

EMERGE

STRONGER & LEANER

THAN EVER BEFORE

You are just a spring clean away from a lean, efficient and aligned business. Start planning your system audit today.

Why a spring clean is as good for your business as it is for your home

1

GET ORGANISED

A spring clean allows you to organise and remove things you no longer need. What are you doing today to prepare for the future?



2

PEACE OF MIND

Prepare a strong position, both internally and externally. Have your business ready when the world returns to "normal".



3

USE TIME WISELY

Use this time to re-focus your business strategy and ensure what people need to do, and the way systems support them are aligned.



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Q&A: Matthew Norris

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Lead CSI (CloudSuite Industrial) Consultant, Matthew Norris, shares his expertise about business systems.

ON THE IMPORTANCE OF IMPROVING PROCESSES

Infor CSI provides the flexibility to extend your business system processes to meet critical business needs. However, the flexibility of standard functionality, capabilities of personalisation and workflow are often not fully explored or understood. Therefore there exists the opportunity to adjust the system best to fit the strategic and operational needs of the business.

The business will have changed; however, the system hasn't evolved accordingly – 'why do clothes from 15 years ago no longer fit me?' Time spent looking at processes and reviewing and adjusting parameters, as well as training on new or unused functionality, will enable you to remove spreadsheets, manual workarounds, unnecessary time and cost wasted. Thus significantly improves productivity, customer service and ultimately your bottom line.



HIS TOP TIP ON GETTING THE FULL POTENTIAL FROM THE SYSTEM

A great example of an underused and misused feature of CSI is APS (Advance Planning and Scheduling). This is usually due to a general lack of knowledge, setup, training and/or getting on top of the input data required to get the planning engine running smoothly to give you sensible outputs. For manufacturing companies, a good operational planning and scheduling system defines their investment in ERP, and it is a passion of mine to try and help companies get the maximum benefit and return on this aspect of their system.



ON THE SIGNIFICANCE OF ALIGNMENT

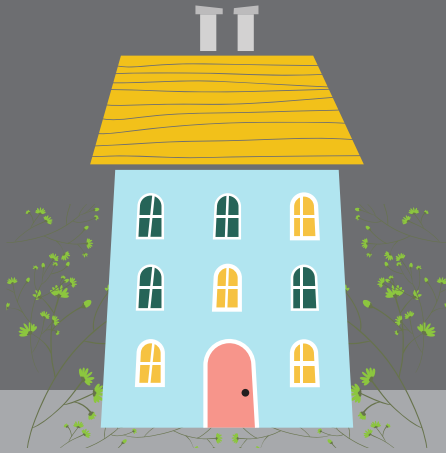
In the usual way of business, change is normal; existing customers ask for new services and new customers and markets create opportunities. This often leads to staff finding that gaps appear in between the things they now have to do and the way CSI has been setup previously; spreadsheets, ad-hoc databases and workarounds start to appear.

Unfortunately, this tends not to be a one-off but happens increasingly as time goes by until eventually, the gaps between system setup and the business end up as chasms. System setup no longer works for the business, and significant staff time and effort is used to keep the ship running. Especially in the current situation, this focusses the mind on efficiency and effectiveness, survival and profitability. Alignment is a key way to hone the competitive edge – just when you need it.

ON HIS MOST CRITICAL PIECE OF ADVICE RIGHT NOW

System performance is often affected by many small things and not one specific thing. That's why a spring clean is a great way to ensure all things are considered. Performance can be affected by the likes of internet connectivity, system interfaces, parameter setup, SQL maintenance, user actions, data issues, excessive replication and inefficient personalisations and/or unnecessary personalisations that should never have been done. An audit will uncover and allow us to identify where the problems lie so we can fix them, in turn reducing maintenance costs and risk to upgrades going forward.

Comparing a Spring Clean with an ERP Audit



YOUR HOME

VS



YOUR BUSINESS AND ERP

How we live and what we need from our home changes. A nursery might replace a dressing room, for example.

PROCESSES

Audit processes to identify areas for change, such as manual activities or error correction.

Keep all appliances running with no interruption. Is it time to check which device keeps tripping the fuse box?

SETTINGS

Confirm parameter settings and evaluate if the as-is configuration remains fit for purpose.

Get to know what's stored in your attic. De-clutter by donating, up-cycling or disposing of old and useless things.

DATA

Review existing data records to identify elements that may cause process and integrity issues.

After a spring clean, you may choose to move home, or that an extension would do for the foreseeable.

TECHNICAL

Audit and document customisations, to determine fitness for any subsequent upgrade.

Have crime rates risen locally? Maybe you just want to feel more secure at home, using the latest technology.

SECURITY

Validate roles and permissions to establish whether the system is robust and processes are secure.

Spring Clean = A Fresh Start

Audit = A Healthy Business

Six Things You Should Know

1 Why Gradient?

We have the broadest range of CSI skills and experience available on the market, based on a framework of strong business and professional acumen. We have the business and technical experience to provide a holistic service – considering the system's health from all perspectives, without exposure to internal stresses. In addition, we are currently carrying out successful projects remotely and are ready and available to carry out this work.

2 How will it work?

Initially, a conversation with us to discuss what can be done, followed by conversations between us and appropriate business leads. After this, all we need is remote access to the system and any spreadsheets and databases. We will complete the audit within an agreed short timescale, then submit and discuss our findings and the best ways forward, with you.

3 Typical actions flowing out of recommendations from this audit

- Realigning the workflows in the system
- Reviewing and cleaning the data
- Re-jigging the detail business processes to remove unnecessary spreadsheets, databases and manual workarounds
- Upgrade of the system to the latest version
- Taking advantage of hitherto unknown capabilities for costing, reporting, planning, scheduling, marginal analysis, channel p&ls etc.

4 Why now?

In these unprecedented times, UK businesses are facing challenges – but also opportunities. If you are less busy, now is a great time to realign your ERP system and ensure that your business is operating as efficiently as possible. Use the time wisely, don't waste it – you will not have this opportunity again. If you don't do it now, when will you do it?

5 What are we offering you?

A fit and healthy business, ready for the uncertain future that lies ahead.

6 When can we start?

Contact our friendly team today to start planning your ERP spring clean!

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Office opening hours: 8 am until 4 pm



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