Business Insights
from SYSPRO

SYSPRO™
Simplifying your Success

Contents

Business Insights from SYSPRO

Today, business success is increasingly reliant on strategic planning and management. However, there tends to be a disconnect within organizations when trying to align big picture strategy elements with operational areas, workstations, KPIs and measures to improve performance.

What manufacturing and distribution companies increasingly need is a vehicle that not only drives strategy throughout the organization, but one that provides actionable insights to follow through on that strategy.

Despite their promises, many ERP solutions that claim to deliver Actionable Business Insights are merely providing more data and information. What's more, most ERP reporting and analytics tools only offer retrospective insights and don't provide users with the means to take immediate action.

Introducing Business Insights from SYSPRO. The solution that Improves business performance and drives positive behavior by empowering users with real-time business- critical insights for quicker analysis, decision making and execution.

Business Insights is an individual performance management tool that empowers your workforce's decision-making capability. It provides real time actionable insights into key performance information, delivering the means to act quickly and proactively to improve business performance.

It is an intuitive, self-explanatory, easy-to-use interface that surfaces trends and information pertinent to specific individuals within an organization. Presented simply and in summary form, with drill down capability of the details, Business Insights is a key feature within SYSPRO's ERP, as part of our continued drive to provide a system of engagement and simplify the user experience.

Business Insights benefits individual employees as well as operations managers and owners.

For the operations manager, Business Insights offers greater control as it gives them an immediate and complete view of each individual and each department across the entire operation. With the flexibility to define operational goals, targets and deadlines at an individual, role or organizational level, managers can drive behavior that will result in improved performance – converting KPIs into meaningful improvement.

For the individual employee, relevant information pertinent to their daily tasks is surfaced to them directly, with the ability to create work-to-lists, which gives the employee the means to take immediate action, meet goals, targets and deadlines, collaborate with others, and perform to their full potential. By allowing individuals to measure and achieve their own KPIs, Business Insights transforms their work tasks into a seamless business process.

What Makes SYSPRO Business Insights Special?

Engagement and Simplicity

With current ERP Systems, if users are looking for critical information, they need to find it on a report or on a screen. Business Insights from SYSPRO solves this by surfacing real-time insights, trends and relevant business-critical information, automatically promoting the information to the user and alerting them to take immediate action.

Accelerated Turnaround Time

For any business to succeed, business cycles must be completed as quickly and efficiently as possible. You need to be able accelerate business transactions across your own internal value chain so that you can realize the marginal benefit of the product or service that you sell.

This means not seeing a cycle as a number of separate tasks, but as a complete process, especially at critical interception points. Business Insights advances turnaround time by streamlining the actions and activities that occur between one task and the next in a business process.

By promoting the information that is most pertinent to that person in their role within the process, users are empowered to take action – supporting and driving throughput.

Increased Decision-Making Capability

Make proactive business decisions with increased visibility into operational performance by individual and department across your entire operation. Determine where you are successful and where you need to improve.
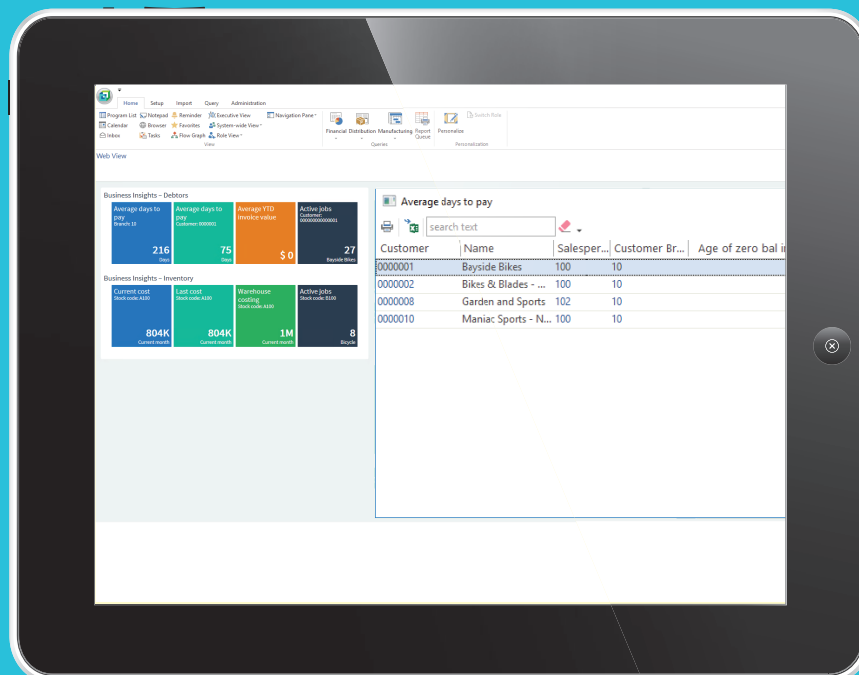
Improved Business Performance

