

EPICOR

Six Boxes to Check for a Successful ERP Transformation

*How Manufacturers Can Optimize Business
Performance*



MANUFACTURING



CONTENT

03 Introduction

05 The Downside of Sustaining ERP: The Old Shoe Theory

06 A Strong Foundation for Workforce Performance

07 Technology and Growth—Your Objectives, Your Pace

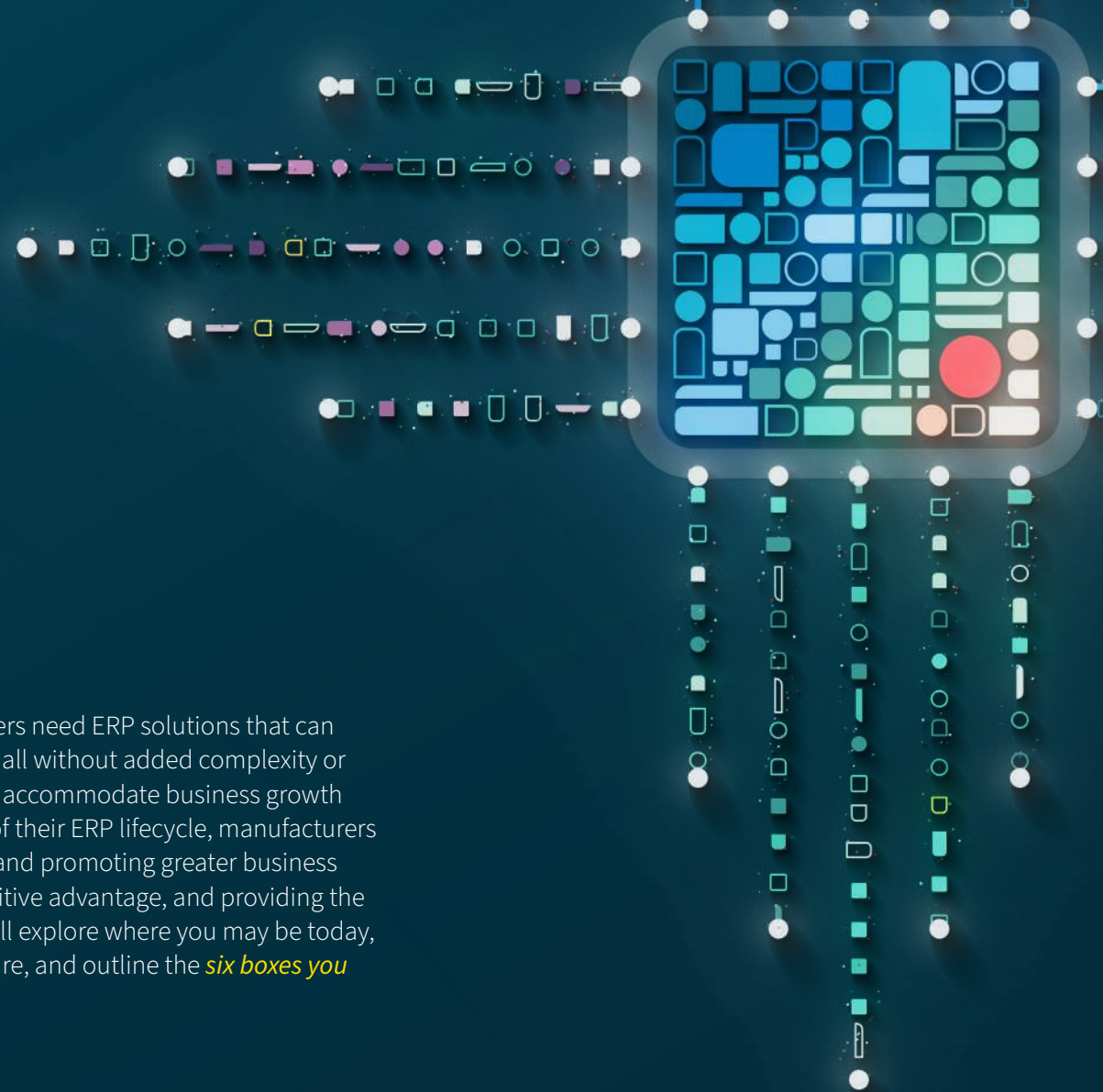
08 Your ERP Journey

09 Six Boxes to Check for a Successful Digital Transformation



INTRODUCTION

To optimize performance in a digital world, manufacturers need ERP solutions that can meet day-to-day needs while controlling key processes, all without added complexity or cost. These solutions must also be capable of scaling to accommodate business growth without disruption. By practicing careful management of their ERP lifecycle, manufacturers can align business strategies to ERP use—reducing risk and promoting greater business continuity, transforming workforces to deliver a competitive advantage, and providing the scalability needed to help ensure growth. This eBook will explore where you may be today, discuss how you can lay a strong foundation for the future, and outline the *six boxes you need to check* for a successful digital transformation.





“Nearly 69% of ERP decision-makers agreed that their current ERP strategies were not strongly aligned to their organizations’ business strategies.”

*— Gartner® Research**

*Gartner, The Best Strategies Run on Strong Value Stories, 13 January 2023, Dixie John, Tim Faith. GARTNER is a registered trademark and service mark of Gartner, Inc. and/or its affiliates in the U.S. and internationally and is used herein with permission. All rights reserved.



The Downside of Sustaining ERP: The Old Shoe Theory

