8 Considerations When Choosing Your ERP System

How to find an ERP system that solves problems instead of creating them

EPICOR

What's Inside…

A make-or-break decision

Whether you're a small organization or a multinational with offices on five continents, your ERP system has the potential to make life easier and more productive for you and your employees—if you choose the right system.

On the following pages, you'll discover eight considerations to bear in mind when you're looking to install or upgrade your ERP system. Some relate to the ERP vendor you'll partner with; others are about the ERP system itself. We think you'll need to take all of them into account to ensure the ERP system you choose is the right one for you.

Sort your strategy first

Before you start shopping for an ERP system, it's worth agreeing on your organization's ERP strategy. Your ERP strategy will inform the choice of modules, infrastructure requirements and other elements of your ERP implementation, and should be based on your business objectives. Simply put, a well thought-out ERP strategy will help lower the time-to-value of your ERP system, and can increase ROI compared to implementations without a strategy.

"Our first lesson learned from history is the importance of a strategy in the process of realizing benefit. Gartner research consistently shows a strong link between establishing a business-led ERP strategy and realizing benefits. Yet, we estimate that less than half of all organizations have any form of ERP strategy needed to effectively manage ERP investments."
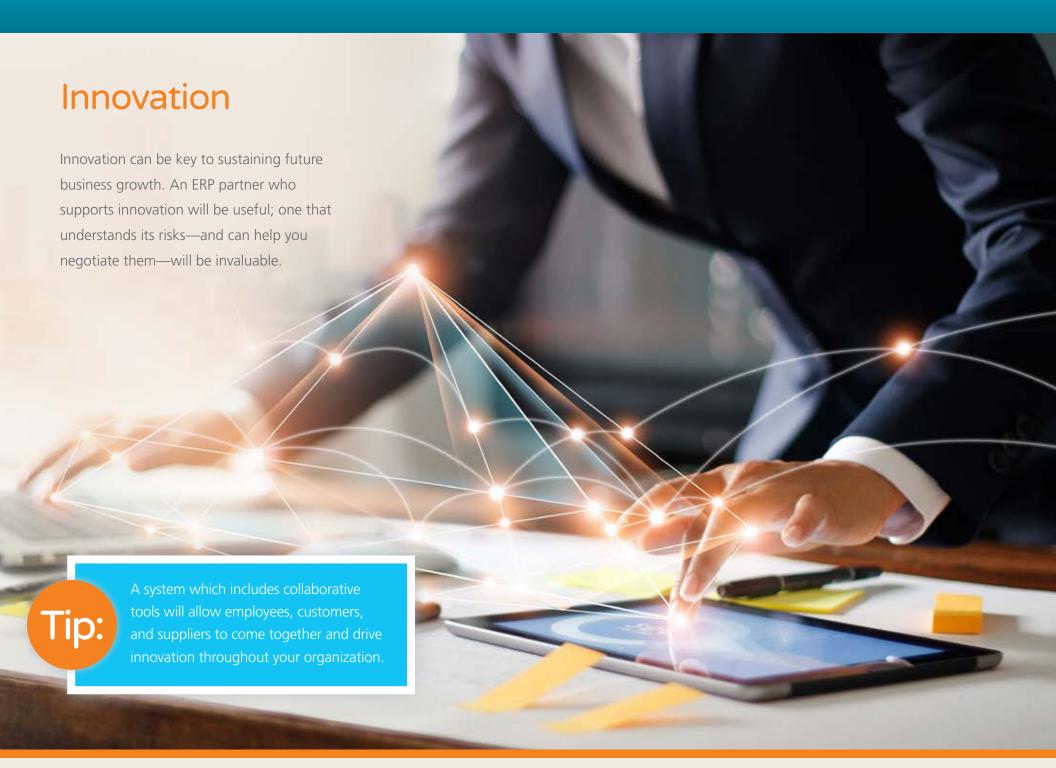
Source: *Gartner, "Stop Chasing Rainbows and Unicorns: Learn From ERP History to Maximize the Value of Postmodern ERP Strategies," by Denise Ganly, January 16, 2018*

Agility

When choosing your ERP partner, look for someone with a reputation for enabling business agility. You can't always predict the direction future growth will take, so a partner who can keep pace—whatever happens—is essential.

Innovation

Innovation can be key to sustaining future business growth. An ERP partner who supports innovation will be useful; one that understands its risks—and can help you negotiate them—will be invaluable.

Tip: A system which includes collaborative tools will allow employees, customers, and suppliers to come together and drive innovation throughout your organization.

