

Why Use Industry Specific Business Software?

Why Use Software?

- Helps automate and control key business functions such as sales, purchasing, inventory control, ect.
- Increases productivity by eliminating many manual tasks
- Provides ROI by helping to control costs, track job profitability, report sales trends and improve customer service

What Type of Software System Should I Consider?

- Industry specific (floor covering) versus generic software
 - Ease of Use
 - Easy to Understand
- Fully integrated or multiple applications
 - Operations, Accounting and HR
 - One system provides the “full picture” of the business
 - One system reduces the risk of data errors and inconsistencies
- Client server or ASP/web based
 - Data ownership, security and portability
 - Customized versus fixed functionality
 - Integration with other applications
 - Server stability, network service interruption
- Complexity of business versus software capability
 - Automated Processes – for repetitive tasks
 - Import/Export Routines

Will my Business Software Support my Growth?

- How easily can I add more users as my staff increases?
- What does it cost to add more user licenses?
- How will the software handle increased volume over time – will it still perform well?

What Software Selection and Evaluation Criteria Should I Use?

- Research and qualify software suppliers
 - Scalability, client base, industry experience
 - Integration capability with other complimentary products
 - Measure/Estimating, Templates, B2B, Scheduling
 - Accounting and G/L supports auditable record keeping
 - Internal controls for A/P, cash receipts, inventory control and payroll
 - Reporting (standard and customized) and internal metrics
- Upfront and on-going costs
 - Training (on-site, web-based, seminars)
 - Help Desk Support

- Documentation – Instruction Manuals
- Access to Updates and Upgrades
- Technical Support – Network and Hardware
- Product Customization and Flexibility
 - User selectable choices for adding stores, product codes, job types, etc.
- Software deployment time frame
 - Implementation Support and Training
 - On-Site Training, E-Learning
 - Migration of Data from Previous system
- Will my Software Provider be with me for the Long Haul?
 - Reliability, Industry Leadership and Business Track Record
 - Size of Client Base
 - Preferred vendor status
 - Key Partner in Your Business Success?