Define and assign operational goals, targets and deadlines at individual, role or organizational levels as Key Performance Indicators and Metrics with the ability to immediately action work-to-lists to convert KPIs into actionable improvement.

Empowered Workforce

Empower users to fulfill their potential by meeting targets and goals on an intuitive, self-explanatory, easy-to-use interface.

How Business Insights Works

As goals, targets and performance measures vary according to an organization's tactics, strategy and business processes, Business Insights differ from user to user, company to company, department to department and country to country and thus uses flexible Tile Architecture to allow for the creation of customized tiles.

By using different task-specific measurements, Business Insights, incorporating SYSPRO's social media tool, Harmony, allows companies to accurately monitor the performance of each individual, whatever role he or she plays in the company, while providing individual users with a user-friendly tool (Harmony) that drives engagement, collaboration and communication, and promotes improved efficiency and accountability.

Capabilities

- **Single Real Time View**
  Business Insights Provides a single real-time view into key business drivers of the company.
- **Surfaces Relevant Key Performance Information**
  An easy to use, self-explanatory and intuitive interface that surfaces key performance information that is relevant to the individual, department or organization.
- **Drill-Down Capability**
  Drill down into actionable insights and the detail behind each metric by individual role or department.
- **Pre-Configured to Standard Business Metrics**
  Built according to industry-specific KPIs and Metrics.
- **Flexible and Customizable Metrics**
  Flexible and customizable to allow organizations to consolidate information from multiple sources, script their own views and establish their own monitoring and goal criteria.

Business Insights in Action

What are your company's critical business drivers? Who have you assigned those important tasks to? If you were to design specific measurements, targets, goals, trends, monitoring tools against those drivers, what would they be?

If you consider those aspects at this point, you can begin to envision how these would be implemented in your organization.

While there are more than 50 pre-configured metrics available and countless possibilities as to how these can be customized and applied to your business to drive specific performance improvements, the following scenarios provide an example of how Business Insights can be applied to drive improvement in the operational areas of finance, distribution and manufacturing (production).

Financial Performance

Business problem: Cash flow is affecting your bottom line. The longer your cash is tied up, the more money you need to borrow to run your day-to-day operation.

With real-time actionable insights into KPIs such as receivables days outstanding and average age of days to pay, Business Insights gives your workforce the tools to manage customer credit, inventory and suppliers and take immediate action to improve cash flow and overall financial performance.

Delivery Performance

Business problem: Delivery issues such as timeliness, completeness or damaged goods will have a negative impact on customer relationships or could lead to customer attrition.

With real-time actionable insights into KPIs such as number of backorder lines, outstanding orders that need to be filled and number of lots nearing expiry and more, Business Insights gives you the tools you need to manage orders, suppliers and stock , and optimize deliver performance to ensure you deliver in full and on time.

Manufacturing Performance

Business problem: You need to reduce your production cycle time to increase your potential to innovate, develop and be first-to-market with them. Along with the quality of your products, these are the most important factors customers look for in their provider. Especially when you are manufacturing products customized for the specific needs of your customers.

With quick insights into KPIs such as work in progress labor costs, labor issued, material costs, material issued, number of active jobs and number of active jobs for customers and work in progress ledger balance summary and more, Business Insights gives you the tools to manage resources such as labor and materials, budgets, planning and costs to reduce your cycle time, improve efficiency, optimize profit potential and improve customer satisfaction.

In Summary

Business Insights: gives users a real-time, single view of their work-world without moving in and out of applications. By accessing Business Insights, management can create, send and monitor work-to-lists to their employees' workbenches. Whilst, by quickly being able to surface performance indicators, tracking measurements, exceptions and notifications – users are empowered to meet goals and targets, boosting efficiency and productivity by driving proactive business behavior across the entire organization.

Business Insights from SYSPRO.
Empowering users with actionable insights.

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