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## Sage ERP Accpac

# 5 Signs your small business is not so small

MYOB® and other small business accounting packages are a good place to start your small business bookkeeping. But things change. You have more customers, more employees, and more inventory complexity. In short, your small business isn't so small anymore. How do you know when what you are currently using just won't cover it anymore?

Here is a list of the top five signs your current solution is, or will be, negatively impacting your not-so-small business:

### **Sign 1: Multiples — multiple locations, multiple currencies, multiple crossborder vendors or customers.**

Whether your business has grown to include multiple locations or expanded to sell or purchase in multiple currencies or your vendors and customers have multiple locations, it is important to be able to accommodate this new way of doing business with your business management systems. Look for a system that has the flexibility to manage and report on multiple locations of your own business along with the ability to manage national accounts for your customers and vendors. And further, if you do business in various currencies, look for a system that is able to accommodate business practices (invoicing, costing, and more) in multiple currencies.

### **Sign 2: Reporting — the most commonly used tool to get critical information out of the business is a manual, labor-intensive process.**

Do you budget and track your projects and jobs outside of your current accounting system? Can you track work in progress and job completion percentages without heavy manual intervention? Times are tough. You need to be able to make good business decisions with up-to-date information, and you need to do this with little manual input so you and your team can focus on revenue-generating activities. If you can save five to 20 hours a week or more spent on getting this data in your hands, imagine what you can do with that extra resource. Perhaps you can roll that part-time payroll expense back into the business, or repurpose that person to another area of the business that will increase your ability to generate revenues.

### **Sign 3: Information Availability — you have more people within your organisation who need access to important customer data, but the only way they can get that is by asking the users of your accounting system.**

You started as the salesperson, but now you have expanded your list of customers and the team of people who support them. You have a salesperson or team, someone to handle customer service after the sale, and a group of people managing the invoicing, fulfillment, and

**To see how your business can benefit from using Sage ERP Accpac, call today:**

**Acute Solutions**  
**(03) 9888 2577**  
**[accpac@acutesolutions.com.au](mailto:accpac@acutesolutions.com.au)**



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accounting for your business. To retain customers and differentiate your company in this economic environment, you have to offer not just great, but excellent customer service and support. To do this, your team needs to be able to access customer information and history in a timely manner. So it is essential that your system is integrated and accessible to many parts of the team. Your system should incorporate seamless visibility to all of these groups in as real time as possible to get to those levels of service and support. The end result is happy customers, but there is an additional payoff: Increased sales.

**Sign 4: Inventory Complexity — your inventory management requirements have become significantly more complex.**

You used to have fairly simple inventory management requirements. However, as your business has grown, you find or suspect there have been some lost sales due to your current inability to track, forecast, and maintain inventory levels. Your inventory requirements have now grown to include multiple locations with specific costing and stocking needs at each warehouse. Or, you wonder if you really need to keep as much stock as you have, which may be driving up costs unnecessarily. You may now require bill of material assemblies or item kitting functionality. Either way, you need better visibility and management. Look for a system that has the ability to forecast, track and report on inventory as well as being able to use variable costing methods for inventory.

**Sign 5: Software Dictators — your company cannot streamline or gain efficiencies in operations, as your software cannot facilitate the new processes.**

You have grown your business to this point using processes that are typically dictated by the systems you use. This may be comfortable for your team, but is it necessarily the most efficient and effective way to conduct your business today? And if it isn't, how can your current system accommodate changes in your processes? When investing in the future of your business, the systems you choose should have the ability to be tailored to how you need to do business today, and also have the flexibility to adapt to how you will be doing business in the future. Look for systems that have options and are flexible and scalable to help you streamline your current, potentially inefficient software-dictated processes.

**Change before you have to**

By the time you are certain that your current systems are inadequate, you're probably already losing money to reduced productivity, lost opportunities, and inferior data. Don't wait until that happens. If you are receiving warning signs that your system can't keep up (data frustration, slow performance, time-consuming or manual processes), begin your needs analysis now.

**Tools to drive efficiencies**

Sage ERP Accpac is a unified solution with powerful tools to help you confidently streamline time consuming business processes, effectively manage your finances, and tie together your sales, marketing, and operational functions. With Accpac, you can link business processes with your strategic objectives and join the 45,000 businesses worldwide who already benefit from comprehensive business intelligence, simplified data entry and reduced duplicate data.

**To see how your business can benefit from using Sage ERP Accpac, call today:**

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[accpac@acutesolutions.com.au](mailto:accpac@acutesolutions.com.au)**