It's understandable if your current ERP feels like an old shoe—comfortable, but not much else. In this situation, your business is simply keeping the existing ERP system to maintain the status quo. But now you need to shift business objectives—it's time to keep up with changing times and stay ahead of your competition. Is your ERP ready to evolve to keep pace with your new business reality?

If you've just been “keeping the lights on” with your ERP, you may suddenly realize that you're two, three, or even more years behind. Suddenly, you may be extremely aware that you're lagging in ERP updates and stuck with a limited roadmap, merely fixing bugs to stay minimally compliant.

Coasting along with what's comfortable—continuing to wear the old shoe even though it's falling apart—won't put you in a position to improve business performance or find an edge in competitive markets. Mere comfort puts your business at risk of falling so far behind that it will always be a struggle to catch up.

Even more unsettling,, you could face disruption from cybersecurity issues or an outright system failure. This is why it's critical to build a culture of staying current into the fiber of your company—ultimately, this vigilance and awareness protects the ongoing success of your business.

“With Epicor Cloud Enterprise Services for Kinetic, we're looking out the windshield, not in the rearview mirror.”

Josh Owings, Director of Enterprise Applications | JR Automation

A Strong Foundation for Workforce Performance

In the digital world, transformation starts with ERP lifecycle management. Whether through consistent upgrade programs or by moving to the cloud, keeping your ERP current lays the foundation for growth thanks to new levels of flexibility, better business insights, and more collaborative experiences for your employees.

