

## ERP Software that's Made for Small Business

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Ever wonder why some businesses make it and others don't? According to the Small Business Administration's Office of Advocacy 70% of businesses close in the first 10 years. Why? For many businesses the answer could simply be that as their business grew they continued to try and run it with the tools they had when they started. AcctVantage ERP helps businesses bring all their data together in one place. Accounting, sales, CRM, inventory and distribution in one application.

Hendersonville, North Carolina - Ever wonder why some businesses make it and others don't? According to the Small Business Administration's Office of Advocacy seven out of 10 new employer firms survive at least 2 years, half at least 5 years, [and] only a third of them make it 10 years. Why is the attrition rate 70% over 10 years? For many businesses the answer could simply be that as their business grew they continued to try and run it with the tools they had when they started.

Often the story goes like this: When you started your business you wore all the hats. You handled sales, possibly assembly, managed the inventory, kept the books and yes, cleaned the bathroom. As your business grew these tasks began to be handled by others in your organization. Your accounting was in one program, your inventory in another and sales and customer records in one or two other programs. As the business grows you need to be able to quickly look at your business data and see where you stand but none of your software programs talk to each other. For some business owners this leads to great frustration and might seem like an insurmountable obstacle. My guess is many of them become part of the 70% who are out of business in 10 years. However, there is a solution.

For businesses that are distribution or inventory centric, managing all of this data becomes increasingly important as the business grows. Missing even small opportunities mean lost profits and lost customers and no business can survive long with that model. Enterprise resource planning [ERP] software is a solution that can help bring together these disparate data systems. Combining accounting, inventory, sales, distribution and purchasing into one software program allows information to be retrieved and reviewed quickly. Anticipating stock level needs based on sales history and real-time inventory management are only the tip of the iceberg of what a good ERP system will provide.

In the past ERP software was only feasible for larger corporations in the enterprise space due to the prohibitive costs of the software and hardware systems that it required. AcctVantage ERP is enterprise software for small business. Serving companies that have outgrown their traditional off-the-shelf accounting programs like QuickBooks, AccountEdge, Peachtree etc., their software brings the accounting process together with inventory management, sales, CRM, and distribution into one comprehensive package. Best of all you can use AcctVantage ERP for Mac, PC or mixed Mac/PC installations.

If you would like to explore whether ERP software could make your business more profitable and efficient, I invite you to explore some of the links below.

### About the Author:

Bob Graham has owned and managed several small businesses and is a lifelong student of emerging technologies and trends. His passion for technology led him to work for Apple, Inc. managing small and medium business sales in what is often referred to as the "silicon valley" of the south; Huntsville, AL. Mr. Graham now manages sales and marketing for AcctVantage ERP, an ERP software publisher specializing in small business located in Hendersonville, NC.

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Based in Hendersonville, North Carolina and developed by Beckware, LLC, AcctVantage ERP is a sophisticated and agile ERP solution incorporating accounting, warehouse management, CRM, supply chain management and business intelligence in one user friendly application. Initially developed specifically for inventory-based manufacturers, wholesalers and distributors running a Mac office, AcctVantage now offers cross-platform support for PC or Mac/PC mixed installations. AcctVantage ERP has been providing ERP business solutions since 1987. Copyright 2012 AcctVantage ERP. All Rights Reserved. Apple, the Apple logo and Mac OS X platforms are trademarks of Apple Inc. in the U.S. and/or other countries.

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