

7 Serious Business Risks Eliminated by Cloud ERP



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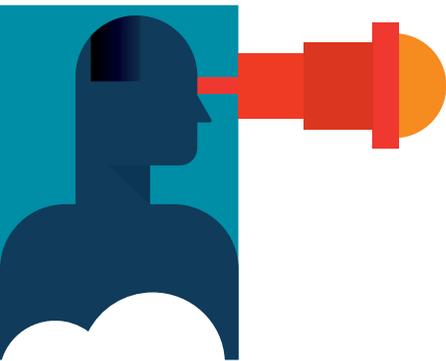
If you haven't moved your business management systems to the cloud, you're far from alone. Taking a measured approach to ensure your corporate data and assets are protected is just good business. But, while keeping servers with valuable corporate data in house might **feel** more secure, your networks and in-house systems could be holding you back and putting your business at risk.

Cloud ERP (Enterprise Resource Planning) provides more security, more functionality, and more flexibility to protect your assets and help your organization actively compete in today's world.

In this eBook, we'll look at the risks that your organization faces every day and show you how Cloud ERP can help mitigate those risks and unlock opportunities. Read on to see how you can harness the potential of the cloud to grow your organization.

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"All companies are on a journey. Your business changes; how you interact with customers changes. When you are going full speed ahead, you choose the systems that are right for the business at the time, so you can keep moving. But there comes a point when you need to stop and determine if you are still on the right road."

—George Mackiewicz, [CAL Business Solutions](#)

1. Simplify compliance with industry and government regulations

Keeping pace with government regulations, industry standards, and corporate quality initiatives has become an overwhelming challenge for small and medium-size businesses. In addition to the many levels of standards and regulations your organization needs to comply with, the electronic data handling laws continue to evolve. You need expert advice.

Look to experts on compliance

The leading cloud ERP providers ensure that the proper tools, security and agreements are in place to support compliance. Through automated workflows and audit trails, a cloud financial management system provides the documentation to reduce the risks and costs of compliance. With a fully integrated business management system, audit trails and user-based security are natively in place.

Put the pieces in place to meet regulations like HIPAA, GDPR and industry regulations with cloud ERP, ensuring that you can:

- Implement data security, privacy and portability protocols.
- Provide thorough documentation and security for audits.
- Assign, track and record compliance and assessment-related activities.



"Are you able to focus your best minds and best equipment every day on security? You've got to be on your game every day because there are new threats constantly. Bigger data centers have a whole team working on it. If you are a small company there may only be one person who stands between hackers getting into your system or not."

–George Mackiewicz, [CAL Business Solutions](#)

2. Protect customer, employee, and corporate data

No business can afford to ignore the security risks that can destroy a hard-built reputation and cost millions. In today's risk-filled digital environment, few organizations have the internal resources to provide the level of security needed to protect business and corporate data effectively. A ransomware attack can virtually close a business down if CRM and ERP systems are held hostage.

A higher level of security

Accountable to governing organizations as well as to clients, cloud providers are required to maintain high levels of security. Supported and managed by security experts, cloud ERP will keep your data safer from the electronic and environmental threats that can bring down your business. Cloud computing can improve your organization's overall business systems' security, especially for devices.

Cloud-based ERP supports better security with:

- Reliable data backup and detection tools that identify suspicious behavior using analytics.
- Secure access for mobile users across platforms and devices.
- Protection of critical corporate and customer data from a ransomware attack.



"One of our on-premises clients had their servers hacked and their data held for ransom. Even after the ransom was paid, they didn't receive the keys to their data until 10 days later and we had to rebuild a whole server. The company was literally down for 12 days. Using Cloud ERP puts the responsibility on the cloud provider."

–George Mackiewicz, [CAL Business Solutions](#)

3. Deliver customer experiences that keep them coming back

As disrupters enter your industry and build on digital opportunities, your customers—whether consumers or commercial—expect your organization to keep pace. Your employees can't deliver great customer experiences if they are burdened with disconnected systems. Both customers and employees will grow frustrated and take advantage of what the disrupters have to offer.

