



SENIC Battlecards

How Do I Know Its Time...

To update or replace your current business and / or manufacturing systems? Ask yourself the following questions:

Are you spending more time on daily tasks because your software isn't integrated?

- Are you manually entering information from one system to another?
- Do you experience frequent errors because you have to re-key information — again and again?
- Do you find it difficult to recognise errors, and then spend too much time fixing them?
- Do you have instant or easy access to information you need to make business decisions?
- Do you "recreate the wheel" at the end of every month?

Do you know the real cost of inventory?

- Can you accurately assess the costs for material purchasing and ordering?
- Do you know how much it really costs to run your business?
- Can your current system give reporting details for costs associated with quality assurance, storage and lost opportunities?
- Are you able to find and eliminate "hidden" costs within your manufacturing processes?

Is your current system flexible?

- Does your system analyze costs only at the end of projects?
- Are you able to compare estimated versus actual costs for labour, materials and machine time?
- Are you able to customize your system to fit your unique production process?
- Can you determine how much material is used at each step on the production line?
- Can you measure the efficiency of your machines?
- Can you apportion costs based on machine usage, production time, units, etc?

What is the true cost of the inability to easily share information across your entire enterprise?

- Do your managers wait hours or even days for information they need for critical business decisions?
- Can your suppliers and customers easily access status reports and other vital information?
- Can your employees call up a customer or supplier's complete history in just a few keystrokes, or is customer and supplier data spread over a number of applications that can't "talk" to each other?

Do you really know how much it costs to do business with your current system?

- Do you have high training costs because your applications are difficult to learn and use?
- How much does it cost to share information with remote suppliers and employees?
- How does the inability to make timely decisions affect profitability?

Is your month nothing but a build up to the month end reports?



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