

The Ultimate Guide to Enterprise Resource Planning (ERP)

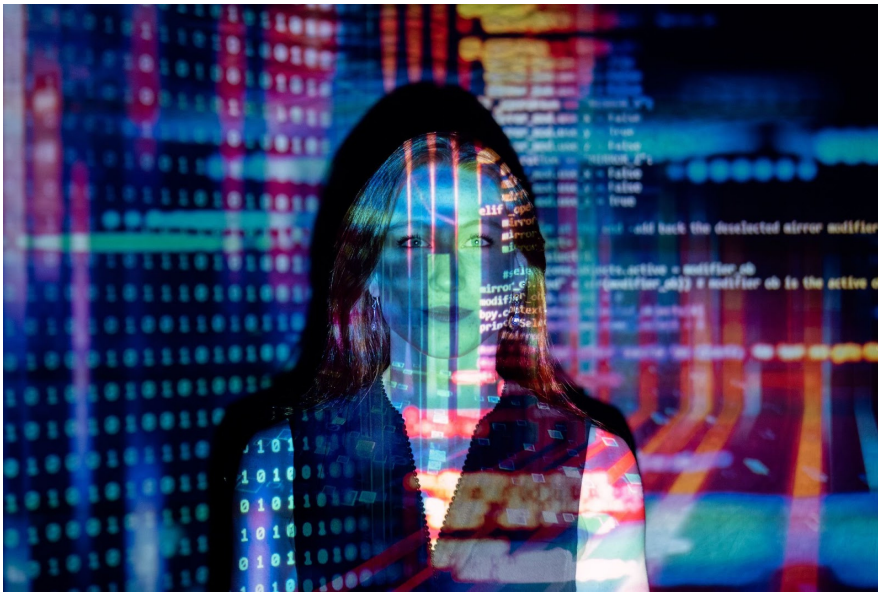
E-Book

Deskera
run your business





OVERVIEW & CONTENTS



A business's survival hinges on having a competitive edge - a must for any firm. Whether it's Amazon or a mom-and-pop store, they need to stand ahead of their competition. Enterprise Resource Planning, also known as ERP, gives your business that edge.

According to G2, "The global ERP software market is projected to reach US\$78.40 billion by 2026, growing at a CAGR of 10.2% from 2019 to 2026.

This guide will help you with the basics and details of ERP, which entails:

- **Why do businesses need an ERP system?**
- **What is enterprise resource planning?**
- **How can an ERP help improve and grow a business?**
- **Understanding ERP functioning and its key features**
- **Advantages of ERP**
- **What are the various ERP modules?**
- **What are the various ERP systems?**
- **Who uses an ERP system?**
- **How to select an ERP system**
- **ERP implementation**
- **When does your business need ERP?**
- **What industries can ERP be used for?**
- **ERP FAQs**
- **Future of ERP**
- **Deskera all-in-one ERP system**

Before we get into the details, we must understand why businesses need an ERP.



Enterprise Resource Planning

WHY DO BUSINESSES NEED AN ERP?

Let's say your business goal for the next two years is to

- Make your business processes efficient
- Expand your business
- Increase your company's revenue
- Reduce your working capital
- Serve your customers better

