

7 Serious Business Risks Eliminated by Cloud ERP



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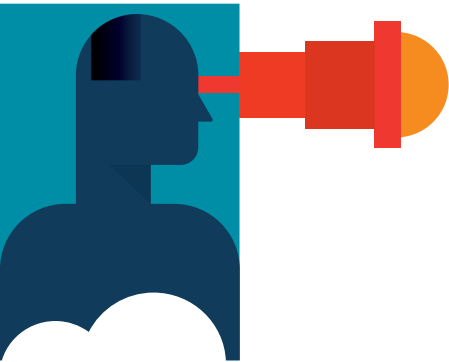
If you haven't moved your business management systems to the cloud, you're far from alone. Taking a measured approach to ensure your corporate data and assets are protected is just good business. But, while keeping servers with valuable corporate data in house might **feel** more secure, your networks and in-house systems could be holding you back and putting your business at risk.

Cloud ERP (Enterprise Resource Planning) provides more security, more functionality, and more flexibility to protect your assets and help your organization actively compete in today's world.

In this eBook, we'll look at the risks that your organization faces every day and show you how Cloud ERP can help mitigate those risks and unlock opportunities. Read on to see how you can harness the potential of the cloud to grow your organization.

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"Cloud based ERP solutions help your organization to be more efficient. Employees are freed to focus on core tasks of your organization while mundane tasks are left to be handled by the ERP solution. The flexibility and accessibility of the cloud has enabled organizations to grow and expand without the ball and chain of an on-site system."

– Clients First Business Solutions

1. Simplify compliance with industry and government regulations

Keeping pace with government regulations, industry standards, and corporate quality initiatives has become an overwhelming challenge for small and medium-size businesses. In addition to the many levels of standards and regulations your organization needs to comply with, the electronic data handling laws continue to evolve. You need expert advice.



Look to experts on compliance

The leading cloud ERP providers ensure that the proper tools, security and agreements are in place to support compliance. Through automated workflows and audit trails, a cloud financial management system provides the documentation to reduce the risks and costs of compliance. With a fully integrated business management system, audit trails and user-based security are natively in place.

Put the pieces in place to meet regulations like HIPAA, GDPR and industry regulations with cloud ERP, ensuring that you can:

- Implement data security, privacy and portability protocols.
- Provide thorough documentation and security for audits.
- Assign, track and record compliance and assessment-related activities.

"On-premises ERP options are attractive for organizations that are highly technical and dynamic. Two things to consider are the hardware investment to support a system on site as well as having the IT personnel in-house to address on-premises management and maintenance. We can help you truly evaluate the best decision for your organization."

– Clients First Business Solutions

2. Protect customer, employee, and corporate data

No business can afford to ignore the security risks that can destroy a hard-built reputation and cost millions. In today's risk-filled digital environment, few organizations have the internal resources to provide the level of security needed to protect business and corporate data effectively. A ransomware attack can virtually close a business down if CRM and ERP systems are held hostage.

A higher level of security

Accountable to governing organizations as well as to clients, cloud providers are required to maintain high levels of security. Supported and managed by security experts, cloud ERP will keep your data safer from the electronic and environmental threats that can bring down your business. Cloud computing can improve your organization's overall business systems' security, especially for devices.

Cloud-based ERP supports better security with:

- Reliable data backup and detection tools that identify suspicious behavior using analytics.
- Secure access for mobile users across platforms and devices.
- Protection of critical corporate and customer data from a ransomware attack.



"Private cloud does matter. Many ERP solutions don't offer a private installation likely because it will cut into their profits as it requires more licensing, more hardware, and less time to manage. Make sure you ask the question before you choose."

– Clients First Business Solutions

3. Deliver customer experiences that keep them coming back

As disrupters enter your industry and build on digital opportunities, your customers—whether consumers or commercial—expect your organization to keep pace. Your employees can't deliver great customer experiences if they are burdened with disconnected systems. Both customers and employees will grow frustrated and take advantage of what the disrupters have to offer.

