



APH Computers Whitepaper- February 2010

TOP 5 TIPS TO CREATING 50% MORE TIME IN THE WORKING DAY.

Time is always a restraint on any business; however this is no more so present in small to medium businesses that are trying to grow whilst satisfying the needs of their existing customers. Directors and managers have to juggle their time trying to maintain a stable customer base whilst thinking of new and improved ways to achieve profitable growth. You get the feeling that there is just not enough time in the day to meet both needs. APH Computers offers 5 top tips to increase the amount of time you have in the working day to focus on growing your business.

1) *Implement a single integrated software platform:*

Implement a single integrated software platform that has the ability to run your day to day business. Look towards a single platform that will allow you to manage your entire business across financials, sales, customers and operations. Automating the day to day tasks that must take place to ensure the smooth running of your business will increase both productivity and efficiency.

2) *Remove multiple systems:*

Stop the age old issue faced by SMEs of having multiple members of staff searching multiple systems for the same piece of business information. All employees should have the ability to work together on one system, where any business critical information can be found by any employee at anytime. By achieving this there will be a significant reduction in data duplication, the time taken to find that data and time spent by different members of staff performing the same task to achieve the same purpose.

3) *Increase the visibility of information:*

Increase the visibility of the data held within your organisation and end the need to search reams of spreadsheets or separate systems to find one piece of information. Implementing business management software that provides anytime – anywhere access to real – time business data will allow you to view, analyze and manage your day to day business processes, ultimately leading to greater efficiency, better informed decisions and improved responsiveness

4) *Have the ability to adapt quickly to your customer's needs:*

By integrating customer relationship management into your platform you will have the ability to respond quickly to your customers needs. CRM will ensure you can respond effectively and efficiently to customer support calls, finding resolutions in far greater speed. Moreover incorporating CRM will allow you to completely analyze your customer base providing the ability to identify new and improved ways to serve them. Integrated CRM will free up your time to concentrate on driving your business forward whilst keeping your customers happy.

5) *Work with software specifically designed for the SME*

It is vital to ensure that your single integrated software platform has been designed to specifically support the needs of a small to medium business. Adhering to this will ensure that your software integrates with your current business functions, is fully supported and has the ability to grow with your organisation. SMEs rarely have the time to maintain business management software and concentrate on growing their business. It is vital to make sure your platform is implemented and supported by knowledgeable, accredited partners.

SAP Business One

SAP Business One is specifically designed with the small to medium business in mind, providing a single, affordable software platform allowing you to streamline your business, quickly obtain vital business information and accelerate profitable growth.

Ultimately SAP Business One will create the time you need to focus on driving your business forward rather than being bogged down in day to day operations and the retrieval of business critical information.

Anita Frost at Blackwater Fuels has stated that since moving over and going live with SAP Business One *“the time taken to retrieve customer information has been reduced by 50%”*.

Find Out More

For more detailed information on how an integrated solution can help your organisation create 50% more time in the working day please visit <http://www.aphcomputers.co.uk/sap1.htm>, call **0161 442 2603** or email alec@aphcomputers.co.uk.