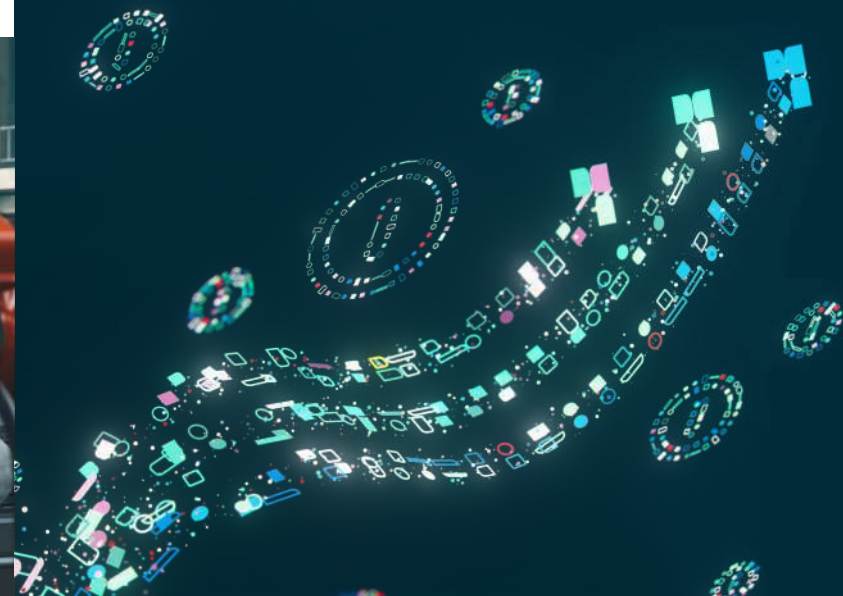
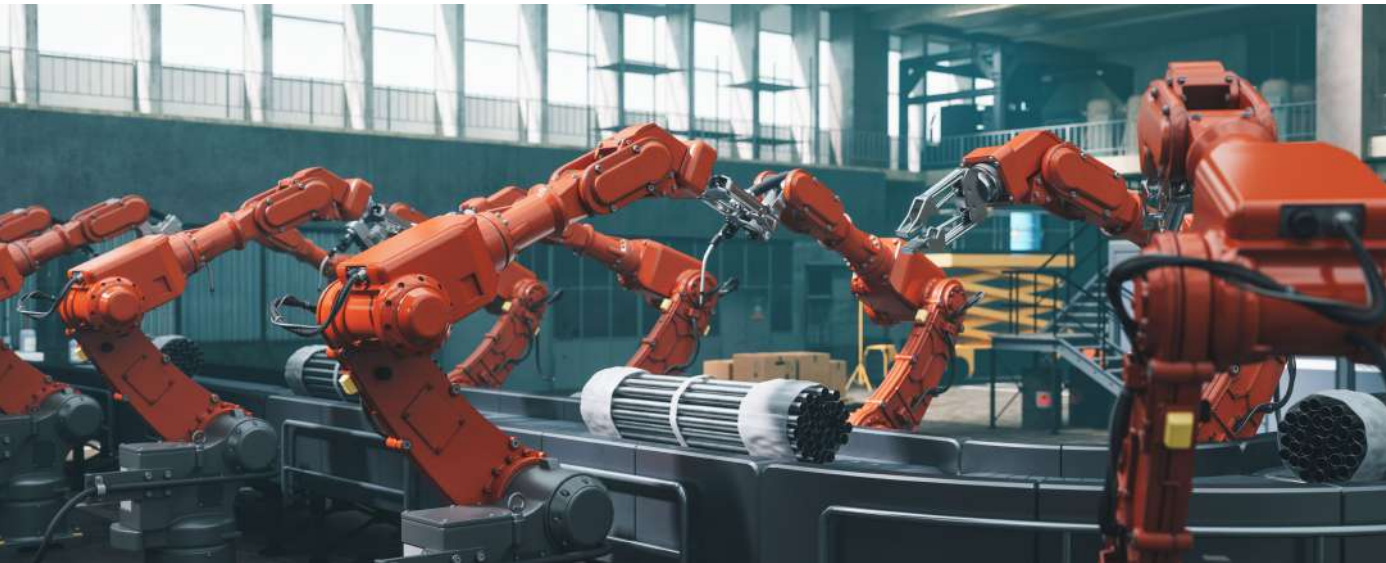
Modernizing your foundational ERP delivers a toolset to your workforce that promotes independence and self-service. You'll reap long-lasting benefits:

