



ERP, the planning tool for your SME.

Fondo Europeo de Desarrollo Regional

"Una manera de hacer Europa"



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PRIMERA DEL GOBIERNO
MINISTERIO
DE ASUNTOS ECONÓMICOS
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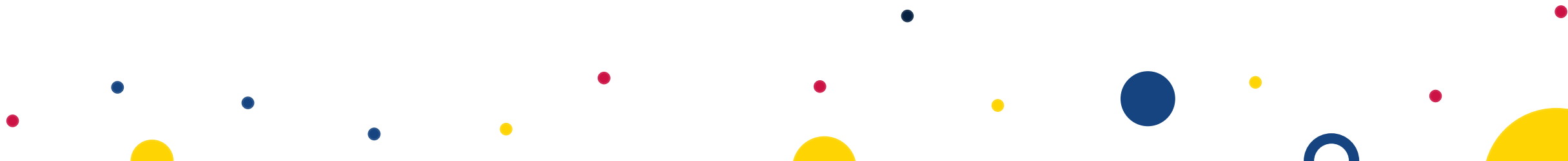
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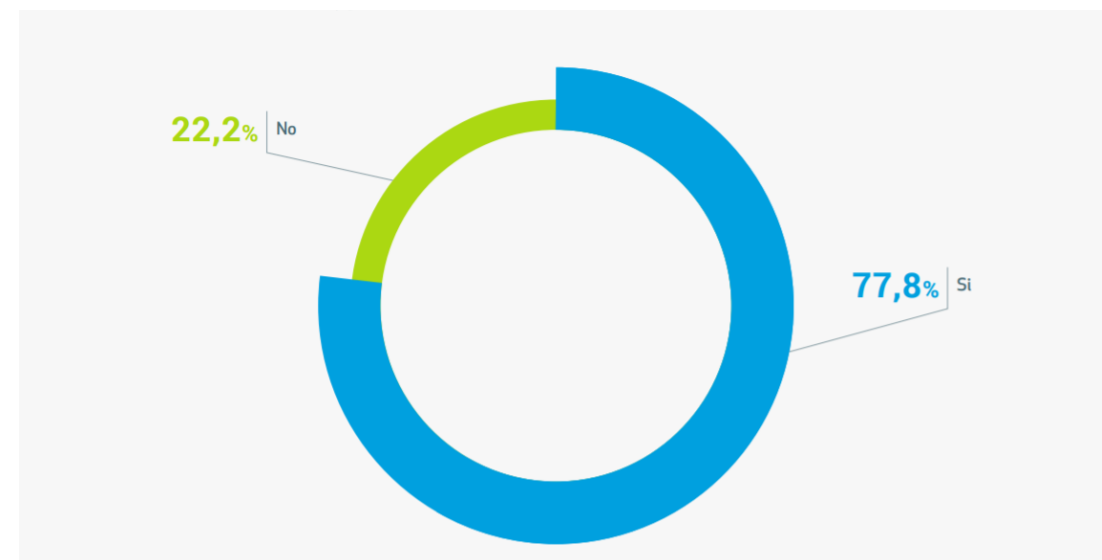


Introduction

Business growth is closely linked to the correct exploitation, analysis and understanding of data in order to make the right decisions.

ERP business management systems not only enable efficient use of data, but also have various capabilities to greatly improve business efficiency, such as automating tasks or improving internal processes.