Implementation

A problematic implementation can have a lasting effect on your ERP system's performance—and your profitability. To make sure this doesn't happen, look for an ERP partner with a proven implementation methodology.

Professional Services

Epicor leverages proven methodologies and expertise from highly skilled professionals with deep industry expertise to support a hassle-free implementation of your ERP system.

Industry expertise

Another thing to look for in an ERP partner is a track record of expertise in your industry—especially if your industry is highly specialized. Additionally, a partner with expertise in other specialized industries could bring useful perspective and insight to your organization's ERP system.

See how Epicor has helped customers in a variety of industries:

▶ Electronics and High-Tech

▶ Industrial Machinery

▶ Fabricated Metals

Scalability

When choosing your ERP system, one that's built on scalable architecture will help you manage your organization's future growth. The fewer customizations the system requires to meet your needs, the better, too.

Deployment options

An ERP system that gives you a range of deployment options—on-site, private cloud, public cloud, or a hybrid environment—and facilitates mobile access for your employees will ensure your organization can stay flexible and responsive to the needs of your customers.

"According to Gartner Market Guide "Cloud ERP for Product-Centric Companies," the market is heating up as vendors seek to push clients to new-generation cloud ERP solutions. This means that many organizations face a choice between well-proven on-premises products or new solutions that are still early in their life cycles… companies of all sizes need to carefully balance the benefits and challenges of cloud ERP against the best fit for business purpose to gain access to the right functionality that best supports their future business strategy."

Source: *Gartner, "Market Guide for Cloud ERP for Product-Centric Companies," by Denis Torii and Mike Guay, March 5, 2018*

Find out more:
The Benefits of Cloud ERP Systems

Ease of use

Nobody wants to have to wade through a difficult and unfriendly system to get work done. Choosing an ERP system with an intuitive, easy-to-learn user interface will increase employee satisfaction and productivity.
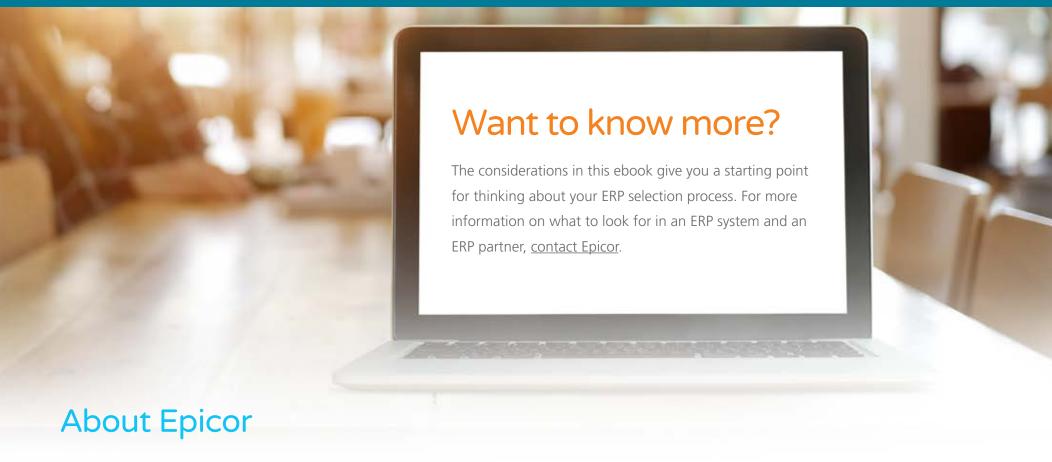
Functionality

There are two things to think about here:

▶ Does your ERP system have the capability to do everything that your ERP strategy demands of it?

▶ How well does it perform in terms of speed, reliability, and integration with your other systems?

"Epicor ERP fits with our global business strategy. We wanted to standardize our disparate global systems onto a single solution. Epicor offered a good value proposition and extensive support in a common platform that will leverage resources and expertise across our organization, and expand in the future."

—Greg Jehlik, CEO | Maxcess International

Want to know more?

The considerations in this ebook give you a starting point for thinking about your ERP selection process. For more information on what to look for in an ERP system and an ERP partner, contact Epicor.

About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software designed to fit the precise needs of our manufacturing, distribution, retail, and service industry customers. More than 45 years of experience with our customers' unique business processes and operational requirements are built into every solution—in the cloud or on premises. With this deep understanding of your industry, Epicor solutions dramatically improve performance and profitability while easing complexity so you can focus on growth. For more information, connect with Epicor or visit www.epicor.com.

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