Transform Your Business with Smart Technology

ERP, BI and mobile technology offer the ability to simplify business processes and improve productivity to deliver better outcomes to clients.

ABT

The need for business transformation

Technology gives enterpries the tools to capitalise on new opportunities and suport future growth.

There is no debate that the business environment is changing rapidly. While each industry faces its own unique challenges, three major trends are making it increasingly complex for businesses to plan for the future.

Economic uncertainty continues to complicate operations for businesses around the world. Large organisations are beginning to face disruption from smaller, more agile peers. Businesses are being exposed to new and more sophisticated international competition.

Despite the relative strength of our economy, Australian companies are not insulated from these pressures. In fact, according to recent Deutsche Bank research, many are struggling to meet their profit targets[1].

New ways of working

In this environment, businesses of all sizes are eager to find ways of working more efficiently and cost-effectively.

Many are beginning to realise the limitations of legacy IT systems and are looking for new platforms to streamline internal processes. Others are seeking to replace outdated field services hardware with new, cheaper ways of keeping staff connected to core business systems.

Business owners are also facing the challenges of managing growing volumes of internal information and customer data. This has created the need for software that lets users explore their data in detail to better understand which products and services are operating at a profit and which are not.

Simpler change management

Advances in business technology have made it simpler and more cost efficient for businesses to realise each of these goals.

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Enterprise resource planning (ERP) applications allow organisation to consolidate and streamline core processes; business intelligence (BI) software makes it possible to analyse data to find and resolve inefficiencies; and mobile platforms extend core business functions to staff through personal devices.

Although traditionally priced for large enterprises, these technologies are now accessible for small and mid-sized companies with strict budgets.

There is also a greater range of deployment options owners can choose to invest in modern systems that use on-premises infrastructure, host their systems in external data centres or adopt platforms that use the benefits of both these approaches to meet business objectives.

This makes it possible for businesses to treat elements of their system as operational expenditure rather than capital expenditure, which improves cash flow and lowers barriers to business transformation.

1 Chris Pash, 'Deutsche Bank: Australian Companies Have Been Struggling To Meet Their Earnings Forecasts', Business Insider, August 2014, www.businessinsider.com.au/deutsche-bankaustralian-companies-have-been-struggling-to-meet-their-earnings-forecasts-2014-8.
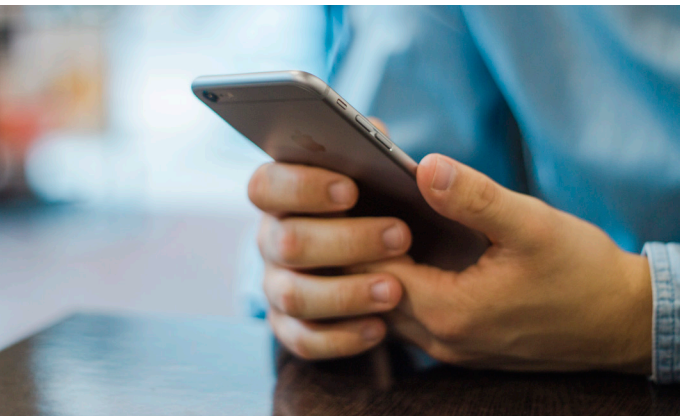
An easier path to transformation

Ongoing advances in mobile and business technology make business transformation faster, easier and more accessible for organisations of all sizes.

Improved ERP, BI and mobile platforms make it much simpler for businesses to understand their profitability, improve productivity and support increasingly dispersed teams.

The benefits of Enterprise Resource Planning

ERP applications let businesses transform isolated core processes into a central platform. They commonly replace legacy accounting and inventory management systems but can also incorporate supply chain, manufacturing, asset management, sales and marketing systems. By streamlining these processes, ERP helps organisations to achieve greater process efficiencies and cost savings.

ERP can also improve the integrity of an organisation's data. Centralising processes in a single system lessens the need for employees to handle data manually, which reduces the margin for error. More accurate data offers organisations greater insight into current performance.

Business intelligence

BI software lets businesses drill down into data to gain a clearer understanding of internal processes and marketplace dynamics. With this greater visibility, owners and managers can more easily see and understand which business processes are likely to be profitable in future.

