



HOW TO CHOOSE TECHNOLOGY THAT SUPPORTS GROWTH

Your company is growing because you've made great decisions. Now it's time to decide on software that can help you manage your business during rapid growth, with minimal disruption. Here are three steps to make sure you choose the right business management software.

Step One: Look at How Software Can Help Your Company Increase Revenue and Profitability

Business management software can play an important role in your company's financial success. With the right software, you can make your core processes more efficient, your employees more effective, and your business more responsive to revenue opportunities. Look for software that can help you:

- **Expand your customer base:** With more time freed up from performing administrative tasks, you can think strategically about how to acquire more customers.

- **Speed accounts receivable:** The right software lets you enter invoicing information during a sales order. When the sale is complete, you're able to immediately and accurately bill customers.
- **Get more from your customers:** With all of your customer data in one place, you can more easily recognize customer needs, increase revenue per customer, and reduce customer turnover.
- **Increase productivity:** Simplified processes and easy-to-use software allow your employees to accomplish more, in less time.
- **Keep an eye on financial performance:** An accurate, real-time picture of your finances and sales numbers can help you make better business forecasts and decisions.

Step Two: Consider How Software Can Help You Manage Rapid Growth

Business software can make your daily operations more efficient, saving valuable time that you can spend on strategic planning, your customers, and your

employees. It can help you keep operations under control, even as your business expands rapidly. The best business management software can:

- **Eliminate duplicate data entry:** Determine how many times you enter the same data into multiple systems. For example, sales may enter the same information that customer support does. With the right business management software, one person can enter data a single time; then it's available to everyone who needs it.
- **Aggregate business data for reporting:** Calculate how much time you spend gathering data from different sources to create reports. Then determine how much time you might save if you could run any kind of report using a single, up-to-date data source.
- **Reduce manual and paper-based processes:** Identify where you can eliminate paper records. Consider collecting customer data online to decrease your staff's telephone and manual data entry time, which cuts down on costs by making manual processes more automated.

YOUR
COMPANY
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Partner Address

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City, ST 00000
Country

- **Make it easier for employees to do their jobs:** Business management software should fit the way your employees work – not the other way around. Look for an intuitive interface and processes that can be adapted to meet your needs.
- **Be implemented and adopted quickly:** Find software that you can implement rapidly, with minimal disruption to your business.

Step Three: Select Software That Grows With You

Because you want your software investment to continue to pay off, choose a solution that works with your business today and that will serve your needs tomorrow. The right software should:

- **Differentiate your company:** Put comprehensive customer information at your employees' fingertips, so your staff can deliver superb customer service that sets your company apart. Choose software that allows you to pursue new avenues in products, services, and support.
- **Improve the way you currently do business:** Find software that can support the number of users and locations you have right now. Be certain it provides the functionality you need to maintain your customer relationships and to manage your sales volume.

- **Support your future business goals:** Make sure the software can support growing sales, new lines of business, and e-commerce.
- **Grow with and adapt to your business:** Think about how your business might change as your company grows – whether you launch an online sales channel or expand geographically. Then ensure that your software can support those changes. The right software does more than maintain the status quo; it helps optimize your business. Of course, you'll want to know your vendor will be around to offer ongoing support as your company grows and changes.

Consider SAP Business One

The SAP Business One application has helped over 14,500 small businesses reach their goals. Sold through a global network of highly trained and authorized partners, SAP Business One is designed to be affordable to acquire, implement, and maintain. It manages critical business functions across sales, distribution, and finance – all in a single, integrated software system. With SAP Business One, you can access critical, up-to-the-minute data that provides a complete and current view of your business – so you can more effectively manage your company's growth.

About [Insert partner name]

[Partner name] has [xx] years of experience working with companies of your size, in your industry. Our partnership with SAP has spanned [xx] years, and we've helped [xx] businesses reach their goals with the SAP Business One application.

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[INSERT PARTNER URL]**