

Do You Need An ERP? - Self-Assessment for Software / High Tech

Enter the point value in the "Score" column based on how you would rate your organization's assessment for each category.

Category	Description of Current Business System(s)	Points	Score
Overall Technology	Fragmented Systems. Poor Data	4	
	Multiple Tools and Technologies. Internally Managed	3	
	Single Data Model. Customized Frameworks. Optimized for Scale	2	
	Multi-Tenant Real-Time. Automatic Updates. Embedded Intelligence	1	
Financials	Basic Receivables, Payables & Month Reporting w/ Limited Integrations	4	
	Fully Integrated AR, AP, GL with other transactional integration. SQL Reports.	3	
	Multi-Company Management, Consolidation, Budgeting, Multi-Currency	2	
	Multi-Company Management, Consolidated Audit, Real-time, Approval Routing	1	
Selling & Order Management	Place an order through CRM tool	4	
	Integrate CRM with provisioning system and accounting system	3	
	View inventory, support, billing, collections status for order fulfillment	2	
	One 360-degree view, reporting, automation, full visibility across process	1	
Billing & Invoicing	Manual in excel	4	
	Online customer portal to receive and pay invoices	3	
	Automated subscription billing	2	
	Line item level billing and revenue schedules with flexibility to accommodate usage-based scenarios	1	
Revenue Recognition Management	Manual, spreadsheet driven	4	
	Revenue recognition tracked in a system with basic reporting	3	
	Automate handling of multi-element arrangements	2	
	Integrated system to handle today & tomorrow's revenue recognition standards, including ASC 606 compliance, dynamic fair value allocation, & linked orders	1	
Renewals Management	Manual, time consuming, custom for each client	4	
	Standard price book with custom discounting, billing, and revenue options	3	
	Upsell and co-termination options	2	
	Automatic renewal and SAAS metrics	1	

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Category	Description of Current Business System(s)	Points	Score
Professional Services Automation	Manual, spreadsheet driven, disparate systems	4	
	Basic time tracking & project management in disparate systems	3	
	Automated project management and project accounting	2	
	Integrated project management, project accounting, time tracking & resource management, with built In forecasting & analytics	1	
Total Score:			

Scoring Tiers and Recommended Actions

0-7 Total Score: No Modernization needed.

8-14 Total Score: A productive conversation is warranted before a modernization recommendation is made.

14-28 Total Score: A modernization is likely needed. Let's put an evaluation plan in place.

See how you compare against your competitors return your results to: results@govirtualoffice.com

Next Steps

(Follow the links below)

- [Understand the Business Value, Benefits and ROI of a Modern ERP System](#) - Includes value (ROI) calculator.
 - Direct Link: <https://govirtualoffice.com/ERP-ROI>
- [Selecting an ERP - Best Practices](#) - Includes business process maps, vendor scorecard, sample RFI and top 10 questions to ask your ERP vendor.
 - Direct Link: <https://govirtualoffice.com/ERP-SELECTION>
- [Why NetSuite](#) - #1 Cloud ERP.
 - Direct Link: <https://govirtualoffice.com/WHY-NETSUITE>
- [Why goVirtualOffice](#) - Our team of former CFOs, CPAs, controllers, business leaders and technology experts will bring you real world experience and best practices that will ensure you have long-term success and a high ROI with your ERP, accounting and technology solutions.
 - Direct Link: <https://govirtualoffice.com/WHY-US>

Need Help With Your ERP Evaluation? Contact Us Today!

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