Blytheco | Acumatica The Cloud ERP

Gold Certified Partner









Are You Ready to Future-Proof Your Business?

Set your business up for success with an adaptable, scalable, agile, cloud-based ERP infrastructure.



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Change is a permanent feature of our modern world, and as technology advances, change happens at an increasingly rapid pace. That's why every company—especially growing companies—needs to be ready to accommodate whatever the future brings, and that means having the flexibility to change course quickly and effectively in response to unforeseen circumstances and new opportunities.

This e-book was created to help you think about effective strategies for adapting to change by "future-proofing" your company, i.e., being able to pivot quickly and efficiently whenever business demands dictate. You'll find new strategies, tips and tricks, and best-practices for future-proofing your business and preparing for whatever tomorrow's business environment throws your way. For example, we all saw how, in early 2020, the entire world was blindsided by the rise of a global pandemic that impacted global business across industries, forcing companies to regroup quickly and adapt to the "new normal."

There's a lot going on in the world, and companies that survive and thrive will be those that have the flexibility to automate, stay lean, and pivot in response to whatever challenges come their way. Where do you see your business in five years? Ten years? Is your current ERP ready for your future business needs?
That's where "future-proofing" comes in. ▶

On-Prem ERP: Not Change Friendly

In the past, accommodating growth meant adding more boxes and software, but in the cloud era, investing continually in more hardware as soon as you outgrow your current enterprise is a doomed strategy. How do you know whether you've made the right forecasts? What happens when the next big technological advance renders those shiny new boxes obsolete? Or when the next Covid-19—or some other unforeseen event—throws global supply chains into disarray again? That's the opposite of flexible.

Many companies have cobbled together so many incompatible systems over time that none of them "knows" what the others are doing, and managers are left spending all their time simply trying to get a handle on what's going across all of the various non-interactive silos that inevitably result. If this describes your company, maybe it's time to look at the considerable benefits of cloud-based ERP.



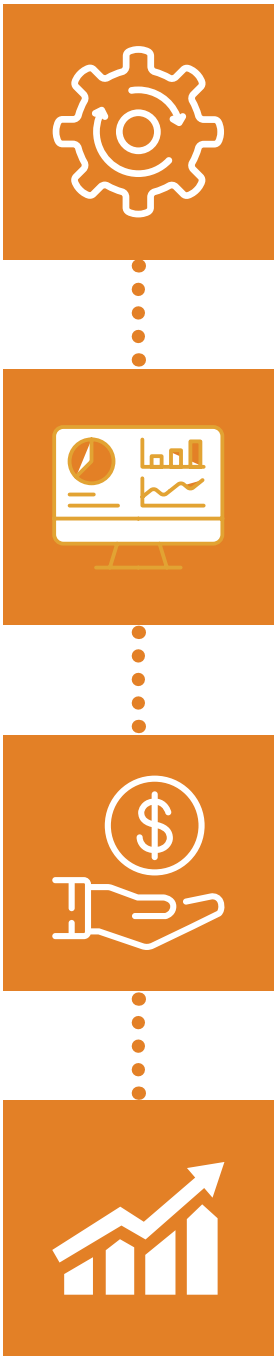
The good news is that now is the ideal time to invest in your company and explore cloud-based ERP.

Future-Proofing with Cloud-Based ERP

Cloud-based ERP is where forward-thinking companies are headed, especially in the highly dynamic mid-market sector. If your company's current system is simply maintaining the status quo, then you're not going to be able to grow. Your system will not be able to scale, you won't be able to automate, and you won't be able to scale up without adding costly headcount.

The good news is that now is the ideal time to invest in your company and explore cloud-based ERP. Cloud-based ERP software gives you the flexibility to grow and do more with less. With all the changes in global business—e.g., resulting from the Great Recession of the late 2000s and, more recently, the Covid pandemic—we've gained significant insights as to how these events lead to employment challenges, supply chain disruptions, other resource constraints. There's some upfront cost in making the change initially, but the potential cost of waiting is far greater. Every day you wait, you could be losing money and falling behind competitors that are acting now. Wait-and-see means looking backward, and now is the time to plan ahead.

Benefits of Future Proofing with Cloud-Based ERP



1. Automatic Upgrades

One of the most significant benefits of cloud-based ERP is that **upgrades happen automatically**. No more physical upgrades, no more changing out individual software programs—it all happens seamlessly and becomes available to your people immediately.

2. Dashboards

Cloud ERP enables **real-time insights via powerful dashboards** that are customizable to deliver the business intelligence you need to react quickly to changing business demands. CRM/marketing automation, payroll, operations—all the info your managers need to stay on top of every aspect of your business is available in one place.

3. Predictable Costs

Cloud ERP vendors typically do software refreshes twice per year, automatically, and they build it into the cost of the system, thereby saving money and making planning easy; **you always know what your contract costs will be**.

