

Strategy Trends in Leveraging ERP to Facilitate Growth



Enter Your Personal Survey Key:

1. What characterizes your overall business strategy for the next 18 months? (Check all that apply):

- Survival; holding on, or maybe a bit more
- Slight growth
- Growth through M&A
- Cutting costs
- Other: _____
- Increasing profitability
- Increasing market share
- Increasing top line revenue
- Rapid growth using all means

2. In your opinion, to what extent does technology play a role in executing your business strategy?

(Rate 1-5, 1 = zero, minimal role for technology, 5 = technology plays a critical role; depends on technology):

1	2	3	4	5
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3. What are the challenges that stand in the way of your business growth? (Check all that apply):

- Cash, access to credit, etc.
- Tired products or service offerings
- Inefficient infrastructure
- Inability to change with market conditions
- Chronically slow decision-making
- Poorly integrated systems
- Outdates IT systems
- Slow time-to-market issues
- Supply chain irregularities
- Other: _____

4. What ERP system does your organization use?

- Epicor
- JDE/Peoplesoft
- Microsoft
- SAP
- Infor
- Lawson
- Oracle
- Other: _____

5. In your opinion, to what extent can an organization's ERP system contribute to or facilitate meeting growth goals?

(Rate 1-5, 1 = zero, minimal contribution, 5 = high impact, contributes directly to achieving goals):

1	2	3	4	5
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6. Where can your current ERP system do better? (Check all that apply):

- We lack interoperability across systems
- Need better access to financials
- Getting data across functional areas is too slow
- We lack good supply chain visibility
- Other: _____
- We lack a consistent understanding of product sales efficiency
- Our system does not have global capabilities
- We have a poor view of customer data
- Our system is not tailored to our industry

7. What ERP-specific initiatives do you have planned?

- Don't know
- None; minor tweaking only
- Upgrade to new version
- Install new modules
- Swap out to a new system
- We're evaluating replacing our ERP

8. What are your organization's budget trends for technology investment next year? (Check all that apply):

- Declining budgets, cuts
- No change, flat budgets
- Modest budget growth
- Good budget growth expected
- Budgets can always open for right solution/plans

9. In your opinion, how dependent is the industry on using technology to maintain a competitive advantage?

(Rate 1-5, 1 = not too dependent on technology, 5 = utterly dependent on technology):

1	2	3	4	5
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Our client, SAP, offers flexible ERP systems to small to mid-sized the companies worldwide. Rapidly implemented, SAP's ERP system for mid-sized accounts can often facilitate growth by integrating access to data across the enterprise, reducing operating expenses and improving forecasting. When would you like to be contacted by a senior representative from SAP?

- Email info now
- Email info later
- Call me now
- Call me later
- I prefer you contact my scheduler:

Name	Title	Phone/Extension	eMail
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I prefer you follow up with this person:

Name	Title	Phone/Extension	eMail
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