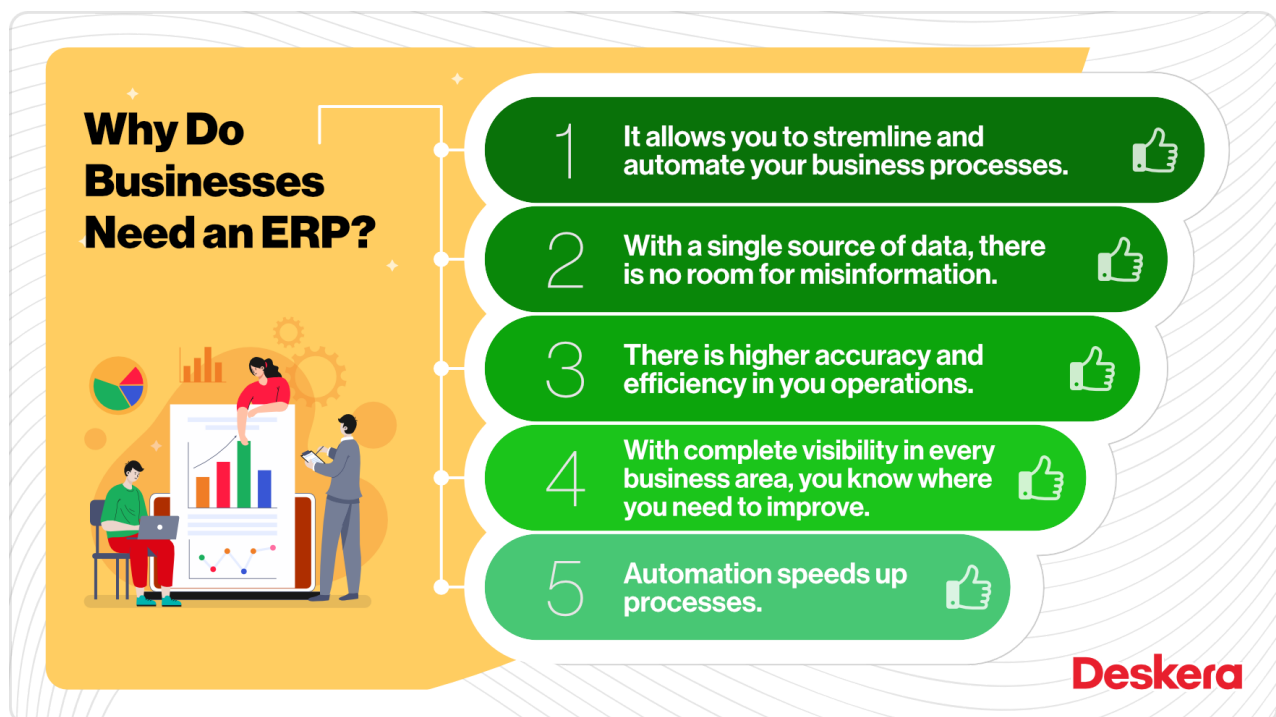
How do you achieve them when there are already a hundred things on your plate? You are creating invoices, micromanaging customer orders, and filling data manually.

And have limited clue which department is underperforming and why.

What If you have a hand to manage all your regular tasks and provide you with accurate information.

An ERP solution takes care of all the above challenges and much more.

- It allows you to streamline and automate your business processes.
- With a single source of data, there is no room for misinformation
- There is higher accuracy and efficiency in your operations.
- You know where you need to improve with complete visibility in every business area.
- Automation speeds up processes.





Enterprise Resource Planning

WHAT IS AN ERP?

ERP software allows your business units to talk to each other. It integrates all the units of an organisation into a single information system. Thus, businesses can collect, store, manage, and interpret data from various departments.

For instance, the sales team is to get a bonus for achieving a particular sales target. The ERP database stores the information when a team member reaches the target. The authorised HR and accounts team users can view and use this update for further courses of action.

Since the sales, HR, and finance teams have access to the same database, they work in tandem. This cross-functional flow of data is possible because of a centralised database. With a continuous update of data in real-time, you know what is happening in every department.

ERP systems can track resources such as finances, raw materials, production capacity, and inventory. Additionally, you know the status of your commitments - orders, accounts payable, payroll. It increases an organisation's operational efficiency by better use of company resources. Thus, business owners and employees can spend their time doing productive tasks.

ERP Definition

In simple words, ERP software manages and simplifies your business's day-to-day operations. ERP has two terms in it - ERP application/module and ERP system/suite.

ERP application

An ERP application or ERP module takes care of a particular business need. For example, finance, accounting or HR module. Many ERP modules are available in the market, which we will discuss later.

ERP System

All the modules together form the ERP system that takes care of your business end-to-end. Thus, the ERP system/suite is an umbrella with various ERP modules.

You can choose and buy a combination of modules of the ERP system as per your business requirements. You can add more modules to match your needs with business growth. Since the ERP system is a plug-and-play model, these modules can easily be integrated. Businesses need to pay the license fee for these modules, and they are good to go.