4. Lower Cost, Higher Margins

Forrester Research completed a study of four mid-sized enterprise companies recently and found substantially increased gross margin ($1.3 million), lower legacy software licensing costs ($463,000), and decreased labor costs ($310,000), along with savings $614,000 on reallocated IT time and $471,000 in increased revenue. The companies **Forrester surveyed had improved their inventory management, increased quote accuracy, and reduced manufacturing labor costs via better quality data and analytics, and real-time reporting capability.** Project management teams had access to more accurate data, enabling the companies to focus on more profitable projects.

It's a Virtual World



One of the greatest impacts of cloud-based ERP is the all-virtual infrastructure. As we continue to evolve into a virtual world, with more and more employees working remotely, companies no longer have to worry about hosting their physical infrastructure. Fewer and fewer people have physical offices; they work anywhere, anytime, regardless of roles and functions. Having a cloud ERP provider manage the hosting and maintain the infrastructure makes companies more flexible and adaptable as virtual infrastructure becomes the norm.

> "AFF Group's digital transformation allows us to be relevant for this century and beyond."
>
> Ben Leinster, CEO, AFF Group

Working Smarter

Making the best use of employees means giving them the ability to work smarter, not harder, including minimizing manual work and data entry. Companies are saving countless worker-hours through automated data entry, data manipulation, invoice scanning, and more. These types of automation are examples of reductions in soft costs, i.e., you don't layoff your entire accounting department; rather, you free up their time so they can focus on important strategic initiatives, such as growing the business and creating innovations to further enhance efficiency.

When it comes to specific industries, such as manufacturing, distribution, professional services, and finance, when there's a need to pivot quickly—switching suppliers due to supply chain issues, for example—a company might need to add a new vendor, source new products, or change shipping suppliers. In the past, this could easily bring business to a grinding halt for days or weeks. Cloud-based ERP helps companies gain visibility across departments and systems, enabling much more flexibility and rapid accommodation of these types of changes, greatly reducing downtime, lost revenue, and layoffs.

Painless Cloud Transformation

Many companies are fearful of the disruption and cost of moving to an entirely new ERP system, but today's system implementers can easily run the new cloud-based system in parallel during the implementation, right up until go-live, which means little-to-no-disruption. Hence, even if the project takes several months, it does not mean that business stops for several months; both systems run in tandem until the new system is ready to take over.

Cost is another significant concern. However, for most companies break-even typically occurs within 18–24 months, with some companies reaching breaking even in as little as 12 months—another reason to make the move sooner rather than later. After all, many of your competitors are likely undergoing cloud ERP transformations right now, which means the longer you wait, the greater your competitive disadvantage.

BREAK-EVEN TYPICALLY OCCURS WITHIN

18 – 24 MONTHS

SOME COMPANIES BREAK-EVEN IN

12 MONTHS



Empowering Your Greatest Resource

Cloud ERP transformations can empower your greatest resource—your employees—to engage in opportunities to not just come to work, do their jobs, and go home day-in and day-out, but to become valued contributors to the next stage in your company's evolution. Offloading routine work through cloud-based ERP automation allows your people to engage their creativity to work on the business rather than in the business. And that's perhaps the greatest benefit of all: giving your people the time and space to improve processes, enhance efficiency, and develop profitable new products and services.



> "I felt we would get better attention from Acumatica, and I had a lot of confidence in Blytheco, which recommended Acumatica."
>
> **Mark Smith**, CFO AFF Group



Helping Companies Thrive in This Digital Economy

Blytheco is a software implementation provider and transformation partner, specializing in helping firms that are being held back by systems that lack adaptability, scalability, and agility. Blytheco works with companies of all sizes, from start-ups to enterprises, and across industries, especially mid-market companies ($25 million – $150 million). Working with software partners such as Acumatica, Blytheco helps today's companies prepare for tomorrow's challenges, by helping them become more adaptable, scalable, and agile. Over the course of its 40-plus-year history, Blytheco has completed more than 5000 software consulting, development, and implementation engagements.

Acumatica is the fastest growing cloud ERP company for the past six years running. The company was "born in the cloud," delivering cloud-based solutions that are tailored to companies' needs, helping them become more scalable and agile. Working in partnership with software implementation specialists such as Blytheco, Acumatica provides custom cloud-based ERP solutions that integrate seamlessly with the way companies work, especially today's increasingly distributed workforces. Acumatica's flexible deployment and growth-friendly licensing gives companies the ability to scale with changing business needs.

To learn how Acumatica and Blytheco can transform your business, call 949.583.9500 or visit us at: www.blytheco.com/Acumatica



Blytheco and Acumatica work together to help growing companies meet the challenges of a rapidly changing business landscape with easily scalable, cloud-based ERP systems. In fact, Blytheco was recently named "Acumatica Partner of the Year" for North America and "Manufacturing Excellence Partner of the Year."

Blytheco + Acumatica = Your Full-Service Acumatica Partner

For over 40 years, Blytheco has been the transformation partner of choice, providing software solutions, expertise, implementation services, education, and support to over 5,000 clients nationwide. Our award-winning Acumatica team is comprised of the industry's top consultants, with dedicated project managers, software engineers, and developers.

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