Centralize and connect customer data

With cloud ERP, you can centralize and connect data from across your organization to support better customer experiences. With access to key information about customers at their fingertips, employees can provide efficient, personalized service. Connected systems bridge department silos to eliminate the bottlenecks and miscommunication that undermines good customer service.



Cloud ERP with connected data allows you to deliver better customer experiences by:

- Creating a single source of information, from order history to shipment dates, so employees can provide answers quickly.
- Empowering workers in the field—from service technicians to home health workers—with relevant information, resources, and complete customer context.
- Providing insights into trends and preferences that allow you to react quickly to the changing needs of customers.

“Transitioning our numerous systems to Acumatica Cloud ERP allowed our company to clean our data and create a more fluid business process. All components of the business are now accessible in one place with one set of data and live updates from all departments. This means we can serve customers better than ever.”

—George Mackiewicz, [CAL Business Solutions](#)

4. Uncover opportunities to build revenue

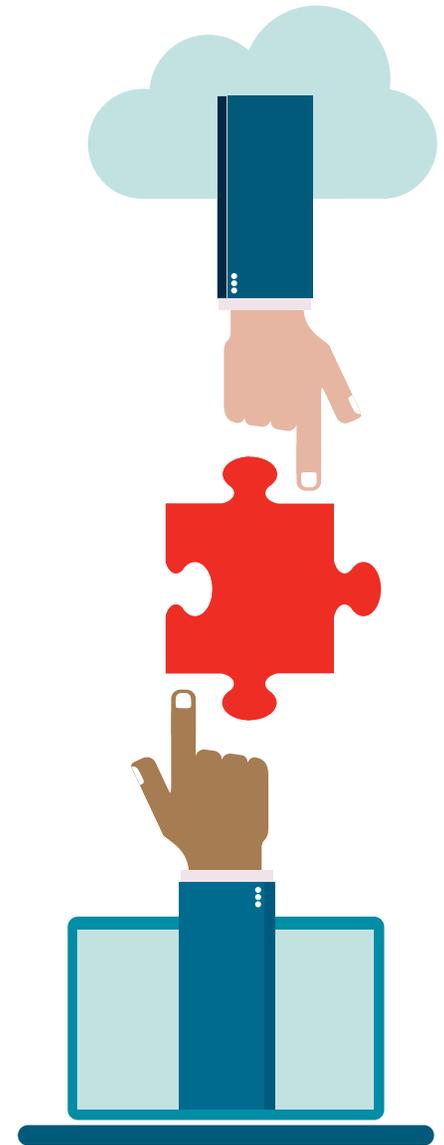
When your finance team spends all their time entering numbers into spreadsheets, they don't have time to put that data to work. Data provides a strategic advantage and your competitors are ditching the spreadsheets for analytics that turn digital information into profits.

Data is a strategic asset

Cloud ERP centralizes your business data and integrates disparate systems, eliminating redundant spreadsheets and departmental silos. With consolidated data, you can use cloud-based analytics and machine learning to understand customer trends and explore new revenue opportunities.

Using data as a strategic asset, you can:

- Use customer preferences and market trends to inspire product design.
- Explore digital business models to capitalize on emerging markets.
- Increase sales win rates by using machine learning to prioritize leads.
- Build loyalty by resolving emerging service complaints before they impact more customers.



"I can honestly say that the key thing is not to jump on the latest bandwagon. You need to take a good look at the solutions that are being offered and make a decision based on the core application, the underlying platform, the depth and breadth of the solution. Not the marketing hype. An experienced ERP Partner can help you do that."

