



# 5 Reasons the Right Operational ERP Software Is the Sidekick You Need



# Every hero needs a sidekick.

Where would Batman be without Robin? Or Sherlock Holmes without his chum Watson? How would Indiana Jones manage to capture our imaginations without his trusty bullwhip? Every hero needs a good sidekick, and like it or not, you're the hero that your company needs (and deserves!).

SalesPad is here to help you embrace your destiny as a savvy, business-minded hero. We see your potential, and we're offering our services as the dependable sidekick you need to conquer your company's challenges as you continue to grow and improve.

And if you thought we'd make such a bold request without a list of reasons why you should partner up with us, you thought wrong. We're fully prepared to tackle a wide range of potential issues you might be experiencing with your current software setup. If any of the following problems are something you are struggling with, we're here to help.



# 1. “I’ve got too much inventory on hand.”



We hear you there. Inventory management can be challenging, but it's something we do quite well. It's **how we got our start**, actually. There's a lot that goes into proper inventory management, and it can be easy to mess things up and lose track of exactly what's happening, but with a little bit of elbow grease and the right sidekick, you can tame that unruly mess and become the Wizard of the Warehouse. We offer tools like the Purchasing Advisor, which uses a variety of factors to automatically determine which items need to be placed on a purchase order and when. Plus, our innovative mobile barcoding features make keeping tabs on your valuable inventory a pain-free process that you can trust to be accurate and up-to-date.



To learn more about what we mean by automated purchase orders, check out **this blog post**, or **head here** for an overview on why it's important to understand the difference between tracking and managing inventory.



# 2. “I sometimes lose track of what’s going on with my sales orders.”

Oof. That’s not a good boat to be in. If you don’t have a reliable and effective way to make sure that all of your sales orders flow smoothly through your system (and are never ruined by a spilled cup of coffee), then you need to take a look at your options. Don’t worry, though — you don’t need to come up with your own solution. Your dependable sidekick already has the answer: workflow. SalesPad’s workflow functionality is a powerful way to ensure that every transaction that enters your system goes exactly where it needs to, paper and stress free. By utilizing a fully customizable system of batches (think inboxes and outboxes) and logic-based rules, our software eliminates errors, increases efficiency, and does the busy work for you. Let workflow help you become the Expert of Efficiency.



Take a look at **this video demonstration** if you’re eager to see for yourself what workflow can do, or if you’re just in the mood to be wowed.





“I have multiple spreadsheets living in different places, and I can’t tell which one is the most accurate.”

Uh oh. Sounds like a job for a centralized Operational ERP system that automatically presents data from any number of locations (or on any number of inventory items, customers, vendors, etc.) in a dynamic, searchable spreadsheet format that updates in real time. Turns out, SalesPad is exactly that. Organizing and tracking data is easy with our display grids. Choose from a long list of columns to view, arrange those columns however you would like, use our auto-filter row to quickly find what you’re looking for, and more, using our clean, tab-based format. Focus on efficiency, eliminate redundancies, and be the ultimate Owner of Organization.



Speaking of spreadsheets, there are certain things you shouldn’t track with them. **[Click here to learn more.](#)**



# 4.

“Keeping track of what happens with our customers has become complicated because I don’t always know who the customer talked to last.”

Customers are the lifeblood of your business, and keeping your customers happy should be one of your top priorities. Tending to your customers shouldn’t be hard, though. The right CRM system will make dealing with customers, both the happy and unhappy variety, easier, not harder. With SalesPad, you never have to worry that one of your CRM reps might not be able to handle a customer’s request, because all of the data you have on any given customer is kept in one place. Your CRM and sales reps can record shared notes about customers, easily access purchasing history, quickly figure out who spoke to the customer last, and more, all within the same screen. So be a hero, and become the Champion of CRM.



And if your customers include some of the big-box retailers and you’re not already using EDI (the electronic data interchange), you probably should. **Check out this blog post** highlighting some of the reasons why you might need to consider EDI. And yes, SalesPad can handle EDI too.





# 5.

“I really struggle to gather the data to craft the report I want.”

Well, you've probably already guessed this, but yes, we can take care of that. Not only are all of the search grids referenced above exportable as reports, but we also offer a variety of preconfigured reports, plus the option to build your own reports using our intuitive Report Designer interface. Not to mention our Quick Reports feature, which is exactly what it sounds like. Data is king in this day and age, and SalesPad gives you easy access to it. After all, as your future beloved sidekick and ally of alliteration, we are here to help you become the Dashing Debonair Defender of Data-Driven Decision making (phew!).



For a video demonstration on just how easy it is to craft your own reports with our Report Designer, **watch this tutorial.**





There are, of course, more than five reasons why we believe that SalesPad is the sidekick you need, but consider these five as you contemplate what your next move is in your search for the right Operational ERP solution for your business. And no matter which solution you end up choosing, remember that implementing such a vital process-management system will take time, hard work, and dedicated resources. But all that will be worth it, because when implemented correctly, a good Operational ERP system will make your business processes easier, not harder.

Should you opt to partner with us, we have a fleet of experts to help you with the entire implementation process and a hard-working support staff dedicated to helping you get the best out of SalesPad. We'll do whatever it takes to make sure you can be the hero your company needs in order to thrive, grow, and realize your full potential.

If you're ready to start your epic battle against inefficiency, or if you have more questions, please **contact your sales rep**. We look forward to being your sidekick!



SalesPad Desktop is a full front-end order entry, purchasing, sales, and inventory management solution that fully integrates with Microsoft Dynamics GP to be the complete package for distribution and manufacturing companies.

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SalesPad Cloud is an all-in-one, easy-to-use application which combines your inventory, sales, and purchasing operations across any number of locations into one centralized platform.

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