



SENIC Battlecards

How Do I Know Its Time...

To update or replace your current business Management systems? Ask yourself the following questions:

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

- Are you doing manual, rather than automatic, updates to the General Ledger for items such as accruals, recurring transactions, payroll?
- Do you experience frequent errors because you have to re-key information—again and again?
- Do you find it difficult to recognize errors and then spend too much time fixing them?
- Do you recreate the wheel at the end of every month? I.e.: Is your month end reporting a laborious task of reworking data in Excel?

How much time do you lose trying to configure your current system to your unique needs?

- Does your current software let you make custom system changes on the fly?
- Are the changes you make becoming expensive and difficult to implement?
- Do you lose these changes every time you upgrade?

Have your employees complained about the lack of available information?

- Do your project teams need information 24/7 but it's not available, causing delays or missed opportunities?
- Do your employees have a difficult time finding information such as raw material lot numbers, customer records or compliance information?
- Do your customers and partners have access to information?
- Do you know the true costs of projects spanning multiple fiscal years?

What is the true cost for not being able to share information across your entire enterprise?

- Do your managers wait hours or even days for the information they need for critical business decisions?
- Can your employees share sensitive data easily and automatically in a secure environment?
- Can your employees call up a customer's complete history in just a few keystrokes, or is customer data spread over a number of applications that can't "talk" to each other?
- Do your managers have to reprint reports every time they make a change/find a mistake?

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 offices and employees?
- How does the inability to make timely decisions affect profitability?
- Do you have indispensable employees e.g., the only one that knows how the stock system works?
- What if you could reduce cost of ownership by moving to a more cost efficient partner?

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



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