

Reach the Top with the Right Technology

Managing a growing small- to medium-size business can seem as challenging as scaling a mountain. ERP is here to help you succeed in serving customers, managing data, keeping costs low, and making agile decisions.

ACHIEVEMENTS BY BEST-IN-CLASS ORGANIZATIONS



OPERATIONAL EXCELLENCE AND CONTINUOUS IMPROVEMENT

DEMAND PLANNING & FORECASTING
BEST-IN-CLASS
55%
MORE LIKELY TO HAVE THIS CAPABILITY THAN ALL OTHERS

62% OF BEST-IN-CLASS
HAVE CROSS FUNCTIONAL CONTINUOUS
IMPROVEMENT TEAMS IN CHARGE OF IMPROVING
OPERATIONAL PERFORMANCE

QUICKLY TAILOR OR CUSTOMIZE ERP
TO REACT TO BUSINESS CHANGE
BEST-IN-CLASS
63%
MORE LIKELY TO HAVE THIS
CAPABILITY THAN ALL OTHERS

TOP REASONS SMBs DEPLOY ERP IN THE CLOUD

- 1 Lower total cost of ownership
- 2 Reduced effort for upgrades
- 3 Limited internal IT resources

TOP BENEFITS OF THE CLOUD IN SMBs

- 1 Lowered cost of IT infrastructure
- 2 Ability to respond quickly to business demands
- 3 Efficient collaboration across locations

SMB ACCESS TO ERP FROM MOBILE DEVICES

BEST-IN-CLASS **2x+** ALL OTHERS

97% OF BEST-IN-CLASS
PROVIDE SECURE REMOTE ACCESS

SMARTPHONES IN BUSINESS
93% vs 47%
LARGE ORGS SMALL ORGS

RECEIVE AUTOMATED ALERTS
57% vs 21%
WITH WITHOUT

PRESSURES & CHALLENGES

43% Must reduce costs

Need to manage
growth expectations **38%**

30%

Delays in decision-
making from lack of
timely information

27%

Perceived as
difficult to do
business with

29%

Must improve
customer response
time

BEST-IN-CLASS ARE **129%** MORE LIKELY TO TRAIN
LINE MANAGERS ON ANALYTICAL TOOLS AND METHODS

76% OF BEST-IN-CLASS ARE ABLE TO INCORPORATE
BUSINESS DRIVERS IN THE ONGOING FORECASTING PROCESS

The climb to the top of the market is filled with peril. Top performers can deploy ERP in the cloud, provide mobile access, and continuously improve in order to make their way to the top.