

E-book

# Sage ROI Improvement Guide

**Ready to reduce operational costs up to 73%?**  
Six steps to maximise your business management solution.

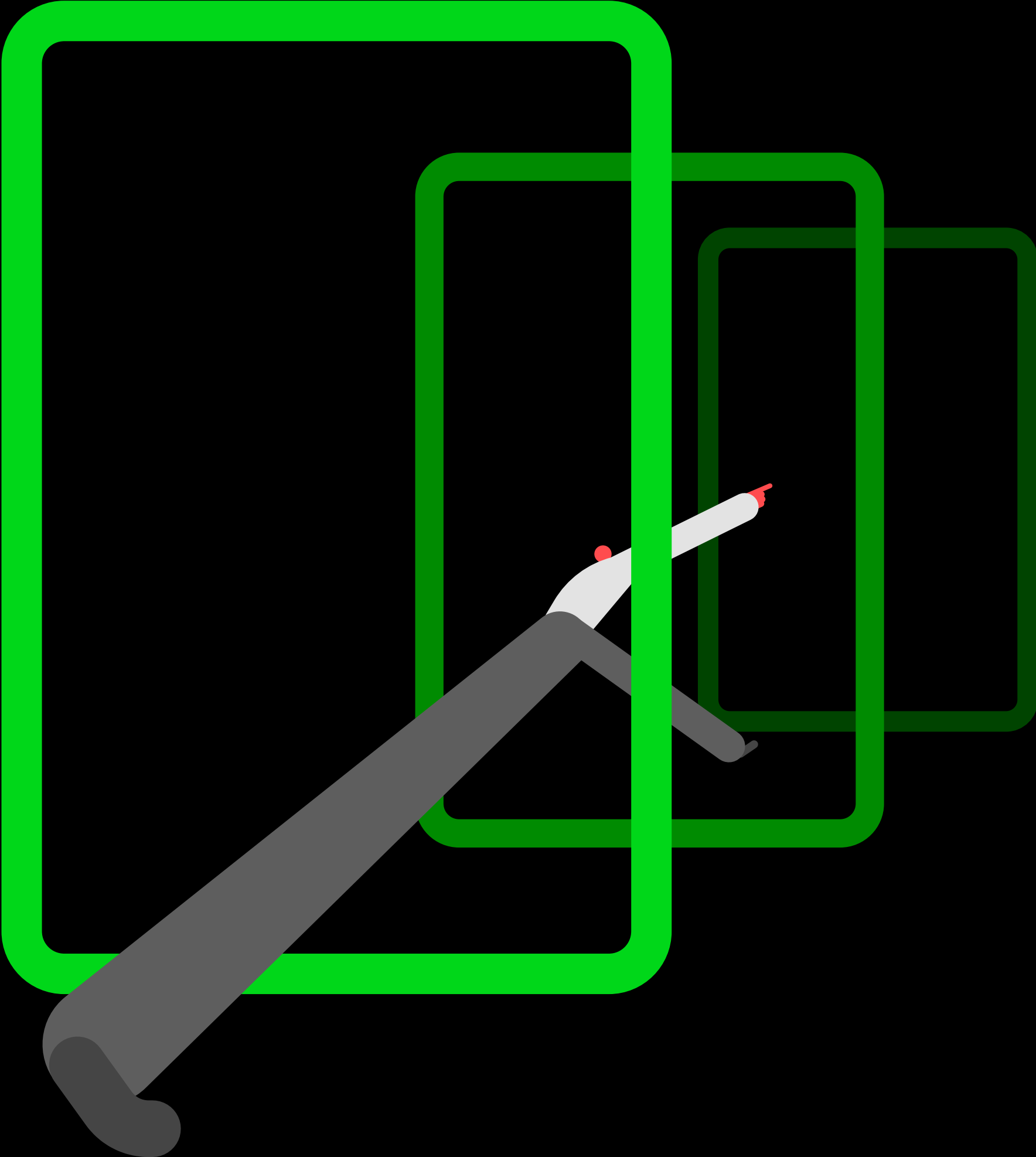
Sage





# Table of Contents

Introduction	Page 3
Six steps to maximise your business management solution	Page 4
Define and measure key performance indicators (KPIs)	Page 6
Now is the time to seize the moment	Page 7



# Introduction

## You don't have to be a CFO to appreciate ROI

As your business grows, you need software that can keep up with the evolution. Aligning technology with your business objectives is the best way to optimise your investment. With quick implementation and clearly defined metrics, your progress towards established goals can be easily measured.