–George Mackiewicz, [CAL Business Solutions](https://www.calszone.com)

5. Improve operations with data-driven decision making

If your business data is spread across systems that don't connect or locked up in spreadsheets, you are making decisions with incomplete information. Separate systems used to manage sales, finance and operations makes it impossible to have a single comprehensive view of the business. To keep pace in the digital world, your organization needs to connect systems so that data can flow end-to-end.

Improve operations with data-driven decisions

By connecting data across accounting, sales, purchasing, inventory, and customer service, cloud ERP gives leadership teams and managers a holistic view of the business. With an end-to-end perspective, you can identify bottlenecks in processes, compare location performance, and spot emerging product trends.

With connected data, you can make better decisions to:

- Eliminate inefficient business processes in finance, sales, service, and operations.
- Optimize inventory levels, using forecast data to predict when and what to replenish.
- Manage resource and staffing levels to align with capacity and sales.



"One thing that really has spoken to me for all of my career, when dealing with disconnected systems, is the reports don't balance out because you're pulling from different sources of information. When you don't have a single version of the truth your business suffers."

–George Mackiewicz, CAL Business Solutions

6. Support a modern, mobile workforce

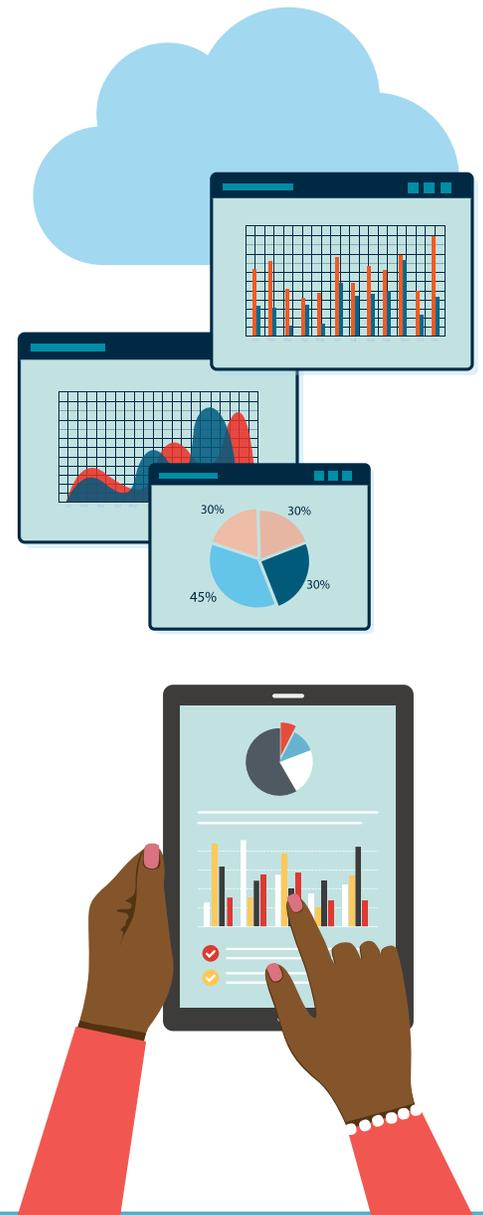
If your business is still tied to paper, it will get harder and harder to attract good employees. This generation of workers expects business processes to be easy, with information right at their fingertips when they are closing a sale, working on a project, or checking on shipments.

Enable the next generation of workers

Through cloud-based ERP, workers can connect to the systems and information they need to produce high-value work. When giving workers who are comfortable working from home, in the office, and on the road easy access to secure business systems, you need a system that supports mobile devices and flexible work styles.

No matter the size of your company, you can support a secure, mobile business environment to:

- Provide mobile-friendly apps that support truly productive work—like entering data, accessing information, or approving transactions.
- Give your team self-serve options, from easy-to-use reporting tools to administrative hubs.
- Provide project portals, inventory data, and customer information that empower remote employees to provide excellent service.



