

CLOUD-BASED

# ERP Solves

A WORLD OF CHALLENGES

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link to [www.smb-gr.com](http://www.smb-gr.com)....Also say  
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Benefit:  
Standardizing  
Business  
Processes and Data  
(CallidusCloud)

# Introduction









It can be easy to think of information technology as a highly complex, overly demanding and recklessly evolving aspect of modern business. Ironically, however, much of the complexity and labor intensity companies currently experience with their IT solutions has resulted because the companies haven't kept pace with the rapid evolution of IT technology itself. For example, no one would argue nowadays that having data spread across discreet application silos is a good thing, or that using spreadsheets to keep track of financial and operational data is the most efficient or effective way to run a business. Likewise, many IT and business managers understand the many cost and operational benefits that cloud-based IT solutions can deliver.

Despite this broad understanding, it often takes some "trigger" to force companies to break free from the status quo to modernize their IT solutions. A new business demand or some other catalyst can suddenly expose legacy systems that had been "good enough," as serious obstacles to future success. Growing numbers of companies faced with such business catalysts are turning NetSuite OneWorld, a cloud-based ERP



## ERP Upgrade Triggers

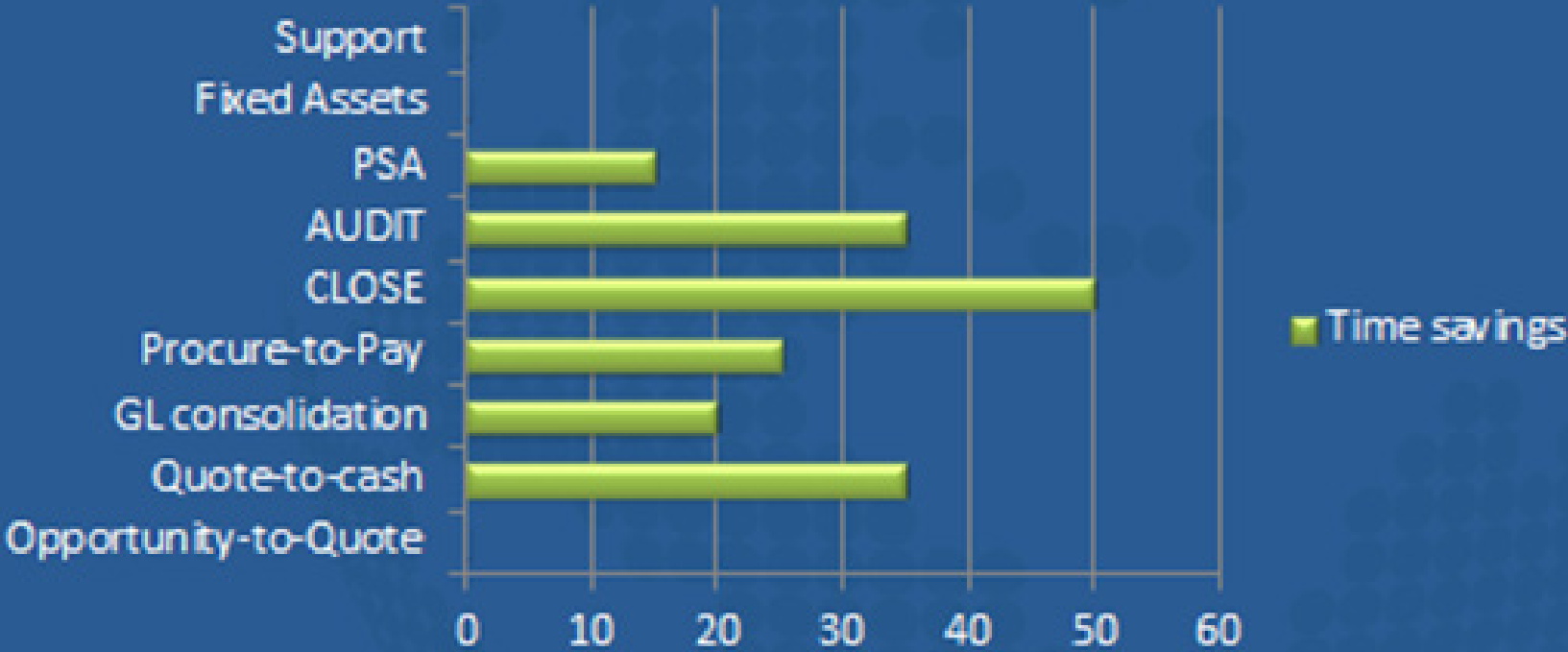
There are a number of common triggers cause companies to evaluate and deploy cloud-based ERP solutions. Among those triggers:

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**Mergers & Acquisitions:** New company units often bring with them IT applications and databases that are difficult to maintain or integrate.
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**Divestitures:** Business units spun off from a parent company often need to get up and running quickly with their own, independent IT solutions.
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**Adding New Products and/or Markets:** Legacy ERP systems or spreadsheet-based operations can struggle to accommodate companies as they diversify into new product categories or into new geographic markets.
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**Adding New Channels:** Companies attempting to add new sales and distribution channels such as ecommerce can struggle to do quickly and cost effectively with legacy systems.
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**Going  Public:** Fast-growing companies considering an initial public offering often find that their existing IT systems can't accommodate their growth and can also demand excessive attention from an over-burdened finance department.



# Summary – Time Savings by Process

Time savings %



3/20/2015

3



OneWorld Driven Efficiencies at CallidusCloud

# Benefit: Standardizing Business Processes and Data



Serving as the financial arm of the state government, the Texas Office of the Comptroller is a \$100 billion operation that oversees approximately \$17 billion in annual procurements by thousands of state and local agencies. About six years ago, the office “had the idea of creating an Amazon-like experience for our customers,” according to the Comptroller’s chief technology officer. To create a common and centralized purchasing portal for all of the state’s agencies, the Comptroller’s Office turned to NetSuite OneWorld.

The Comptroller’s Office first rolled out the portal, called TXSmartBuy, to the Department of Transportation, and plans to gradually bring onboard all 200-plus state agencies. Procurement agents can go to the TXSmartBuy marketplace, select products, put them in shopping carts and order them, much as with any ecommerce site. The first users “were ecstatic about it,” says the CTO, as they were able to eliminate many double entries, increase their flexibility in delivery and billing, and realize other benefits. The CTO estimates that his office was able to deploy the cloud-based OneWorld system at least three-times faster than they would have been able to deploy an on-premises solution.



[ Texas CPA leverages NetSuite to drive ERP ]



The CTO of the State of Texas’ Comptroller’s office discusses how they are leveraging NetSuite to build an Amazon like site for their state contracts management.

TXSmartBuy - Customers and Scope