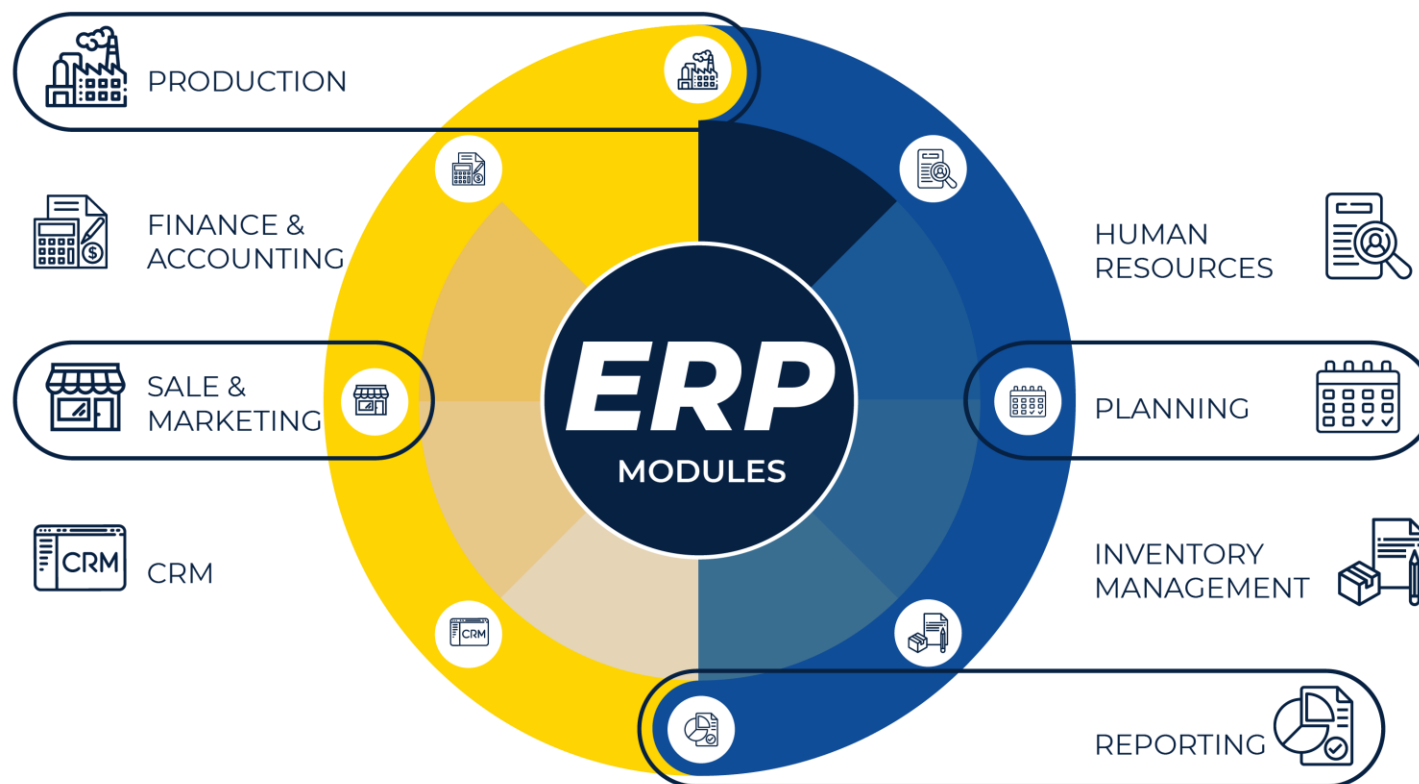
78% of Spanish companies say they have accelerated their use of data because of the pandemic to improve their efficiency.



Has the use of data increased in the wake of the pandemic? Data-driven maturity of companies. INCIPY. 2021.

¿What is an ERP?

An ERP is a set of **software applications for managing internal business processes** that allow SMEs to **automate most of the business practices** related to the operational or productive aspects of the company, **facilitating and centralising the information** of the areas that compose it, among others:



¿What is an ERP?

An ERP should be **installed in three situations:**

1.

Existence of limits to business growth: A company that has managed its internal processes with traditional software but is beginning to experience limits to its expansion or growth needs an ERP implementation that no longer limits this growth potential and enables its ability to expand.



2.

Difficulty of working with different systems. When a company considers that there are difficulties when working with different systems, due to compatibility problems or a large investment in time, it should consider installing an ERP that avoids this problem (due to its modularity and scalability, as the company grows it can implement new modules under a single source or database).

3.

The need to adapt the systems to your company's personnel. A company that considers that, due to the mobility or characteristics of its staff, its systems do not offer the best capabilities to meet the expectations of its customers, should think that the time has come to install an ERP in order not to lose business potential and growth.

¿What is an ERP?

An ERP has the following **basic functionalities**:

1. Cloud/on-site development

2. Process and workflow automation

3. Expansion of modules and integrations

4. Updatable

5. Centralisation of information

6. Scalable



ERP suppliers

There are different options, both paid and free, that will allow a correct internal management of the company. Below are several solutions that can be very interesting for an SME:

Free

Odoo
Dolibarr
ERPNext

Paid

Microsoft Dynamics 365
Oracle Netsuite
SAGE
Holded

ERP Use (and success) cases

The following are two success stories of companies that improved by implementing an ERP.

Armando Santana S.A.

It is an SME from Tenerife, with more than 50 years of history. Before having an ERP, the data analysed was inaccurate and slowed down decision-making. After installing the ERP in the company, data analysis was simplified, which improved its internal processes. In addition, they became more efficient in adapting to the needs of their customers and their incident resolution process.



Catral Garden and Home

SME from Alicante with a turnover of €20m. Before having an ERP, they had software that did not adapt to their changing needs. With the installation of the ERP they have managed to make their processes more efficient, avoiding duplication of tasks, saving time in internal management, which has made the company increase its productivity.



Conclusions

The adaptation of companies to the changing needs of consumers is a relevant fact for the survival and growth of companies.

Companies have tools at their disposal to support their adaptation to this new environment. One of these tools, which is becoming essential, is ERP systems.

The integration of an ERP in your SME has only advantages. In addition, scalability and integration with other applications **help you to improve internal business organisation, to increase productivity and to plan properly, making better decisions, which will benefit your company.**



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