

THE TRUTH REVEALED

3 REASONS WHY

YOU MUST CUSTOMISE

YOUR ERP SOFTWARE

**“ You need the
right ERP to make
your business
thrive.**

There are things that you just don't say...



Ian Hunter
Steltix, Customer Manager

Especially not in the enterprise resource software industry ('ERP software' for the die-hards amongst you).

An industry that -for many decades- touted 'offering a full-suite of enterprise grade business software'.

A complete ERP software package that meets the requirements of every business out there.

Any process that you can think of.

"Stick to the standard -best practice- software and you'll run an efficient business."

Magic.

Reality? No.

Sure, any decent ERP solution can support 70% of your business processes: finance, sales, procurement, inventory, possibly even manufacturing.

But what about that remaining 30%? (yes, we're going to say it!)

Adjust your processes to that magic standard? Ignoring your organisation's DNA?

Customise the standard software? And be punished later when you want to upgrade or adopt new technologies?

No! That 30% is your business' secret sauce. That's where you add value and earn your money. If there's one area where you should invest, it's that 30%.

Customise your ERP software.

Make it yours. Make sure that it's perfect for your organisation. In this way -and in this way only- your investment in ERP software makes sense and it will deliver the results that you're after.

How to do this without being punished for it during the complete lifecycle of your ERP solution?

Read on...



Are you stuck between a rock and a hard place?

MANY BUSINESSES ARE!

A question often floating around the ERP user/administrator space is whether or not to customise.

The pace of business change today is relentless – you can't afford to be left behind.

IT leaders are expected to have an arsenal of the latest adaptable tools and technologies at their fingertips to meet any business need.

Let's say you should choose not to customise, foreseeing the above endeavors as not worth the pain. What does this leave you with? If IT can't deliver through the ERP system, the business will find a way, spinning a web of manual workarounds and expensive 3rd party bolt-on solutions.

Let's say you do customise. Great, you have cooked up your secret sauce. The only problem is that when the next upgrade comes around, you are threatened with the prospect of re-factoring or losing many of those customisations.

With every upgrade, you move 2 steps forward and 1 step back, pouring your secret sauce down the drain. The not-so-attractive alternative – adopted by far too many – has been to forego system upgrades, leaving you with all your customisations on outdated software.

Thus, freezing you in time.

How cutting-edge ERP software can help you move from being stuck in the middle to being that innovative, smoothly run and revenue-generating organisation you mean to be?

Discover the 3 reasons why you **MUST** customise your ERP software here...

01

Your customisations are the secret sauce

Let's take a step back for a moment to understand why any organisation would deem it worth their time to undergo the pain of customising their ERP system when they know they might have to replicate their effort come time for an upgrade.

If every company with an ERP system followed 'best practice' business processes, then wouldn't every company start to look more and more alike? What about differentiation? Isn't that the key to being set apart from your competitors in the market?

For most of us, our differentiation is embedded in our business processes – our unique way of doing things – and customisations help us achieve this.

Simply put, customisations are the secret sauce to allow a company to adapt their business processes and do so at the pace of market change. **Out-of-the-box software doesn't cut it.**



What are the key ingredients of your secret sauce?

What differentiates you from everybody else in the market?
Where do you earn your money?
What processes and channels do you use successfully?

To help you identify these ingredients 'The Business Model Canvas' is a great tool. Created by Alexander Osterwalder, the Business Model Canvas is being used by organisations worldwide as a means to help them understand their business model.

It describes how your organisation creates, delivers and captures value...

- 1 Customer segments: list the top 3.
- 2 Value proposition: what products and services are you offering? What customer problem are you solving?
- 3 Revenue streams: list the top 3, including free services.
- 4 Channels: how do you deliver the value to your customers?
- 5 Customer relationships: per segment list customer expectations.
- 6 Key activities: key activities that you perform every day to deliver your value proposition.
- 7 Key resources: people, knowledge and money that you need to run your business.
- 8 Key partners: list the partners that you can't do business without (not suppliers).
- 9 Cost structure: list top 3 costs.

Once you've discovered where and how your organisation adds value (now and in the future!), you'll be able to identify the key processes that (ERP) software should be able to support.

Let's get busy!

Please feel free to use the below canvas and start creating the ingredients list for your organisation's secret sauce.

