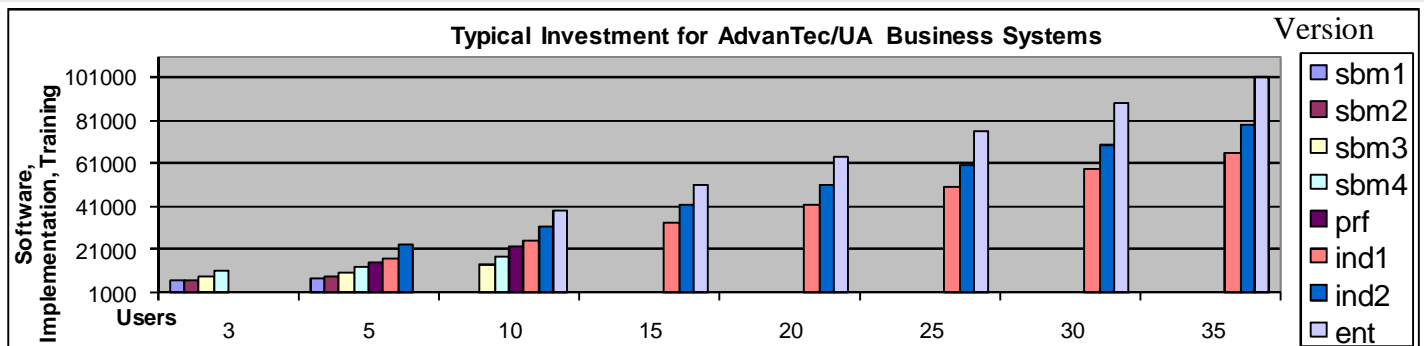
Manage Assets	Tighter control of inventory, larger inventory, more locations quicker turns
Manage Money	Better financial management, Expansion, Acquisition, new locations/ departments
Scale to demands	Do more with fewer resources, Do more with existing resources
Flexibility	Adapt to new demands, changing business requirements, and or lines

Technology Factors

Support	Support personnel who are responsive and timely to your needs
Integration	Automate inter-process data exchange with internal systems, new software and or trading partners
Infrastructure	Maximize re-use of existing technology and new technology
Phased implementation	Implementation that does not take your business off line and can be gradually deployed to minimized disruptions to your or your customers.
Minimize Risk	Minimize potential points of failure: hardware, software, communications, Data security, Back ups etc.

Financial Factors

TCO – Total Cost of ownership	A low TCO: initial cost + annual charges + fees + upgrades
ROI - Return on Investment	Typically an investment in a fully integrated system can offset the cost of many employees: one reference we have has experienced a 400%+ growth in business with no increase in personnel.



Almost anytime before it is too late!