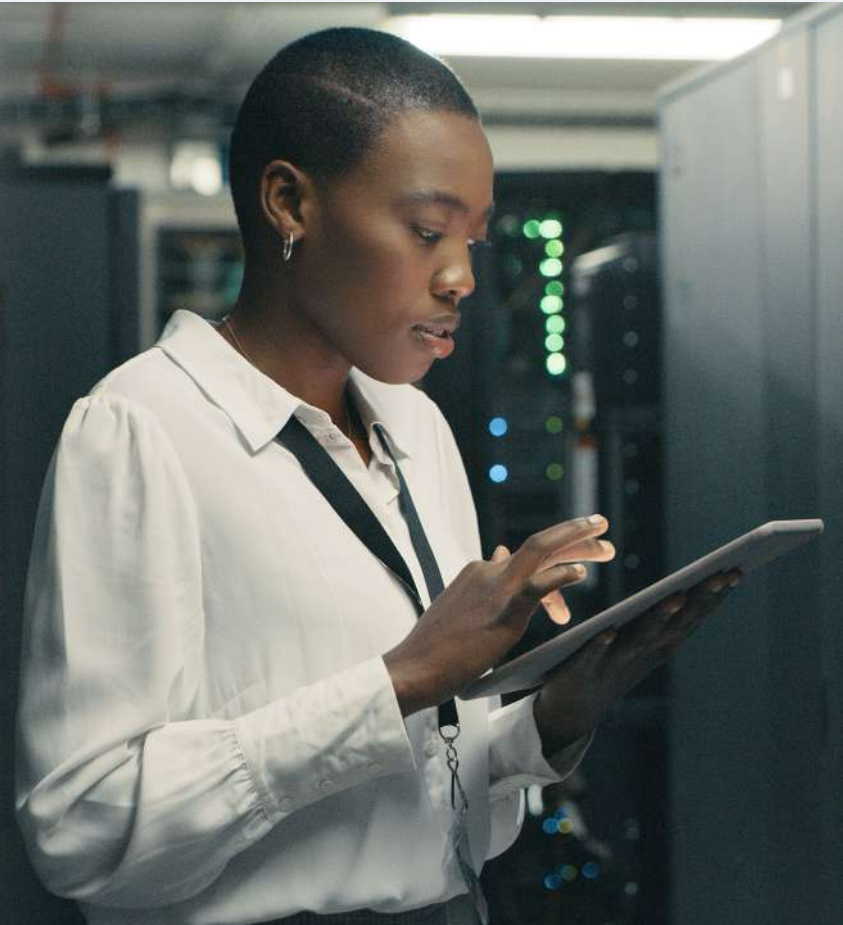
- Greater access to business data for faster decision-making
- Easy-to-use tools for configuration and automation of key business processes
- A culture of innovation through digital collaboration.

Optimizing your workforce performance with your current ERP is investing in your future—with a solid foundation in place, you're ready to move to the next stage of ERP for growth.

“Epicor Kinetic is the foundation of our business. It gives us the synergies and visibility that we were lacking before. Now we have a single, consolidated financial point of view, in terms of what we are ordering and purchasing, as well as inventory control, production, and shipping.”

*Steve Savary, Vice President of IT
A.Y. McDonald*





Technology and Growth—Your Objectives, Your Pace

When you engage in proactive ERP lifecycle management, you help ensure that your business has technology and growth as part of your enterprise DNA. You prime your company to accomplish business objectives through deepened industry support, global capabilities, and compliance standards that align with industry requirements.

Maybe you're looking to scale through acquisitions, through organic growth, or by placing business units closer to your customers through regional or global expansion. Perhaps you're seeking to be more productive with modular ERP projects in a phased approach, in a timeframe that works for you.

This could mean extending your reach with eCommerce or optimizing your transport operations through integrated shipping solutions. With supplier portals that can deliver greater oversight across your supply chain while digitizing your operations, you're empowered to remove those file cabinets once and for all. Your strategic objectives for ERP should align with your goals, at your pace—streamlining daily operations and helping deliver lasting results.

