

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):

- | | |
|--|---|
| <input type="checkbox"/> Survival; holding on, or maybe a bit more | <input type="checkbox"/> Increasing profitability |
| <input type="checkbox"/> Slight growth | <input type="checkbox"/> Increasing market share |
| <input type="checkbox"/> Growth through M&A | <input type="checkbox"/> Increasing top line revenue |
| <input type="checkbox"/> Cutting costs | <input type="checkbox"/> Rapid growth using all means |
| <input type="checkbox"/> Other: | |
-

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):

- | | |
|---|--|
| <input type="checkbox"/> Cash, access to credit, etc. | <input type="checkbox"/> Poorly integrated systems |
| <input type="checkbox"/> Tired products or service offerings | <input type="checkbox"/> Outdates IT systems |
| <input type="checkbox"/> Inefficient infrastructure | <input type="checkbox"/> Slow time-to-market issues |
| <input type="checkbox"/> Inability to change with market conditions | <input type="checkbox"/> Supply chain irregularities |
| <input type="checkbox"/> Chronically slow decision-making | <input type="checkbox"/> Other: |
-

4. What ERP system does your organization use?

- | | | | |
|---|------------------------------------|---------------------------------|---------------------------------|
| <input type="checkbox"/> Epicor | <input type="checkbox"/> Microsoft | <input type="checkbox"/> Infor | <input type="checkbox"/> Oracle |
| <input type="checkbox"/> JDE/Peoplesoft | <input type="checkbox"/> SAP | <input type="checkbox"/> Lawson | <input type="checkbox"/> 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):

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

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

- | | | |
|--|---|---|
| <input type="checkbox"/> Don't know | <input type="checkbox"/> Upgrade to new version | <input type="checkbox"/> Swap out to a new system |
| <input type="checkbox"/> None; minor tweaking only | <input type="checkbox"/> Install new modules | <input type="checkbox"/> We're evaluating replacing our ERP |

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

- | | |
|--|---|
| <input type="checkbox"/> Declining budgets, cuts | <input type="checkbox"/> Good budget growth expected |
| <input type="checkbox"/> No change, flat budgets | <input type="checkbox"/> Budgets can always open for right solution/plans |
| <input type="checkbox"/> Modest budget growth | |

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 _____

I prefer you follow up with this person:

Name _____ Title _____ Phone/Extension _____ eMail _____



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