**This ROI Improvement Guide will give you the tips you need to:**

- Plan for the future
- Maximise profitability
- Search for and review a business management solution





# Six steps to maximise your business management solution



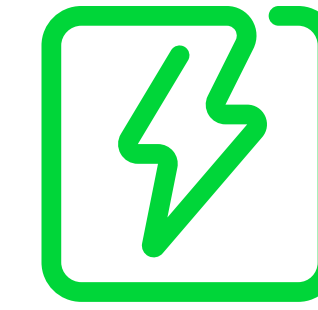
## 1. Identify key stakeholders to build consensus

Identify a team of employees who understand the objectives and are committed to drive the project, train end users, and take control of the implementation. This team should have a project manager and include users who will be impacted by the implementation from both a technical and business perspective.



## 2. Have a clear understanding of what the software can do

Your general goals are to operate more efficiently, increase inventory accuracy, complete and ship orders on time, decrease time to decision-making, add more customers, and grow margins. You should make sure you are on the most recent version of your software and understand the breadth of the capabilities available.



## 3. Aim for specific goals. Faster, better quality business decisions

Management and executives require precise, accessible, timely, and meaningful information. A solution that enables end users to enter data more efficiently saves time and reduces errors, which promotes a stronger decision-making process.

### **Greater employee engagement and productivity.**

A solution that delivers greater operational efficiencies leads to employees using their time on more strategic and meaningful activities, as well as greater employee retention.

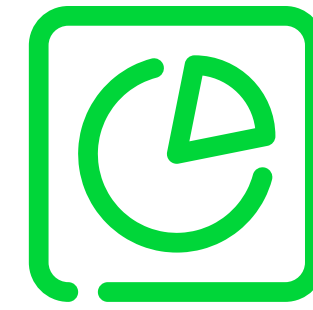
### **Get closer and be more proactive.**

Optimising and shortening business processes benefits you, your business partners, customers, and suppliers.

### **Remember:**

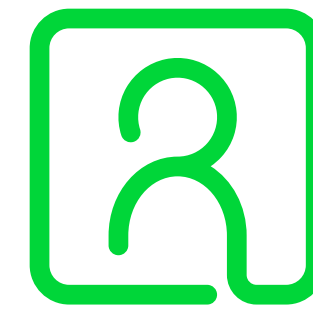
Review these goals when you begin your implementation. Revise and incorporate necessary changes and keep them in mind as you proceed.

# Six steps to maximise your business management solution



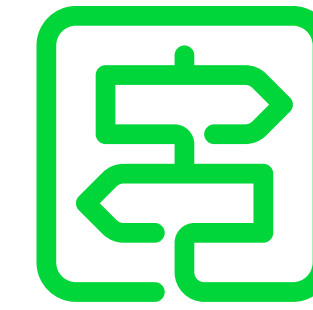
## 4. Define business processes that need improvement

Confirm that the processes defined prior to implementation are being achieved and ensure that nothing has been missed. Your project leader may also want to provide recommendations on improving business processes based on best practices from other customers. You can streamline your processes by using out-of-the-box capabilities based on industry best practices.



## 5. Train users

Training, along with an intuitive, easy-to-use interface, ensures that employees can get up to speed more quickly and cost effectively. This allows them to benefit from the new business management solution immediately.