Centralize and connect customer data

With cloud ERP, you can centralize and connect data from across your organization to support better customer experiences. With access to key information about customers at their fingertips, employees can provide efficient, personalized service. Connected systems bridge department silos to eliminate the bottlenecks and miscommunication that undermines good customer service.



Cloud ERP with connected data allows you to deliver better customer experiences by:

- Creating a single source of information, from order history to shipment dates, so employees can provide answers quickly.
- Empowering workers in the field—from service technicians to home health workers—with relevant information, resources, and complete customer context.
- Providing insights into trends and preferences that allow you to react quickly to the changing needs of customers.

"Cloud ERP means a quicker start-up since there is no hardware investment to deal with that ties up the start of any project in knots with all the decisions, discussions, licensing and installation that is involved."

– [Clients First Business Solutions](#)

4. Uncover opportunities to build revenue

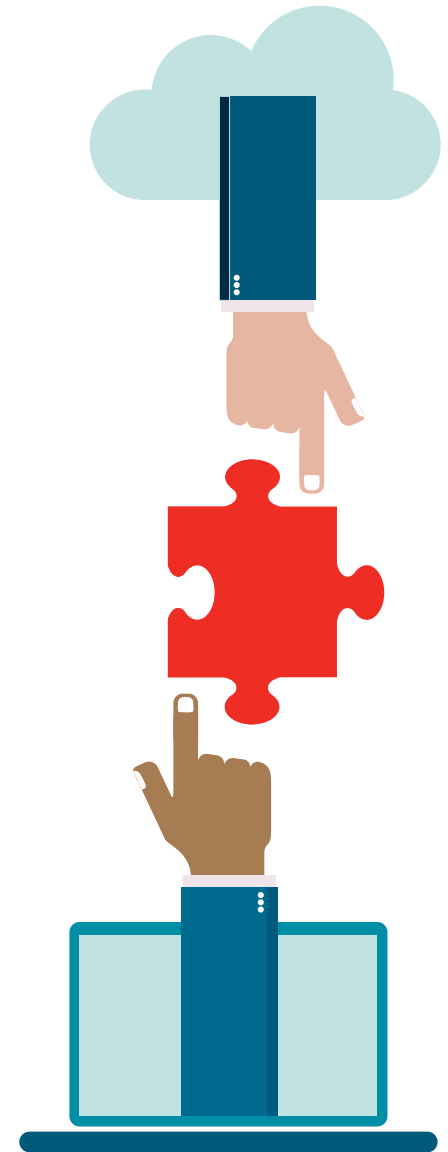
When your finance team spends all their time entering numbers into spreadsheets, they don't have time to put that data to work. Data provides a strategic advantage and your competitors are ditching the spreadsheets for analytics that turn digital information into profits.

Data is a strategic asset

Cloud ERP centralizes your business data and integrates disparate systems, eliminating redundant spreadsheets and departmental silos. With consolidated data, you can use cloud-based analytics and machine learning to understand customer trends and explore new revenue opportunities.

Using data as a strategic asset, you can:

- Use customer preferences and market trends to inspire product design.
- Explore digital business models to capitalize on emerging markets.
- Increase sales win rates by using machine learning to prioritize leads.
- Build loyalty by resolving emerging service complaints before they impact more customers.



"At Clients First, we believe in not only supplying our clients with the best ERP software and superior service, we also believe in equipping your IT staff and users with the knowledge on how to manage it themselves."

– Clients First Business Solutions

5. Improve operations with data-driven decision making

If your business data is spread across systems that don't connect or locked up in spreadsheets, you are making decisions with incomplete information. Separate systems used to manage sales, finance and operations makes it impossible to have a single comprehensive view of the business. To keep pace in the digital world, your organization needs to connect systems so that data can flow end-to-end.

