



Beyond Bolt-Ons:

Why You Shouldn't Put a Band-Aid on Your Inventory Management

Presented by Blytheco 

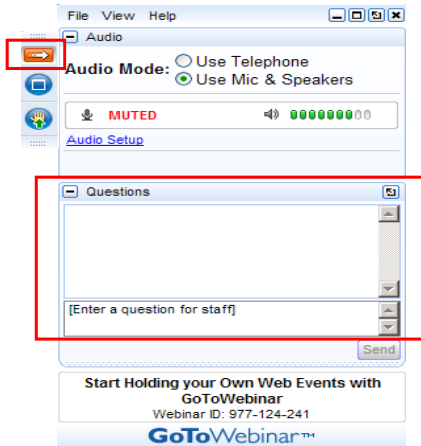
Beginning now...

Today's Agenda



- Introduction
- Beyond Bolt-Ons: Why You Shouldn't Put a Band-Aid on Your Inventory Management
- Comparing Your Options
- Q&A

How to Participate Today



- Arrow = Open/close your panel
- Questions = Submit text questions
- Follow-up email with video link



Our Speaker: Apryl Hanson



- Senior Director, Customer and Partner Strategy, Blytheco
- San Francisco Bay Area
- 12 years of extensive business system and management consulting experience, specializing in sales, marketing, customer experience and process improvement.
- Broad industry experience including financial, manufacturing, entertainment, retail, software development, marketing automation, SaaS and wholesale/distribution.
- Lover of shoes, food and dogs.



Audience Poll...

What Inventory Management System Is Your Company Using Now?

- Fishbowl
- Unleashed
- MISys
- Sage 100, NetSuite or other integrated system
- Other



Beyond Bolt-Ons:

Why You Shouldn't Put a Band-Aid on Your Inventory Management

Inventory Management Software: Why It's Important

Is Your Business at RISK of Failing?

Top 8 Reasons Why Businesses Fail

Reason #1 = Lack of Experience

Reason #2 = Insufficient Capital

Reason #3 = Poor Location

Reason #4 = Poor Inventory Management

Reason #5 = Over-Investment in Fixed Assets

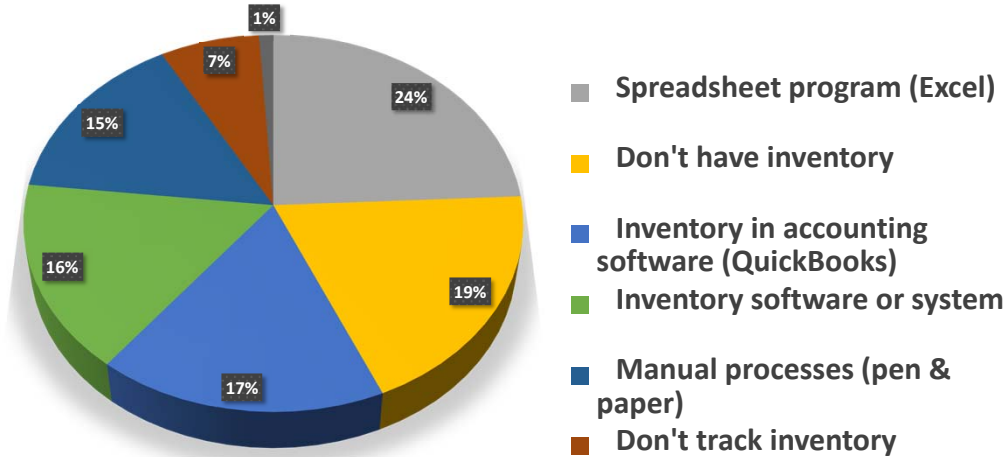
Reason #6 = Poor Credit Arrangement Management

