

# ERP IS an option for small businesses

Contrary to popular belief, ERP is a good option for startups and small to medium businesses, especially now, following the impact of the pandemic.



Heinrich de Leeuw, MD, Seidor Africa

With Covid-19 having accelerated change, the need for real-time data to enable optimal decision-making, and month-to-month planning in a disrupted environment has never been more pressing. It is said that the current best formula for successful business is to be smarter, faster and automated. That's what makes an ERP system a strategic investment right now to ensure the sustainability of a company. The question is no longer whether to deploy ERP, but why it hasn't been done yet.

Up to now, the investment and implementation time of a smart, fast and automated system has been perceived as inhibiting factors for start-ups and small to medium businesses but with the recent launch of Seidor Express, Seidor Africa is putting ERP on the table for these companies through a rapid deployment model.

## **An approach to ERP**

In response to calls from clients, the company has devised a rapid, templatised implementation approach to ERP that is easy to rollout, as well as more affordable in these tough times, thanks to a reduced consulting rate and an industry configured templates with a defined rollout timeline.

“Our Express methodology allows businesses to configure their ERP solution to address their most pressing business pain points that often have resulted from the new realities of the market,” says Heinrich de Leeuw, MD, Seidor Africa.

“The template approach offers a number of attractive benefits, including fast implementation of best-business-practices, which enables customers to make faster decisions. The solution is often implemented within a month, minimizing the impact on business operations. This low disruption approach allows business to continue as usual and once implemented offers process harmonisation across business units, reduced implementation costs, and reduced operational costs.”

“It is an ideal solution for companies that are ready to upgrade from a basic accounting system at a time when morphing to online channels and eCommerce will ensure sustainability and future growth of the business. In our experience, companies that are currently doing better than the rest are using technology to their advantage with an integrated, data driven approach to their business.”

Developed as a foundation for growing SMEs, and built on SAP Business One, Seidor Express offers the essential functionality required to operate a business, including finance, warehouse and distribution, lite production, and e-commerce.

The scalable solution requires as little as R3000 to R5000 per month on a preconfigured template and can be later customised to suit the client’s changing needs. The system is available in the cloud, on premises, or as a hybrid solution, and caters for single and multi-tenancy. Clients can choose to buy or rent licences, and they can also choose between Microsoft SQL or SAP HANA databases.

Seidor Express provides access to ERP processes from anywhere and from any device. It also offers access to the most up to date functionality without having to rely on in-house IT resources to maintain the solution.

“Covid-19 has placed businesses under extreme pressure,” De Leeuw says. “ERP systems are proving to be invaluable in today’s remote working world. With our new approach, a client does not have to choose between buying a new delivery van or an ERP solution when both are critical to getting the business through these tough times. You’re getting a premium tool without paying a premium cost.”

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