

Don't Dump Your ERP System Just Yet

A company's ERP system typically represents years of development and investment. The original focus of ERP software was to efficiently process transactions and handle data entry, which even many of the older packages do adequately. But they are not especially strong in important ancillary areas like data extraction, data analysis, generating useful reports, and user interfaces well suited to a company's unique workflows. This usually results in a lot of frustration and people devising various workarounds in order to get their jobs done.

Among the comments we've heard from manufacturing employees:

- "Sales forecasting and reporting require extensive manual intervention. It's difficult and time-consuming to get accurate, up-to-date information and make decisions with it."
- "We have dozens of spreadsheets and various types of workarounds that individuals have developed to simplify certain functions. Data extraction is a real problem."
- "Our business is evolving faster than we can adapt the software to keep up with process changes."
- "The same data is being entered multiple times in different places, and then it still has to be written on a white board out in the shop, where it immediately is outdated."
- "It is not user friendly. It is not easy to configure. It does not easily tie into other systems. The general feeling here is that we are only sticking with this system due to our investment (time, money & effort)."



Sound familiar? So does this mean it is time to replace your older ERP system with a new one? Possibly, but in many cases the answer is "no".

Instead, picture a separate "system" that sits next to the current one and plugs the key functionality gaps in ways specifically tailored to your operations, at a fraction of the cost of a new system or customizing what you have. This type of targeted investment is less risky, less expensive and delivered more quickly than a system replacement or customized upgrade. You get exactly what the users need.

Optimizing specific functions in ways that drive business improvement are what ERP systems are intended to do. The problem is they only partially do this for most companies, which leads to the dreaded workarounds. Regardless of the reasons for an underperforming ERP solution, don't be too quick to assume it's the technology alone. Human factors almost always play a role as well.

Replacing your existing system is costly, time consuming and likely unnecessary. Consider working with an outside company that has expertise in getting software to function in ways you need it to work, not only now but as your business evolves and must adapt to change. Invest the time to assess your current situation, but keep in mind that accurate self-assessment is virtually impossible. A second set of eyes can be quite beneficial, not only to gain knowledge but also to provide objectivity.



TRIPLE HELIX CORPORATION

Real Solutions to Improve Your Business

Contact us directly at info@3xcorp.com or 860.490.3488

www.3xcorp.com