Improve operations with data-driven decisions

By connecting data across accounting, sales, purchasing, inventory, and customer service, cloud ERP gives leadership teams and managers a holistic view of the business. With an end-to-end perspective, you can identify bottlenecks in processes, compare location performance, and spot emerging product trends.

With connected data, you can make better decisions to:

- Eliminate inefficient business processes in finance, sales, service, and operations.
- Optimize inventory levels, using forecast data to predict when and what to replenish.
- Manage resource and staffing levels to align with capacity and sales.



"Cloud ERP solutions are less expensive when compared with conventional on-premises systems because the burden and cost of deploying, maintaining and upgrading the ERP is left to the solution provider. Companies we work with in the Dallas/ Fort Worth area with limited space and budgets will find this ERP attribute particularly attractive to them."

– Clients First Business Solutions

6. Support a modern, mobile workforce

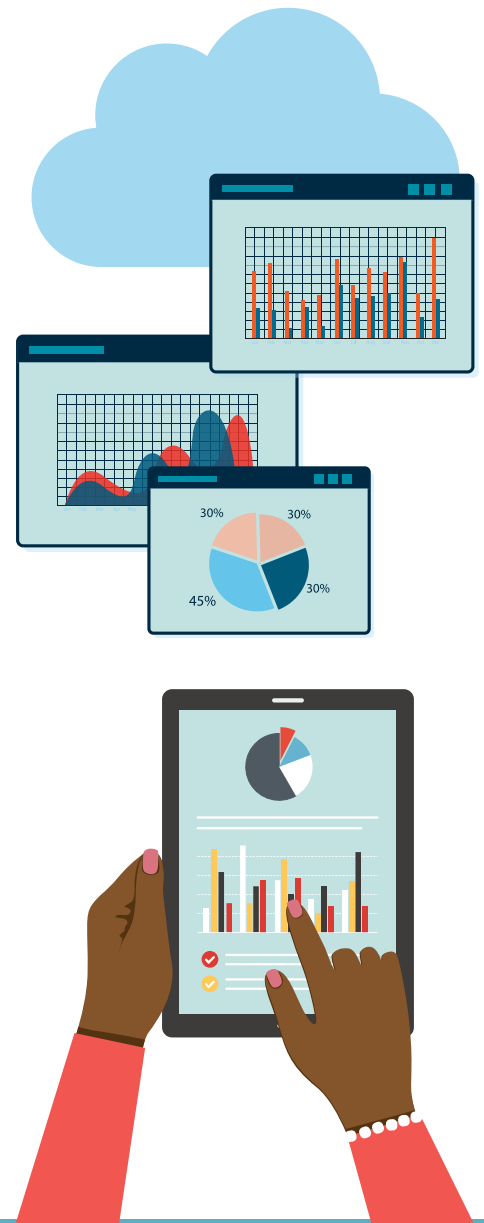
If your business is still tied to paper, it will get harder and harder to attract good employees. This generation of workers expects business processes to be easy, with information right at their fingertips when they are closing a sale, working on a project, or checking on shipments.

Enable the next generation of workers

Through cloud-based ERP, workers can connect to the systems and information they need to produce high-value work. When giving workers who are comfortable working from home, in the office, and on the road easy access to secure business systems, you need a system that supports mobile devices and flexible work styles.

No matter the size of your company, you can support a secure, mobile business environment to:

- Provide mobile-friendly apps that support truly productive work—like entering data, accessing information, or approving transactions.
- Give your team self-serve options, from easy-to-use reporting tools to administrative hubs.
- Provide project portals, inventory data, and customer information that empower remote employees to provide excellent service.



"Our team of highly skilled database and programming experts has taken cloud ERP software to the next level with enterprise mobility. Without having to worry about searching for an additional mobile solution to supplement your current ERP installation, the Clients First Texas team has found a way to extend your software to the mobile landscape."

