

Are You Looking to Change Your Accounting or Business Management Software Solution?

Over the years, DWD Technology Group has helped hundreds of companies choose business software solutions that best fit their needs. Through these years, we've learned a few important areas that should be considered when evaluating new software for your business and would like to share them with you.

Considerations When Choosing a Software Solution

- 1. Develop a list of must have features and like to have features. A software partner may be able to assist you with this.**

It is important to identify features that are absolutely vital to your business so that you can be sure the selected system fulfills your most important needs. Often a software partner will have a needs assessment document or process to help you assemble and organize your list.

- 2. Make sure you can use the software for everyday activities. Ease of use is one of the most important considerations.**

Even though a software package may have tremendous features, it doesn't mean it is the right software for you at this time. Sometimes software features can be too complex for you or your staff to use for everyday activities.

- 3. Ask if the software can be customized. If it cannot be customized, it is crucial to ensure it meets your needs now and in the foreseeable future.**

These days, almost all accounting software has the ability do minor report changes or changes to forms such as invoices and checks. But not all programs allow you to add fields to screens or change the way the program functions. Your business needs will change over time and it's important to take into consideration that a customizable program is more likely to adjust to those changing needs thus eliminating the necessity to change software programs again in the future.

- 4. Determine if your current hardware will run the desired software system.**

Most software developers have systems specifications that describe in detail the hardware required to run the application. Be sure to consider whether hardware updates to the server or workstations are needed before purchasing new software.

- 5. Ensure the software developer is financially sound and committed to the product so that support will be available not only now, but into the future.**

Over the years a number of software developers have gone out of business as they weren't able to survive tough economic times. Unfortunately, when this happens often times their customers are left without program upgrades or support. Be sure to protect your software investment by learning if the software company is financially sound and committed to the software application.

It's been said that an expert software partner can take moderately adequate software and make it work for a company. Unfortunately, the converse is also true that an inexperienced software partner can take a very solid software package and lead a project to failure. Here are a few items to consider when selecting a software partner.

Considerations When Choosing a Software Partner

- 1. Choose a partner who will take the time to understand your needs and thoroughly walk you through the software before you purchase.**

The selection of software should be about you and your business needs. You should expect your software partner to spend time understanding what's important to you and showing you how the software will meet your needs in a detailed demonstration. Be sure it's not a surface level demonstration that only shows the bells and whistles of the application.

- 2. Determine if the partner has your best interest in mind. Are they truly trying to find a solution that works best for your business, or are they just trying to sell you their software package?**

There is no perfect software solution. In most cases you can expect to make some sacrifices on your like to have list. Your software partner should show you the positive features with their software but perhaps even more importantly, inform you of limitations or areas that are not ideal for your business. You need to make an informed decision so it's crucial to work with a software partner that has your best interest in mind.

- 3. Ask if the software partner has multiple staff available to support you, particularly in emergencies**

How many consultants do they have on staff? Imagine it is 4:30 on a Friday and you have employees lined up at your door waiting for payroll checks. There are times it can be very important to work with a company that has multiple support resources available to you.

- 4. Ask if the partner has the ability to customize the software**

It can be very advantageous to work with a partner that has on staff expertise to tailor the software to your particular needs. It not only shows the partner is serious about supporting the application, it can help you get the most from your software investment by making sure it functions the way your company needs it to function.

- 5. Determine if the partner understands not only the technical capabilities of software but also the practical uses for your business. Can they explain it to you in English?**

To get the most from your investment in software, you need a company that understands the software and most importantly how it can be applied in your particular business. They should be a resource for technical, accounting, payroll, distribution and manufacturing advice as it relates to the software implementation and support.

About DWD Technology Group:

DWD is unique in our industry as we sell and support several of the leading accounting and business management software systems. We've assisted hundreds of companies choose and implement the right software for their particular needs. By using our step-by-step approach of needs analysis, evaluation, selection, implementation, training and support, we are able to best evaluate and recommend a course of action designed specifically for your business. We feel our consulting process and technical expertise is every bit as valuable as the product you select for the ultimate success of a project. Visit www.dwdtechgroup.com to learn more about our products and services.