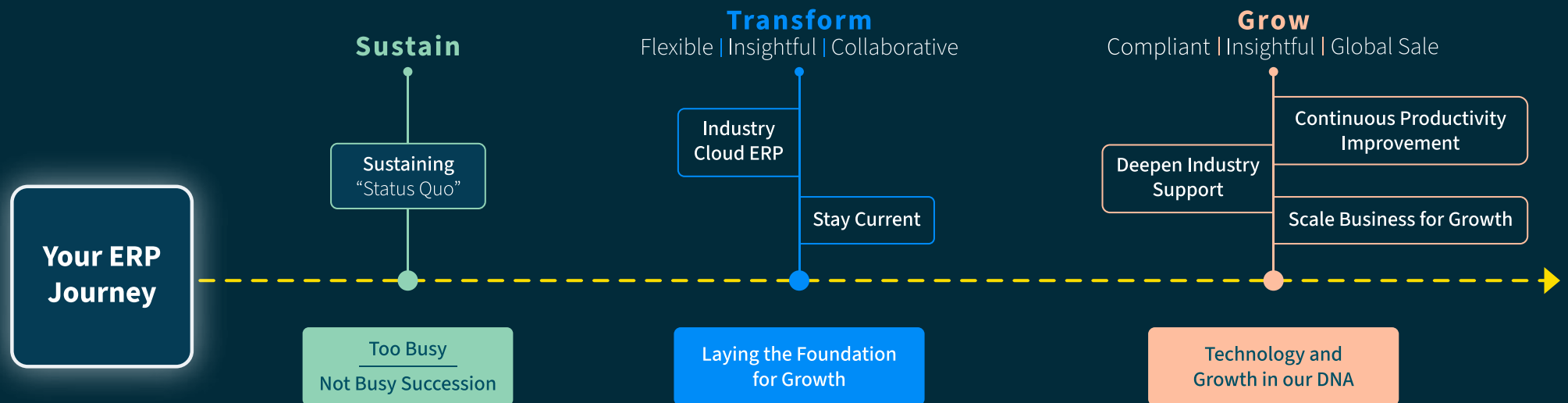
“Epicor works on a building block approach that gives us the choice to easily add or enable modules as and when required.”

Mario Foster, Group CIO | Al Naboodah Enterprises



Your ERP Journey

Your Objectives at Your Pace





Six Boxes to Check for a Successful Digital Transformation

To make your digital transformation as smooth as possible, it's important to assemble the right team. These team members should be the leaders who depend on ERP and understand the impact it can bring to your business. Include a few change agents in the group—those voices who understand the impact of technology and can help sell change within your organization.

Next, model your business processes to determine where you can derive the most value from transforming your current ERP solution. If you're not sure where to start, consider engaging a third party to help facilitate this process; there are many organizations that focus on helping businesses take this critical step.

Finally, when you're ready to choose your ERP system, review these six criteria. They can help you reduce your risk while finding a solution that meets your unique needs:



1. Confidence in the Company

Most businesses only change ERP vendors every 10 years. For this reason, it's important that your ERP vendor is a partner with deep industry expertise, committed to working with you to maximize value from your ERP.

2. Compatibility with the Product

Consider what size business the vendor usually targets (are they focused on small, mid-size, or enterprise businesses?) as well as process alignment (what specialty industries do they focus on, and are these applicable to your daily processes?). When checking references, it's helpful to choose companies with similar business structures and goals.

3. Evolution of the Technology

Avoid vendors without a cloud offering, as they aren't moving forward. Today's modern ERP provides a flexible architecture that supports low-code/no-code configurations, automation toolsets, self-service analytics, and integration/interoperability to extend when and where you need to. It's also key to look for a strong roadmap.





4. Support for the Implementation

What resources are available, and at what cost, to help you implement the solution? Are partners available to oversee the process? If so, do they have experience with your type of business? How much customization or configuration is needed for implementation, and how does that affect the timeframe?

5. Help After the Go-Live

What resources are there once your solution is up and running? Where does this support come from, and when is it available? What about self-service options? Are there any user groups or forums you can participate in? Answering these questions helps ensure a successful digital transition for your team as you roll out and expand your solution set.

6. Total Cost of Ownership

It's important to take into account future scaling of the solution, along with any cost savings from outsourcing IT functions through migration to the cloud.



Whether your next stage is transformation or growth, Epicor is ready to be your trusted partner. We have helped more than 21,000 businesses worldwide with cloud ERP solutions designed to reduce risk, increase business continuity, and drive a competitive advantage.

To learn more about how Epicor cloud ERP solutions help manufacturers scale, grow, and thrive, [*contact our manufacturing team.*](#)





We're here for the hard-working businesses that keep the world turning. You're the companies that make, move, and sell the things we all need. Trust Epicor to help you do business better. Your industry is our industry, and we understand you better than anyone. By working hand-in-hand, we get to know your business almost as well as you do. Our innovative industry solution sets are carefully built to fit your needs and respond flexibly to your fast-changing reality. We accelerate ambitions, whether you want to grow and transform, or simply become more productive and effective.

That's what makes us the essential partner to the world's most essential businesses.

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