– Clients First Business Solutions

7. Decrease opportunities for human error through automation

No matter how skilled and how careful your employees are, mistakes are going to happen. Whether it's entering data into spreadsheets, providing price quotes or purchasing inventory, if your employees are working outside of automated systems, they are going to make mistakes. And those mistakes can cost your business customers, profits, and reputation.

Improve productivity and reduce errors

Of the many benefits of cloud ERP, automation of manual tasks and integration of data can provide the biggest returns. Connecting data across the organization reduces the need for manual data entry. Automated workflows ensure that orders move through the system quickly or that purchases are approved by a supervisor. As you improve productivity and reduce errors, your employees will be able to manage higher transaction volumes—allowing you to grow the business without growing payroll.

Through the automated processes provided by a cloud ERP system, you can:

- **Eliminate dependence on error-prone spreadsheets.**
- **Reduce the opportunity for employee fraud with tight internal controls and approval workflows.**
- **Keep customer service issues from falling through the cracks when they move across departments.**



"Cloud ERP provides cost savings through resource scalability. With the Cloud, you only need to purchase the resources that your business needs over a particular time. Therefore, you get better value for your money and can realize your return on investment (ROI) faster."

– [Clients First Business Solutions](#)

Reduce Risk by Moving to the Cloud with a Trusted Partner

When making the decision to go with a certain ERP product, or an ERP partner, there is no dashboard, reports or utilities that point you in the right direction. At Clients First Texas, our team has developed a unique [requirement analysis and design system](#) for assessing the ERP software needs of your business.

By working closely with your team, we perform an in-depth analysis of current system modules, workflows and the requirements you'll need to move forward. With this information, our experienced team of senior level consultants can sit down and formulate a step-by-step solution that will fit your organization. The requirement analysis and design procedure not only gives insight to the implementation process, but proves to be an advanced practice for a more accurate time and budget scope.

At Clients First Business Solutions, we understand the challenges that go into an ERP decision and implementation process and have helped companies just like yours to minimize risk, avoid cost overruns, and successfully implement software during our decades of experience.

Next Steps:

- Request a [Discovery Requirements Analysis](#).
- Review our [Fixed Fee Quick Turn Implementation](#) offer.
- Use our [ERP Software and Project Cost Calculator](#).



"Who you pick will make or break your implementation, they have got to know the program inside and out and have business sense, this is what you get with Clients First. We challenged them, pushing them to implement the latest Acumatica version and didn't charge me for learning on my dime and that was fantastic. We made them better and they made us better which makes for a really nice partnership."

-Derrick Elledge, VP of Operations – [Power Storage Solutions](#)

About Clients First Business Solutions

Clients First Business Solutions, located in the heart of the Dallas, Fort Worth Metroplex, is in the business of helping small to large sized enterprises implement Enterprise Resource Planning (ERP) software for organizations worldwide.

We implement and support a range of products including:

- [Dynamics 365 for Finance and Operations](#)
- [Dynamics 365 Business Central](#)
- [Dynamics AX Support](#)
- [Acumatica](#)

As one of seven offices across the United States, the Clients First Texas office has strong expertise in the Supply Chain [Manufacturing](#) (Discrete, Project Based, Engineer-to-Order/Make-to-Order), Specialty Construction, [Distribution](#), [MRO](#) (maintenance, repair and overhaul), [Church Management](#) and [Non-Profit](#) industries.

In addition to upholding our reputation for “putting our clients first,” customers choose Clients First not only for our core experienced senior-level team and industry knowledge, but because of the dedicated support we provide throughout the entire project, and beyond.

Visit our [testimonials page](#) and see what our customers have to say about the team at Clients First.

With over 200 years of combined experience implementing and servicing customers, our goal is to help you improve your business processes, reduce overhead and realize a competitive advantage in your industry.

Contact Clients First Business Solutions:

Nancy Phillippi
3901 Arlington Highlands Blvd.
Suite 200
Arlington, TX 76018
(800) 331-8382

nphillippi@clientsfirst-tx.com

www.clientsfirst-tx.com

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