



## WHY ERP MATTERS IF YOU'RE A COO OR SUPPLY CHAIN EXECUTIVE

SOME TOOLS ARE ESSENTIAL FOR OPTIMAL PERFORMANCE. OTHER TOOLS MAKE YOU LOOK GOOD. **CLOUD-BASED ERP IS BOTH INVALUABLE AND HELPS YOU LOOK GOOD AS A CHIEF OPERATING OFFICER OR SUPPLY CHAIN EXECUTIVE.**

Here's why you should be your company's biggest ERP champion.

### LOUD ERP IS ALL ABOUT VISIBILITY AND EFFICIENT OPERATIONS

Meeting both customer demand for flawless order fulfillment and management expectations for operational efficiency requires a complete grasp of operational variables. Cloud-based ERP serves as a complete software solution for tracking and adjusting operational activity at your firm, as well as seeing external variables such as supplier availability and current customer demand. In real-time.

The ability to track, adjust and automate operational and supply chain business processes is central for optimizing operations and delivering correct order fulfillment on time, every time, even in the face of factors outside your control.

### PROTECT SALES WITH ACCURATE DELIVERY DATES

Perfect orders build credibility, customer satisfaction and future sales.

A good cloud-based ERP system synchronizes what your business can deliver with supply chain data, helping you accurately plan and execute on sales, sourcing, replenishment and financials so company promises are definable and reliably met.

End-to-end transparency of all business processes are integrated with planning and analysis functions, keeping you ahead of any challenges before they reach the customer.

## MATCH SUPPLY AND DEMAND WITH IDEAL INVENTORY LEVELS

Calculating ideal inventory so supply matches demand helps you minimize unsold and aging inventory and free up extra cash for your business.

Cloud-based ERP makes ideal inventory possible through consistent calculation methods and end-to-end supply chain visibility and collaboration with suppliers. Supplier portals, push notifications and embedded analytics tied to a unified planning engine make advanced material resource planning and precise scheduling possible.

A good ERP system also can automatically deliver forecasts based on current sales activity, data that can be shared with sales for more precise planning and adjustment.

## SYNCHRONIZE PROCESSES FOR GREATER EFFICIENCY

Visibility and unified data management improve efficiency for manufacturing and logistics.

Tasks as diverse as making, moving and packing are easily coordinated and harmonized with cloud-based ERP. Automatic alerts and intelligent task management help all parts of your business seamlessly work together in tune without friction or delay. This reduces cost and adds efficiency throughout the business.



## DYNAMICALLY MANAGE RESOURCES COMPANY-WIDE

Structuring, grouping and managing resources across operations and geographies enables flexible and efficient operations that meet variable customer demands.

A full-featured cloud-based ERP system helps you model internal production and warehouse operations, as well as extended supply chain operations both at a unified operations level and at the physical site level. Multiple views make it possible to see and adjust operational or supply chain processes even as they continue operating in real-time.

Unified task management for production and site logistics combined with flexible integration with external systems such as mobile devices and barcode scanners make it possible to manage operations end-to-end while meeting evolving customer and supplier needs.



## IMPROVE BUSINESS PROCESSES

### **Dramatically raise the quality of your business processes.**

- ▶ Meet customer demand and competitive pressures with more effective, efficient execution across production, warehousing and quality assurance.
- ▶ Optimize production scheduling to meet customer deadlines, contain costs, and minimize downtime.
- ▶ Gain transparency across production and purchasing to balance materials and capacity for optimal inventory supply.
- ▶ Use a “pull” supply chain strategy and collaborate with extended supply chain networks.
- ▶ Gain sales forecast and full supply chain visibility to efficiently address speed, flexibility, and cost issues across all your supply chain activities.
- ▶ Guide operators in their daily work, complete with detailed work instructions and relevant, detailed information for performing their job.
- ▶ Increase adaptability to changing market and customer demands via demand-driven manufacturing and the ability to reassign tasks when unforeseen events occur.
- ▶ Easily model and adapt your supply chain network, including locations, transport zones and transport lanes.
- ▶ Support both paper-based and paperless production and logistics execution.

## EASILY CALCULATE FINANCIAL METRICS

### **Gain new financial metrics and calculate existing metrics more easily.**

- ▶ Estimated revenue lost due to stock-outs (counted per occurrence) due to lack of availability or lead time.
- ▶ “Share of wallet” revenue growth from existing customers.
- ▶ Inventory levels for finished goods, semi-finished goods and raw materials. Annual obsolete inventory.
- ▶ Total freight cost as a percent of revenue. Total cost of goods sold.
- ▶ Total cost of logistics per revenue.
- ▶ Transition costs to go from one supply chain process model to another. Value added per logistics staff.

## ADD IMPORTANT OPERATIONAL DATA

### **Easily track operational metrics that bring greater visibility.**

- ▶ Stock-outs (counted per occurrence). Order fulfillment lead time.
- ▶ Perfect order fulfillment. Inventory days of supply.
- ▶ Forecast accuracy of demand planning. Results stability of demand planning.
- ▶ Percentage of orders expedited.
- ▶ Perfect order fulfillment from manufacturing. Capacity utilization.
- ▶ Annual labor costs for demand planning, forecasting, supply, and inventory planning.
- ▶ Staff training, consulting days, IT lead time needed to transition supply chain processes from one model to another.
- ▶ Logistics staff efficiency and ramp-up time to effectiveness.

