

## Do You Need An ERP? - Self-Assessment for Wholesale Distribution

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	
Marketing	Limited Customer Data and Communication, Brochure Looking Website	4	
	Customer Lists, Unified Messaging, Drip Marketing Knowledge Base	3	
	Promotions, Business Intelligence, Workflows, Unified Messaging	2	
	Lead Scoring, Segmentation, SEO, Real-time Metrics and ROI	1	
ECommerce	Legacy Ecommerce, Limited Presence	4	
	Simple Search, Basic Check Out, Disconnected and Disjointed Data	3	
	Single Platform, B2B & B2C, No Mobile	2	
	Omnichannel, Real-time, Scalable, Single-data Model, Responsive Design	1	
Sales	Basic Contact Information	4	
	Centralized Contact Management, Forecast Planning	3	
	Pipeline, Forecasting, Commission Management, Variable Pricing	2	
	Sellers' Scorecards, Real-time Visibility, Dynamic Pricing	1	
Orders	Basic Quantity and Price	4	
	Accept Orders from Multiple Sources (EDI, Phone, Fax, Web)	3	
	Landed Cost Tracking, Automated Workflows, Dynamic Pricing Models	2	
	360 Degree View, Reporting, Automation Managed by Exception	1	
Sourcing	Manual, Spreadsheet-Centric, Time Consuming	4	
	Reorder Point/Preferred Stock Levels, Consolidated Views, Multiple Locations	3	
	Demand Planning, Messaging, Exception Flagging, Consolidated Procurement	2	
	Vendor Portals, Supplier Collaboration, Buyers' Scorecards, Purchase Contracts	1	

## Do You Need An ERP? Self-Assessment for Wholesale Distribution

Category	Description of Current Business System(s)	Points	Score
Warehouse	Paper-Based Workflows, Operator Driven, Basic Inventory Tracking	4	
	RF/Mobile Barcode Scanning, Manual Replenishment and Cycle Counting	3	
	Inventory Allocation by FIFO/FEFO, Dynamic Putaway, Integrated ASN	2	
	Wave Planning, Cartonization, Labor, Planning, Dynamic Slotting	1	
Support	No Issue Tracking, Customer Data in Silos	4	
	Non-Collaborative, 1:1 Issue Tracking	3	
	Central Customer Data Repository, Team Collaboration	2	
	Complete Customer View, Customer Portal, Workflow, Automation, Infrastructure	1	
<b>Total Score:</b>			

### Scoring Tiers and Recommended Actions

**0-9 Total Score:** No Modernization needed.

**10-18 Total Score:** A productive conversation is warranted before a modernization recommendation is made.

**18-36 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](mailto: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!**

[www.goVirtualOffice.com](http://www.goVirtualOffice.com) | [contact.us@goVirtualOffice.com](mailto:contact.us@goVirtualOffice.com) | 888.773.2123

***“The Right Cloud Solution. Successfully Delivered”***