

Tips for Selecting an ERP

Building a Solid Foundation of Your Organization

The right enterprise resource planning (ERP) solution can help you manage your business better and provide immediate ROI results you can measure. Since an ERP solution is the essential tool needed to efficiently manage a business from end to end, organizations must carefully consider the key requirements for a solution that can support their unique business processes and shepherd them through growth. By emulating ERP selection strategies of the best-in-class organizations, you can select a solution that contains all essential functionality, is easy to use, and will provide significant benefits to your business. A successful strategy will produce ROI without draining the organization's resources or putting strain on your business.

Read the full report: [Best-in-Class Strategies for Selecting an ERP in 2013](#)

Top ERP selection criteria of the best in class:

- 64% Functionality
- 56% Ease of use
- 44% Total cost of ownership
- 28% Must be an integrated suite
- 26% Ability to tailor functionality without programming

Best-in-class organization

Best-in-class organizations "go live" in less than half the time it takes laggards



Best in class spent

88%
of their original budget

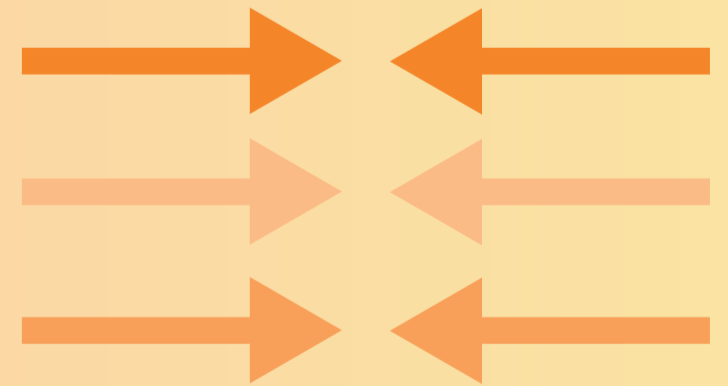


Best-in-class organizations saw a

55%
greater reduction in operational costs as a result of ERP



82% of the best in class align their ERP selection with business objectives

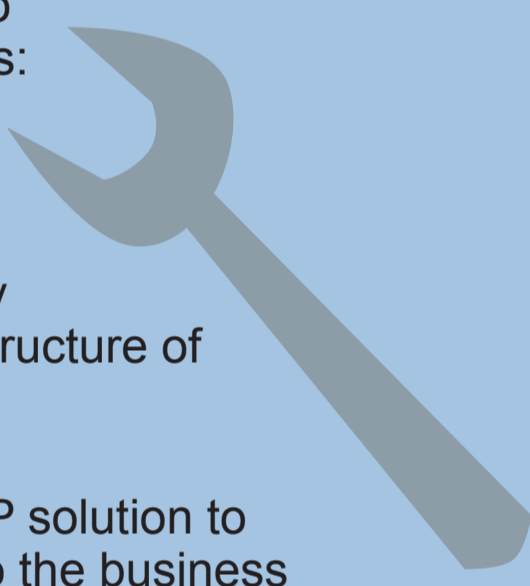


53% of the best in class select an ERP solution that is industry specific



Laggard organizations need to replace ERP for these reasons:

- 58% Lack of features
- 52% Obsolete technology foundation or infrastructure of ERP system
- 27% Inability to tailor ERP solution to integrate changes to the business
- 20% Cost of maintenance and support
- 14% Lack of support from ERP vendor



Laggard organization

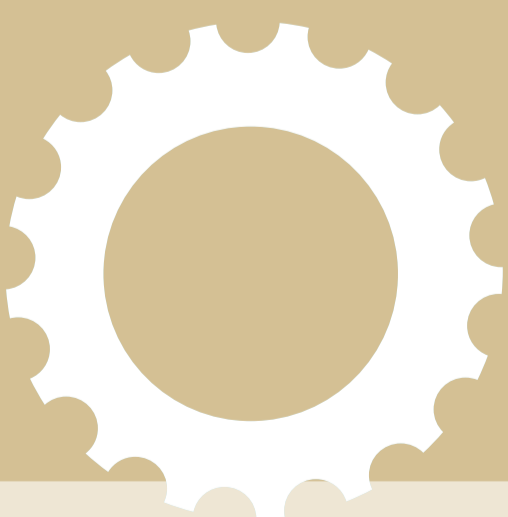
15.4 months from installation to "go live"



Spent 153% of original budget on implementation



Report a 44% greater increase in IT's workload as a result of ERP



Best in class are 31% more likely than all others to devise their ERP plan prior to selection

79% of the best in class involve cross-functional teams of IT and line of business individuals in their ERP selection

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For more information on the Sage ERP X3 business management solution, visit: www.na.sage.com/sage-erp-x3 or call 1-866-530-7243

