



# Are You Ready for the Long Term?

A guide to upgrading your consumer goods ERP





# Is your ERP built for the long term?

Balancing short-term and long-term priorities is challenging for any business. Take your ERP software investment, for example. Companies often delay upgrading their ERP software to focus on short-term needs.

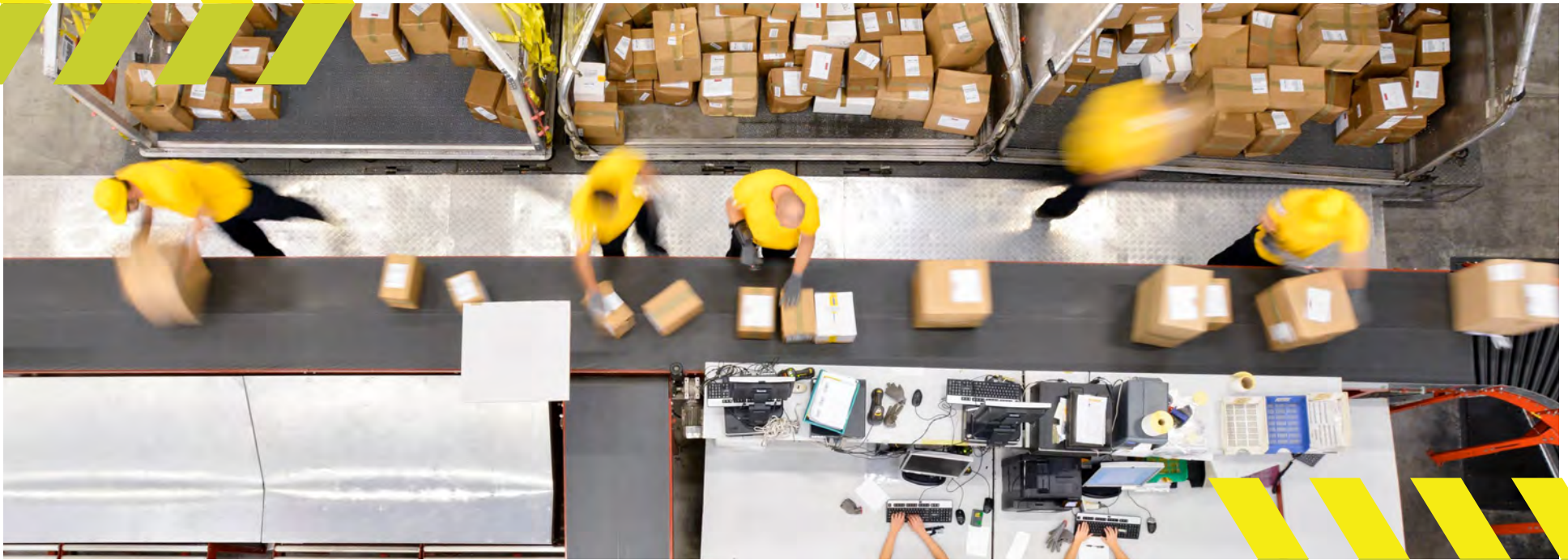
But long-term thinking is critical to your organization's health. If short-sighted goals stymie your company, then how will you be prepared to compete in the global marketplace?

To assess if your ERP is built for the long term, ask yourself:

- » Does your organization have complete visibility into the entire supply chain?
- » Is your organization using multiple third-party bolt-ons?
- » Have users developed time-wasting workarounds to complete tasks?
- » Does your ERP provider add new customer goods features?

The answers to these questions will shape the future of your business.





## Does your organization have complete visibility into the entire supply chain?

If you can't obtain relevant information about your business quickly and reliably, then you lack complete visibility. That can be costly when it comes to managing your employees and balancing your bottom line.

Your reporting and business intelligence tools need to reveal your profitability, inventory and financial metrics. Why? Because over the long term, complete visibility into business operations can improve exception management, delivery performance, inventory reductions and more.

A fully integrated ERP solution that updates information in real-time, and offers integrated demand resource planning, enables consumer goods companies to have better forecasting information. Lower inventory levels than their competitors. And quicker response time to retailer and end-customer needs.

This is the long-term advantage you need.



## Is your organization using multiple third-party bolt-ons?

Many consumer goods companies choose a best-of-breed approach for their ERP solution. They cobble together applications from a variety of software companies and combine them into one hybrid solution.

In theory, picking different applications for each aspect of the supply chain sounds like a good idea.

In reality, it's not.

It requires you to track multiple applications and upgrades that occur on separate schedules. It ties up IT resources. And it slows down your organizational efficiency.

A fully integrated ERP solution tends to perform better in terms of reporting, data integrity and usability.

You enjoy a consistent user experience. A simplified upgrade process. And the advantage of users learning one system—instead of navigating several disjointed applications.







## Have users developed time-wasting workarounds to complete tasks?

Many companies still use manual processes for tasks that should be completed via automated workflows. When you aggregate together the total number of hours manually spent each day, week and year, the number quickly catapults. This can result in thousands of wasted hours.

The more processes your company can automate, the more time and resources your team can dedicate to other strategic tasks.

If your ERP software has limitations in its functionality, and your ERP users have developed workarounds rather than using automated processes, then your company is falling behind.

The right consumer goods ERP software creates automated processes that reduce labor resource requirements. It can reduce the amount of time for reports to be created. Turns paper-based processes into automated ones. And reduces discrepancies and errors.

The ability to ship more products out of your warehouse—without having to increase your workforce—means higher and healthier profitability for your business.





## Does your ERP provider add new consumer goods features?

Horizontal or general software providers use their resources to create general functionality—which often isn't specific to the consumer goods industry.

When you choose a horizontal ERP application, you are only receiving a small percentage of the resource and development efforts from your ERP vendor.

In contrast, choosing an ERP vendor that is industry-specific means you can count on software enhancements that are applicable to your consumer goods business.

What's the advantage for you? With an ERP vendor completely focused on consumer goods, you'll have a software partner that is up-to-date on industry best practices. A software partner with industry experts who leverage their experience to build features, functionality and tools to help you optimize your supply chain.





## Now's the time to look into an upgrade.

Change can be challenging to consider. Especially when the change affects all aspects of your business.

Through the lens of long-term business health, change is inevitable. Your current ERP may work for now. But you need to ask yourself, what could work better?

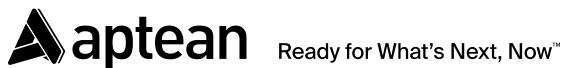
Now is the time to reevaluate your ERP software investment. If your organization lacks complete visibility into the supply chain, if you're using third-party bolt-ons, if your process is plagued by time-wasting workarounds, if your ERP provider infrequently adds new consumer goods features—can you really afford to delay any longer?

We're here to give you more information about how a consumer goods-specific ERP can help your business.



# Ready for what's next?

Contact us at [info@aptean.com](mailto:info@aptean.com) or visit [www.aptean.com](http://www.aptean.com).



Aptean provides very specific industries with very specific ERP, supply chain management, and customer experience solutions. In today's fast-paced, highly competitive economy, organizations don't have time to waste forcing homegrown software, spreadsheets, and one-size-fits-all solutions to do things they were never designed to do. Aptean is on a mission to end those work-arounds – with industry-specific solutions instead of generic software, expert support instead of making you go it alone, and a steady influx of new ideas instead of the status quo.

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