"Honestly, all ERP software can be accessed remotely these days. But you can feel the difference when you use a true cloud browser-based software built for the cloud. It is just easier, smoother than a traditional on premises system that has been adapted to be used online. It is a better user experience."

—George Mackiewicz, CAL Business Solutions

7. Decrease opportunities for human error through automation

No matter how skilled and how careful your employees are, mistakes are going to happen. Whether it's entering data into spreadsheets, providing price quotes or purchasing inventory, if your employees are working outside of automated systems, they are going to make mistakes. And those mistakes can cost your business customers, profits, and reputation.

Improve productivity and reduce errors

Of the many benefits of cloud ERP, automation of manual tasks and integration of data can provide the biggest returns. Connecting data across the organization reduces the need for manual data entry. Automated workflows ensure that orders move through the system quickly or that purchases are approved by a supervisor. As you improve productivity and reduce errors, your employees will be able to manage higher transaction volumes—allowing you to grow the business without growing payroll.

Through the automated processes provided by a cloud ERP system, you can:

- **Eliminate dependence on error-prone spreadsheets.**
- **Reduce the opportunity for employee fraud with tight internal controls and approval workflows.**
- **Keep customer service issues from falling through the cracks when they move across departments.**



"Some employees like having their own islands of information, it's comfortable and gives them job security. But that isn't good for your growing business. It means more time searching for and collecting information. It also means you're making decisions without all the facts. Change is hard. But a connected Cloud ERP system gets rid of the islands."

—George Mackiewicz, [CAL Business Solutions](#)

Reduce Risk by Moving to the Cloud with a Trusted Partner

There has never been a better time to transition to the cloud. CAL Business Solutions can help you make the right choices and eliminate the risks.

Our team has implemented hundreds of ERP systems. We work with companies like yours that are:

- Evaluating the pros and cons of moving ERP to the cloud.
- Ready to transform their business with better systems for Financial Management, Distribution, Manufacturing, Field Service, Project Accounting, e-Commerce, Business Intelligence, HR/Payroll and CRM.

Next Steps:

- Read our own Cloud ERP transition story: ["Moving From Dynamics GP to Acumatica: Our Journey To a Single Version of the Truth"](#)
- Review [Acumatica pricing](#) and [Microsoft Dynamics GP Online pricing](#).
- Contact us at 860-485-0910 x4 or sales@calszone.com to schedule a call so we can learn more about your current system and your goals to help you determine if Acumatica Cloud ERP or Microsoft Dynamics GP Online is a fit for you.



"When you buy from a Partner, rather than from the vendor directly, you have more local accountability. You are not just a number in a sea of customers. If you are unhappy the large vendor is not likely to be too hurt, but a local Partner could have serious business repercussions. They should be committed to your success."

–George Mackiewicz, [CAL Business Solutions](#)



About CAL Business Solutions

Founded in 1982, CAL Business Solutions is a Connecticut based company focused on Microsoft Dynamics GP (Great Plains) and Acumatica accounting software.

- **Acumatica Cloud ERP Highlights:** www.calszone.com/acumatica
- **Microsoft Dynamics GP Highlights:** www.calszone.com/gp

One client described us as the “nuts and bolts guys.” We don’t wear fancy suits or close deals on the golf course. We are just a practical, hardworking team that has built our reputation by implementing the right software system to solve our customers’ issues at the right price. We don’t try to sell you extra bells and whistles that you don’t need, just because they look nice. We don’t speak in “techno jargon” or bore you with fancy PowerPoint slides. We will give you honest advice, clear goals, straightforward answers, and a software system that works.

- **Get to know our team, our offices and our business values in the short video [“Meet the CAL Team.”](#)**
- **[Read success stories](#) outlining the business challenges, solution and benefits experienced by CAL Business Solutions clients.**

If you are considering new ERP software, upgrading your existing system, or if you currently use Microsoft Dynamics GP (Great Plains) or Acumatica and want the best local support and training, contact CAL Business Solutions.

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