



Business Talk:
**Why it's Important
to Stay Up-to-Date
with Your Enterprise
Resource Planning**



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Let's talk some business: you're currently utilizing enterprise resource planning software for your business, and it's been working fine for you over the last few years. You're of the same philosophy of the old adage, "If it ain't broke, don't fix it." Granted, your current ERP software has dutifully done its job for you over the past several years and, despite often hearing you should update it, you've thought it unnecessary.

But we know it is necessary. While your current enterprise resource planning system does continue to function, its age could actually be hurting you a little more than it's helping you. Let's take a look at a few reasons why:

Don't Get Left Behind.

You may have a fairly modern ERP which was actually created within the last decade, but just for fun, we're going to assume you're one of those guys who purchased your enterprise resource planning system in the 90's, and it's entirely DOS-based. Yeah, they still exist. It's fun to watch Millennials stare at the screens and try to comprehend what they're looking at.

As we've mentioned, the ERP does do its job. But now, let's take a look at the brand new competitor company that just



opened last year, Company XYZ. While your ERP is keeping business constantly flowing, Company XYZ has the latest and greatest enterprise resource planning system that offers them all the automated bells-and-whistles you could have ever dreamed of. Suddenly, clients are starting to notice how happy Company XYZ's clients are, and they begin to wonder if they should have a conversation with Company XYZ. How is that DOS-based system looking to you now?



Don't Let Productivity Plateau.

Since you installed that DOS-based ERP, you've been amazed at all the things it can do which you and your staff used to do by hand. You fell in love with it long ago, and you're a bit sentimental – it's like the loyal employee who never goes home, never gets sick, and you never have to pay. How could you not develop an emotional attachment to THAT?

In turn, your business has grown. You're producing more now than ever before. But – you're starting to turn down more and more business because you've hit your maximum capacity. Is the solution to add another plant with another “circa 1993” DOS-based enterprise resource planning system running that place, as well? Well, first – it's going to be very difficult to find



that software 20+ years later. And secondly, that's a pretty expensive solution for getting out of plateau-mode. Why not simply update your enterprise resource planning system and make your current set-up more efficient?

Do Evolve as Technology Evolves.

One of the worst things you can hear from a potential new client is, "Does your company offer this?" –well, when your answer is "no," that is. Very few things on the face of the planet feel worse than feeling like you have a new sale in the bag, then watching the smile on the person's face slowly diminish as they ask very specific questions – to which you have only undesirable answers. And the last thing you want to have the reason be is that your technology is outdated.

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These days, new clients expect your company to be with the times and provide them with all the new benefits they're accustomed to modern enterprise resource planning systems providing. Even if your company has the best customer service and reputation, you don't want to lose new business because



you cannot provide what your competitors can. It's always worth it to weigh the costs of updating your ERP system on a regular basis over losing annually what may be a large number of new clients.



Michell Can Review Your Current Enterprise Resource Planning System.

Let us take a look at what your system looks like. We'll not only share with you what you could additionally be doing with updated enterprise resource planning, but also what your competitors are doing with their updated enterprise resource planning. Let's talk about it. Drop us a line or give us a call at your convenience, and we'll take care of everything.





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