Reason #7 = Personal Use of Business funds

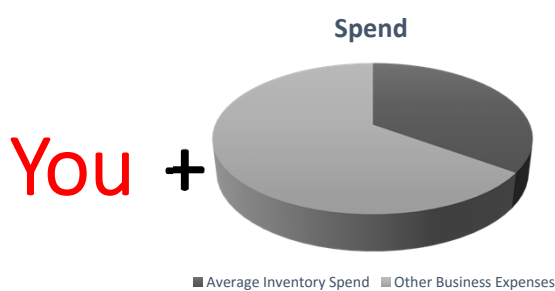
Reason #8 = Unexpected Growth



What Small Businesses Use for Inventory



Inventory Management Software: Why It's Important

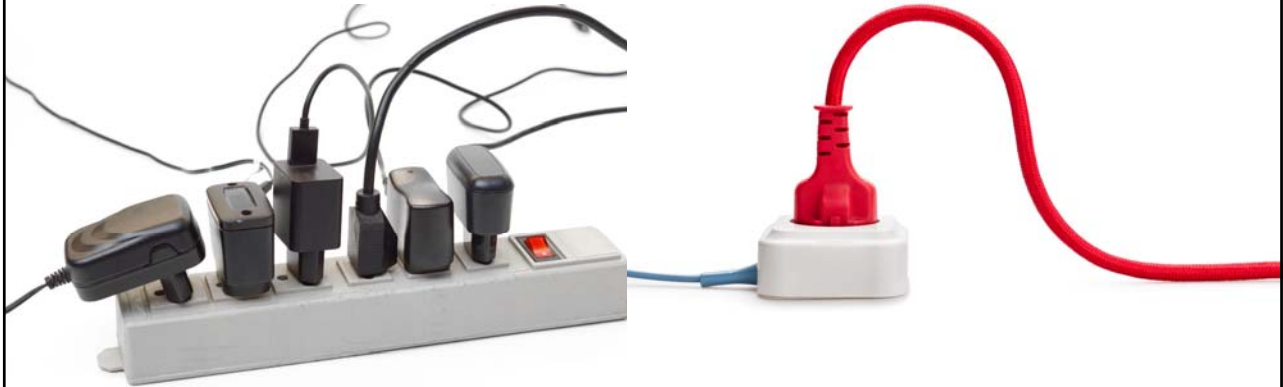


RISK

- Higher spend on inventory with multiple systems
- Delayed product shipments
- Decreased customer satisfaction



Inventory Management Software: Key Considerations



How clean do you want your data and systems to be?



Inventory Management Software: Key Considerations

Do you want to wrestle with multiple systems for these ERP functions?



- Not developed to accommodate inventory management functionality
- Small, out-of-the-box accounting packages that are not scalable – not meant to integrate with other software
- In other words, they're not enterprise resource planning (ERP) software—just accounting systems



“Bolt-On” Inventory Management Software Solutions



But Are Add-Ons Really the Right Option?

Get a More
Integrated
Solution for a
Similar Cost!



Comparison: Users, Access & Reporting

	Sage 100	QuickBooks	Fishbowl	Unleashed	MISys
Business Size	S, M	S	Start up, S, M	S, M, Enterprise	Start up, S, M
Mobility	Mobile, web	QuickBooks Online Only	Android app	Mobile access	Mobile alerts
Included CRM	Yes	No	No	No	Yes
Reporting	Graphical, Dashboards, Drill Down, Customizable	Graphical, Dashboards	Customizable	Customizable	Basic



Comparison: Price / Annual Cost

	Sage 100	Fishbowl	Unleashed	MISys
Price	Start at \$72.22/user/month with Inventory Management module	\$1,995/user/one-time	\$59/month (Small--1 user)	\$3,995.00/one-time
	Both Subscription & Purchase options available; Perpetual/purchase option is \$2257/user	<u>With QuickBooks</u>		
Total Annual Cost	\$866	\$2,474	\$1,187	\$4,474



What to Expect with an Integrated Package Like: **sage 100**

A much broader range of features, including the basic features on the two previous slides, plus:

- Sage CRM
- Drill-down on reports
- Sage alerts for critical KPIs
- Payroll services with Direct Deposit
- Real-time order tracking for customers
- Flexible commission options for Sales
- Increased productivity with batch entry
- Inventory cost controls
- Comprehensive pricing capabilities
- Multi-entity and intercompany transactions

And much more



Or an Integrated Cloud Solution Like: **NETSUITE**

Also a much broader range of features, including the basic features on the two earlier slides, plus:

- CRM
- Ecommerce/Omnichannel
- Drill-down on reports
- Get alerts based on critical KPIs
- Better security
- Budgeting, forecasting & modeling
- Improved quote accuracy
- Captures all user actions and system changes
- Revenue recognition management
- Multi-national support

And much more

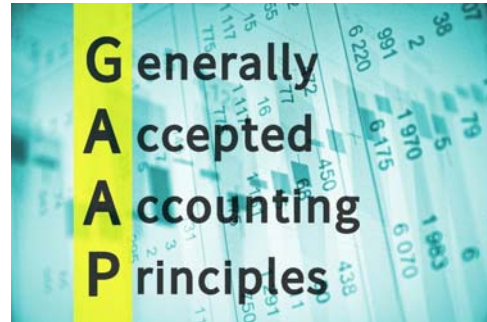


What About GAAP Compliance?

sage 100 **Yes**

N NETSUITE **Yes**

qb intuit QuickBooks.
Online **No**



Closing Thoughts...

- The cheapest solution is not necessarily the most cost-effective
- Make sure you choose an option that will support your needs for a reasonable period—you don't want to keep upgrading
- Avoid spending more just because you want to keep QuickBooks or other simple accounting software



What Do You Do Now?

- Get expert help!
 - The right consultant will:
 - Help you define your needs/goals
 - Understand where your current software is falling short
 - Provide you with options—not just one choice
 - Look for experience



Next Steps:



- Get a free 2-hour consultation: [Call Today: 949.583.9500 x 2500](tel:949.583.9500) for two **FREE** hours with one of our consultants!
- Want more info? Download our Inventory Management Software Comparison at bit.ly/InventoryCompare
- Questions? 949.583.9500 x2500 or solutions@blytheco.com



Our Consultants Will Help You:

- Understand your company's needs to insure you get what you need
 - Make a plan
 - Scope out your project
 - What do you need?
 - Gather input from all stakeholders
 - Define your budget
 - Build the business case



Q & A



Please type your questions into the Questions Pane on your GoToMeeting Dashboard.



thank
you