BMI • Business model canvas

● Key partners Who are your most important partners? Which key resources do you acquire from partners? Which key activities do your partners perform?	● Key activities What are the activities you perform every day to create & deliver your value proposition? ● Key resources What are the resources you need to create & deliver your value proposition?	● Value propositions What is the value you delivery to your customer? Which of your customer's problems are you helping to solve? What is the customer need that your value proposition addresses? What is your promise to your customers? What are the products and services you create for your customers?	● Customer relationships What relationship does each customer segment expect you to establish and maintain? ● Channels How does your value proposition reach your customer? Where can your customer buy or use your products or services?	● Customer segments For whom are you creating value? What are the customer segments that either pay, receive or decide on your value proposition?
● Cost structure What are the important costs you make to create & deliver your value proposition?		● Revenue streams How do customers reward you for the value you provide to them? What are the different revenue models?		

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02

Don't pour your secret sauce down the drain

What if you could take the process of creating your business boosting software to the next level?

What if this takes you just a fraction of the time that it took in 'the old days'?

Instant Secret Sauce.

Let's make magic happen. At the end of the day, what you really want is smoothly functioning business processes. Out-of-the-box, ERP solutions can deliver 70% of the functionality you require.

Imagine then if you could have a no-code development platform at your disposal where business analysts can customise and extend

the ERP system without penalty – the same platform that was used to build the out-of-the-box ERP core.

Through every new release and upgrade, your customisations and extensions are seamlessly maintained. They become part of the same IT landscape, treated just like any of your core applications.

This can only be accomplished with an ERP system that has a no-code platform at the heart of its solution. It should be part of its DNA.

Putting it all together. This sounds great in theory. So what does it all actually mean?

- Customising your ERP system doesn't have to take forever because you have no-code capabilities at your disposal
- Retrofitting and refactoring become things of the past because your customisations merge with future upgrades
- You don't have to rely on niche or outdated skillsets to fix problems – business users can handle small requests so IT can focus on mission-critical tasks

How big (or small) is your customisations footprint? How many objects, programs and applications of your current ERP solution are customised over the past years? Do you have that list? And how much effort is required to retrofit these customisations should you want to upgrade to the latest version of your ERP?

There's (automated) tools & strategies available that help you identify and quantify your customisations footprint. Making IT (strategy) decision making a lot easier...



- How much effort is required to retrofit all of the customisations?
- Are these customisations actually part of your organisations secret sauce?
- If not, can these customisations be removed by using industry standard software?
- Can you move customisations to 'an interaction layer' where you offer user or industry specific functionality as an integral part of your ERP solutions (this is where a no-code development platform as part of your ERP comes in)?

Want a taste of your secret sauce?

Once you have identified what customisation is crucial in delivering the value of your organisation, consider using it as a key point in a Proof of Concept phase when evaluating or selecting a new ERP.

Without a doubt you'll know if and how your future ERP solution can support your key process.

03

Let's get cooking!

THE PROMISED LAND

Let's take an example from our own wheelhouse.

The creators of this Enterprise Resource Platform found themselves caught in a bit of a spreadsheet web. They weren't building a Talent Management System, nor had they purchased one. Instead, their recruiting activities were being updated and passed back and forth with a spreadsheet. Their CEO and COO, after visiting us at Steltix, were on a flight back to the US when they realized that the spreadsheet had begun to multiply into several different versions. Frustrated by this, they wrote an application to replace the spreadsheet in 1-2 hours using their no-code development tool. One year from now, the application is still making their HR team happy as a single source of truth and a regular part of their upgrades cycle.

Do you want to cook your own secret sauce?



Zero downtime upgrades



ERP and integrated no-code



Enabling you to follow business at light-speed

CLAIM YOUR NO-OBLIGATION ERP SOFTWARE SHORTLIST



Ian Hunter
Steltix, Customer Manager

YOU NEED THE RIGHT ERP TO MAKE YOUR BUSINESS THRIVE.

If you are looking to invest in a future-proof ERP software solution for your company, you're in the right place. Choosing a new ERP and, most importantly, one that fits your business and industry specific needs is an important decision and should not be taken lightly.

Our Business Consultants and ERP Solution Experts have over 20 years of experience in a large variety of industries and ERP solutions. We're here to help.

Here's what you'll discover:

- During a short 30-minute call we'll identify your key business processes that make your organisation a success.
- Our experts review and explore the best ways to connect your processes to business software.
- As part of your ERP Shortlist, you'll receive a short list of ERP Solutions that best fit your business needs.
- As part of our conclusions and advice we'll share the results and clarify the pro's and con's of each ERP solution for your specific business and industry requirements.

PS: This once-in-a-lifetime offer is 100% risk free. There's no catch, we won't spam you and there's no obligation to buy.