## 6. Consider your deployment options

Choosing between on-premises or cloud deployment can be difficult. It's important to consider your company size, business complexity and processes, expected growth, and the sophistication of your current IT skills and infrastructure when weighing up your options. With cloud, you have the benefit of getting real-time access to your business data anytime and anywhere. When offered on a pay-as-you-go basis, it becomes an operating expense (OpEx) rather than a large capital expense (CapEx).



# Define and measure key performance indicators (KPIs)

During the implementation process, make sure to define the metrics you intend to measure to determine the success of the project. These metrics should align with business departments and employees to effectively indicate whether goals are being achieved.

**The KPIs you create should also track qualitative benefits. Specifically:**

- Error-free processing.
- Amount of time required to make better decisions.
- Improved inventory levels.
- Enhanced customer satisfaction ratings.

Once your KPIs are defined, it's best to publish and communicate expectations so you can continue to measure and improve for the future.



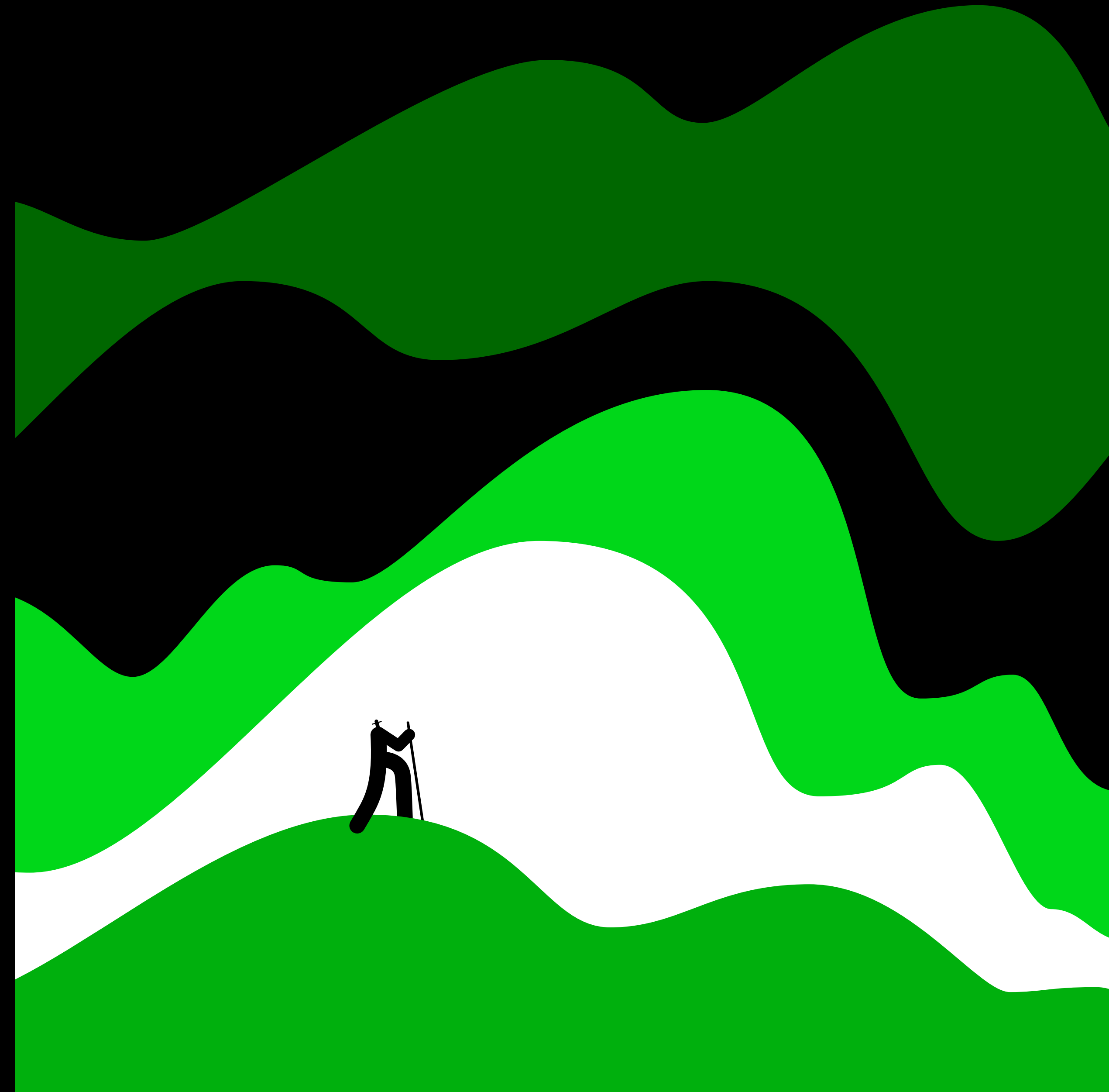


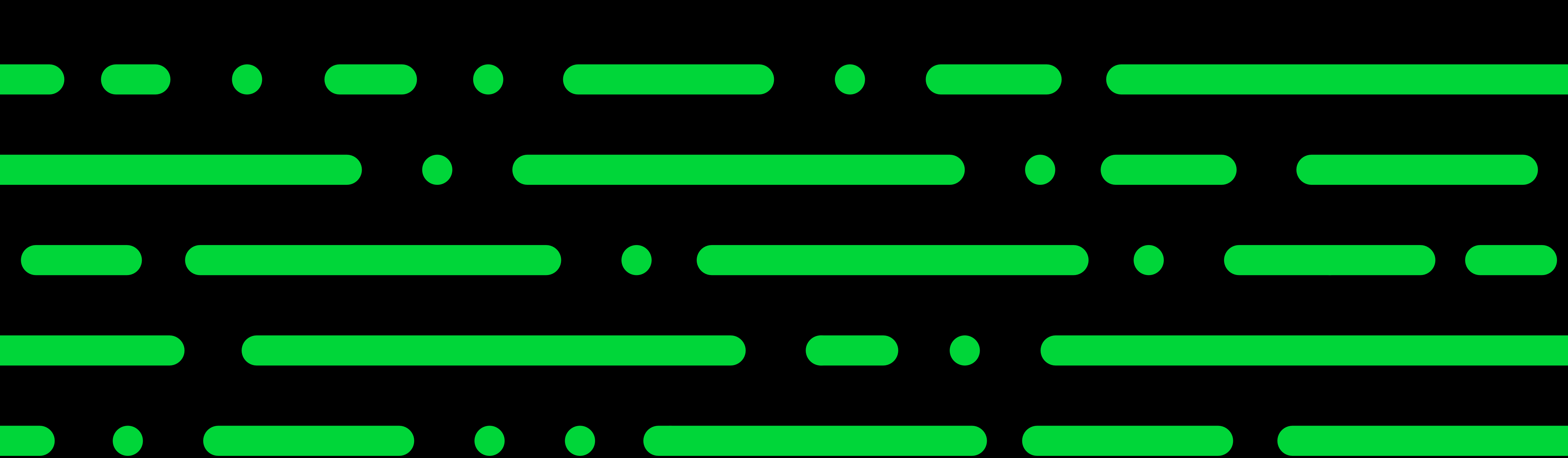
# Now is the time to seize the moment

## Ready to do this?

With the right KPIs and a plan to track them, you can determine whether the system you currently have in place is helping you meet business objectives. This way, any necessary course corrections can be made to keep your efforts on track. Now that's a new way of doing business. Visit Sage 300 and prepare your business for growth today.

Sage





A Sage partner



## Leverage

<https://www.leveragetech.com.au/>

Our success is driven by referrals, indicating our ability to deliver exceptional business solutions. We prioritise client goals and provide tangible benefits with a fast ROI, going beyond ERP solutions to deliver true business outcomes



©2022 The Sage Group plc or its licensors. All rights reserved. Sage, Sage logos, and Sage product and service names mentioned herein are the trademarks of Sage Global Services Limited or its licensors. All other trademarks are the property of their respective owners.