Tracking a product line over a period of six years might require retail managers to print and analyse hundreds of weekly reports. Business intelligence can present the same information in the form of an interactive graphic dashboard, allowing managers to explore different aspects of the same data set easily and intuitively.

This level of visibility into past sales trends helps managers make better decisions for the future. The ability to track past data could allow a manufacturing company to invest in more effective infrastructure, for example. Similarly, BI allows businesses with field services staff to analyse each contract, find and adjust factors that affect productivity, and better manage resources for greater profitability.

Mobility

Extending ERP software to mobile devices has the potential to greatly improve the productivity of businesses with teams of dispersed and travelling workers.

For example, the right platform can help field engineers avoid using spreadsheets to record data in the office at the end of the day, allowing them to instead enter information as they go. This reduces inaccuracy and improves productivity, which can help keep clients happy with more efficient services.

Mobile ERP can also help businesses meet contractual obligations with customers more efficiently. Engineers can use mobile ERP to accept customer sign-off on-site at the conclusion of each job, which improves efficiency. Mobile can be similarly useful for salespeople, as it allows them to close deals while meeting with customers.

Offering workers mobile access to ERP can improve data quality. With engineers and salespeople updating a central ERP system directly via mobile, managers have access to near real-time insights into staff productivity and progress. This lets supervisors monitor activity in greater detail, allowing them to better manage field services workers.

Feeding mobile data into business intelligence software helps business owners understand which projects are lacking resources and reassign workers without wasting time calling managers and staff.

The Benefits of an integrated solution

A unified IT platform offers businesses the benefits of ERP, BI and mobility without the challenges associated with integrating standalone systems.

Fully integrated platforms offer businesses all the benefits of ERP, BI and mobility, with fewer implementation and upgrade challenges. Used correctly, these platforms can improve business performance more cost-effectively than standalone solutions.

Greater productivity
When legacy systems fail to meet business needs, managers often find themselves using manual processes such as spreadsheets and data entry to paper over gaps, increasing complexity and margin for error.

Deploying standalone systems can perpetuate these issues or create further integration problems. On the other hand, integrated solutions offer businesses the ability to manage all processes from a single point, which reduces complexity for workers and improves productivity.

Less IT hassle
Solutions that combine ERP, BI and mobility remove the need for IT teams to connect disparate and differently configured systems, making integration faster, easier and more cost-effective.

They also allow businesses to take a gradual approach to business transformation. As each module is already engineered to integrate easily with the provider's complementary plugins and platforms, IT teams can implement one module at a time without having to recalibrate integration layers in the process. This gives businesses reluctant to embark on a complete transformation the option to adopt technology at their own pace.

Easier deployment with the Cloud
With the option of a cloud-based delivery, it's now easier than ever before to access the full benefits of an integrated solution with a lower upfront investment.

Whether it's a hosted or software as a service (SaaS) model, these platforms allow for rapid integration of new technologies, removing the need for in-house resources to monitor, maintain and manage your IT systems.

Find your moment

ERP, BI and mobile technology offer you the ability to simplify business processes and improve productivity to deliver better outcomes to clients. But at a time when technological capability is key to success, many businesses are reluctant to invest in the tools necessary for business transformation.

Acting now could set your business apart from less innovative competitors. Integrated platforms such as Pronto Xi embed mobile and BI into a cohesive and seamless ERP solution to present an integrated alternative to outmoded business processes and legacy business management solutions. Pronto Xi is easy to integrate with existing systems and conducive to a gradual change if your business isn't ready for full-scale transformation.

It has never been simpler or more cost-effective for businesses to reap the benefits of ERP, mobile and BI technologies.

To learn how ABT technology can help you prepare today's business for tomorrow's challenges, contact us for an obligation-free business health check.

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Applied Business Technology Group consists of ABT Online, ABT Security Systems and Applied Business Technology. We are a team of straight forward renowned industry leaders who implement and manage ERP, Business Management Systems, Cloud Solutions and Digital Security Solutions. We pride ourselves on being Australian specialists who provide honest and transparent business technology solutions.

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