



ENGINEERED GROWTH

ERP and Accounting System Implementation

In a Nutshell

Concept: Information is the focus of an effective business system. ERP systems are designed to provide the accurate, up-to-date, detailed information you need to engineer the growth of your business.

Our pledge to you: DGG will not accept a project unless we can show significant bottom-line results. We will not recommend new software when we think your existing software can be made to work.

All of our solutions create results you can put in the cash drawer. And—almost unheard of in our industry—every project specification is guaranteed to finish within the budget.

An ERP or accounting system provides much more than just debits and credits today. It helps you be light on your feet, and ready to move any direction at any time.

You Still Need Debits and Credits

Businesses still need bookkeepers. They need a check on profitability and a control on expenses. Tax returns require data. Suppliers are paid and customer accounts, collected. So good records are important. That's what bookkeeping is all about. When a question arises, a quality system provides an answer quickly. It shows a bill was paid promptly. It proves that a sale was profitable. It tracks sales taxes. But business is about more than just keeping accurate records.

Accounting Today Is More Than Just Bookkeeping

Accounting supports everything your business does. You rely on your accounting system to track inventory, process customer receivables, collect overdue accounts, pay bills, determine profitability, and analyze sales. Your accounting system calculates sales commissions, charges interest on customer accounts, and takes purchase discounts from vendors. It does a hundred other things you don't think about on a daily basis. In fact, if your accounting system works well, you rarely have to think about these issues. Perhaps you've already selected your accounting system. Or perhaps your current system isn't working for you and you're considering another system. We can help, because selecting an accounting system is one of the most important things your business will do.

A Good System Helps Grow Your Business

A good accounting system provides core business information. Many businesses are just beginning to realize the potential uses of information in their businesses. Data Guidance Group helps businesses use computerized accounting systems to do more than keep books. We believe that using information in your computer system is the key to grow a business! Using our proprietary STATICSSM Business Growth System, we assess the current situation and help you succeed in the future.



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DGG Systems Help You Grow

How can information help a business grow? At DGG, we believe information provides a scorecard. By setting business goals and putting practices in place that record the progress toward those goals in the accounting system, you lay the foundation for growth.

An example may help. Suppose that your goal is to increase sales by 25% from \$1 Million to \$1.25 Million. Your accounting system can first provide information about where your sales are coming from. How many of your sales were large sales? To whom did you sell? How are sales distributed among your clients? Which salespeople are the most productive in sales? All of these questions can be answered from data hidden in most accounting systems.

A 100-yard dash athlete begins with a stopwatch. Progress means running faster each time. Goals help keep the runner on track. Businesses are no different. They measure current performance, set goals, and track progress toward those goals. A well-designed accounting system provides the stopwatch to measure that performance.

Changing Systems Often Isn't Necessary!

Does it take a new system to realize these benefits? Not necessarily. Changing your business system can be traumatic. If you don't need a new system, there's no reason to invest in one. On the other hand, a new or expanded business computer system can be the best thing you do for your business. It can streamline operations, improve management information, and permit continued growth. But the selection, conversion, and implementation process can be tricky. DGG can support you with expert assistance, a proven record, and advice from a computer-savvy CPA.

DGG smoothes your transition by:

- Developing procedures and practices for the computerized systems using your data and requirements. We help you mold your system to the computerized system.
- Training and assisting during the installation so you learn on your equipment with your data.
- Providing the hand-holding you need during a crucial transition.
- Assisting you in tailoring the system to meet your business needs by developing reports, forms, processes, and customizing existing software where necessary.
- Performing all technical installation work. You don't have to worry about technical problems or vendor finger pointing.
- Establishing backup procedures to assure that your data is properly protected.