How to Recognise the Signs that Your Business Has Outgrown Sage 50

As an accounting program, Sage 50 offers a good start for any small business; it's fast, reliable, and simple to use. Businesses are able to effectively manage day-to-day accounting with the program's cash flow, invoicing, banking, and customer features.

However, as your business grows, be it the volume of sales; number of employees; additional offices, retail shops, or warehouses; you have perhaps noticed that your operations are not running as smoothly as they once did.

Your business requirements have changed, but that's okay. By learning the telltale signs that your business has outgrown Sage 50, you can open up your business to the next stage of growth.

Here are some of the most common signs that signal your business has likely outgrown your accounting program, Sage 50:

You Have More Than 20 Employee Users in Your Company

Sage 50 limits the number of users that can simultaneously access and use the program. By upgrading Sage 50 to a higher user capacity, businesses can temporarily plug the hole. However, this does not address the need for additional business functions and since a new capacity still looms over the business, there will continue to be future disruption. If Sage 50 were a scalable business program, number of users wouldn't be a cause for concern as your business continues to grow. Instead of using an accounting program, growing businesses often switch to an enterprise resource planning (ERP) program because it doesn't present a user cap nor does adding additional users affect system performance.

Sage 50 User Support System is Unable to Meet Your Business Needs Today

Having spent many hours on the phone with technical support, you may have realised that they are unable to address your growing business needs; software workarounds are not available or come with added costs. ERP programs on the other hand have a robust ecosystem of support and solutions for even the most specific of business requirement. Typically sold by resellers, ERP programs include specialised support consultants that are also business process implementers. This combination means that they understand business as well as how ERP can be used to the benefit of the customer.

You've Realised There isn't a Product Roadmap

As your business grows you've realise that you need more functionality to support new requirements such as customer relationship management (CRM), more robust inventory management, and timely reporting. The trouble is that the features you are looking for are not available in Sage 50 and the add-on solutions available are not seamlessly integrated with the program. This reduces visibility, may require manual processing of data and more of your most valuable resource as a business owner: time. Without a product roadmap for the Sage 50 program it becomes obvious that features that are "in development" won't be ready for when you need them most. You can't wait on the company to add the critical features you need because you need them today, not tomorrow.

You Need CRM and Host of Other Mission Critical Features Not Available in Sage 50

Customers are the lifeblood of any business. You've begun to establish your brand in the market as a going concern and have started to see signs of sales growth and have your accounts well in order. The next step is to ensure that you know more about your customers' needs and that you take care of them.

ERP offers CRM functionality as part and parcel of the program as opposed to a complicated add-on feature that adds to your business' overhead Because ERP is a single integrated business program, it avoids the need for manual data entry of customer accounts between a CRM program and the business backend. This saves time, reduces human error and makes doing business with the customer much easier.

Reporting is a Manual Process That Take Days to Prepare

Does your intuition as a business owner tell you that your customers' preferences are changing? Certainly, you can see evidence in your sales figures, but can you really delve into business data in a meaningful way to identify market trends? Without a strong reporting platform, you can't get a sense of just how well your business is performing with Sage 50.

Your Inventory Management is Not Sufficient to Support Further Growth

Inventory is the lifeblood of any wholesaler, retailer, or distributor. Having experienced growth, you realise that you'll need to expand into additional warehouses to support your inventory growth. Managing multiple warehouses is not possible in Sage 50 program.

What To Do Once I've Outgrown Sage 50?

If your business has already encountered some of these signs, then moving from an accounting program like Sage 50 to an ERP program is the next step for a small business to ensure it can continue to grow.

There may exist a misconception about ERP programs; that they are too big or too complex for small businesses to use. Unlike accounting programs however, ERP provides businesses with much more flexibility.

Once you have outgrown Sage 50, an ERP program offers your business the ability to support the functions you need at each new stage of growth. Whether it's CRM, greater inventory management, or management reporting, ERP programs can scale to meet your needs for new functions as you need it; preventing interruption to your operations with frequent program upgrades typical in small business accounting programs like Sage 50.

Need More Help Recognising the Signs That You've Outgrown Sage 50?

As business process implementers and business program resellers, Vision33 has decades of experience in helping growing businesses determine the best business technology solution once they've outgrown their current accounting program. If you are still unsure about whether or not your business has outgrown Sage 50, visit www.vision33.co.uk for more information or to speak with a certified Vision33 ERP consultant to schedule a free ERP demonstration to see how ERP can benefit your growing business with scalability, and support for the key functionality you need in single integrated and scalable business program, email contact@vision33.co.uk.