



# Intelligent ERP: Creating New Value for Growing Businesses

Why Next-Gen Business Management Software Is Critical to Growth

## The New Needs of Growing Businesses

Increasing productivity and agility are top business priorities for growing businesses — now more than ever — since COVID-19 introduced new business norms that decentralized workers and interrupted traditional supply chains.

37%

of growing businesses cite improving productivity as a top five business priority.

33%

also call increasing business agility/flexibility a top five business priority.

Source: Worldwide Small and Medium Business Survey, IDC, October 2020

## What Business Value Can Intelligent ERP Create for Growing Businesses?

Intelligent ERP (iERP) systems are next-generation business management software with advanced intelligence such as robotic process automation (RPA) and artificial intelligence (AI) built into the system's core. Spreadsheets or legacy systems updates don't provide similar business value or operational benefits

22%

of growing businesses say one of their top 5 technical priorities is "moving key data out of spreadsheets."

21%

specifically cite the need to implement finance and business management systems as a top 5 technical priority.

Source: Worldwide Small and Medium Business Survey, IDC, October 2020

## How Intelligent ERP Supports Growth

iERP uses next-generation capabilities to help organizations utilize resources more efficiently, develop greater visibility into business health, and surface better insights to improve forecasting models to enable smarter and more opportunistic business decisions.

In 2020, growing businesses considered "digitally determined" outperformed laggards by **over 20%** in YOY revenue.



72%

of growing businesses have either deployed or plan to use AI available within business applications to automate their processes.

Source: Worldwide Small and Medium Business Survey, IDC, October 2020

## What Business Drivers Signal It's Time for a Modern System?

Businesses that adopt iERP typically seek to overcome outdated, non-cloud-based business applications and the fragile integrations between disparate systems, while harnessing the power of their data to make more profitable decisions at the right moment.

35%

identified "legacy applications and custom code" as one of their top three barriers to meeting business goals.

41%

of growing businesses cited the need to "grow revenue" as their top business priority.

Source: Worldwide Small and Medium Business Survey, IDC, October 2020

## Intelligent ERP: Bringing It All Together

iERP is not just a transactional system to store data and run reports; it's a system that uses that transactional data to learn about a growing business, providing insights and automation to help it run more effectively.

As a cloud-based system, iERP is also more accessible.

62%

of growing businesses are planning in the next 12 months to leverage business applications that can surface insights.



The top AI use case for growing businesses is to leverage RPA for data extraction and capture to avoid manual keying.

Source: Worldwide Small and Medium Business Survey, IDC, October 2020

## Message from the Sponsor

Intelligent ERP solutions from SAP helps customers across industries with industry best practices built on 50 years of experience become best run businesses, enabling them to grow and align resources more efficiently. Unlocking the power of artificial intelligence helps employees make better, more informed decisions, drive out waste, grow healthy financial reserves, and develop business resiliency with rapid time-to-value.

**We would like to invite you to learn more about SAP's Intelligent ERP solution SAP S/4HANA Cloud and hear from our customers.**

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