With its applications, an ERP acts as a catalyst in enhancing department functions. It manages all the core processes - bookkeeping & accounting, inventory, customer relations, human resources, and more.



Enterprise Resource Planning

HOW CAN ERP HELP YOU GROW BUSINESS

An ERP system streamlines your business processes.

The ERP system encourages cross-functional communication and transparency with a single data source. It promotes better collaboration among departments and employees, which increases business productivity and performance.

ERP helps you identify the gap in your processes and operations, which, when improved, can positively impact your business.

With up-to-date data and real-time access, key decision-makers within the organization can make sound decisions. The outcome of an informed decision leads to increased efficiency, cost reduction, and enhanced market share.

ERP for your business is a diagnostic method highlighting your company's health. A complete health checkup will similarly tell you the status of each part of your body.

Studying the patterns and providing comprehensive insights into every process, an ERP tells your business unit's details and identifies the discrepancies.

The ERP system integrates varied organizational systems and facilitates error-free transactions and production, enhancing the organization's efficiency.





UNDERSTANDING AN ERP SYSTEM'S FUNCTIONING

What makes ERP a desirable software among businesses of all sizes.

Key features of ERP:

Uniform Database

With a centralized database, there is only one source of information. Thus the organization's departments sync with each other—no more working in silos. There is consistency and transparency among the various business units of the organization. With smooth to and fro data transfer, the common repository helps uninterrupted communication between the modules.

Business Process Integration

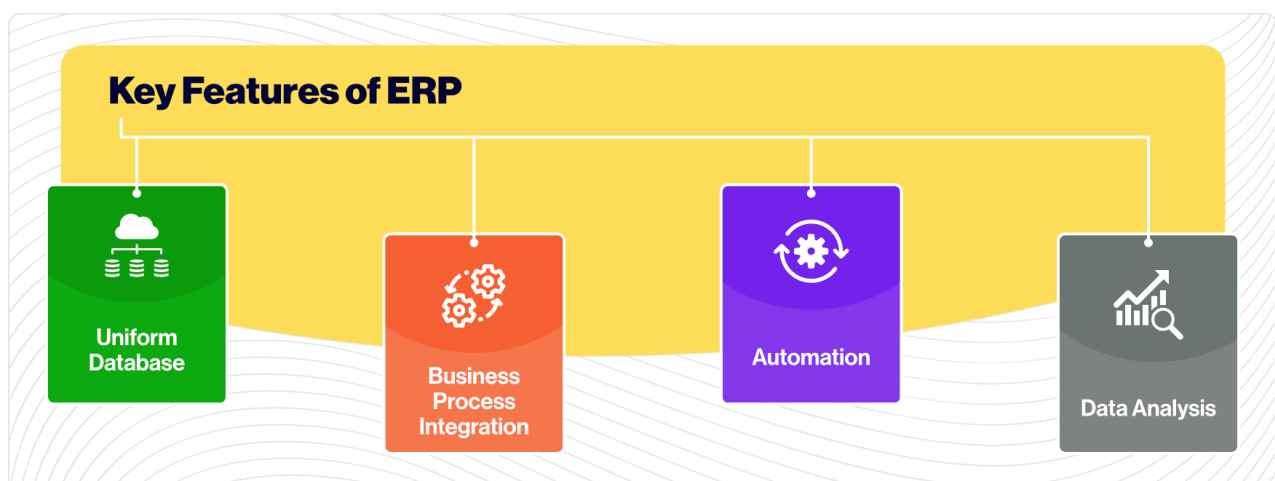
An ERP system integrates various business processes. Integration of these processes helps business units communicate and synchronize work efficiently. Better collaboration and knowledge sharing help increase workforce productivity. An ERP system plays a vital role in binding together the various business processes of an organization.

Automation

Automation of processes reduces manual error and improves the accuracy of business processes. You don't need to waste your time on redundant tasks.

Data Analysis

With accurate and real-time data, you can plan your next steps. Comprehensive reporting and analysis help you with better budget management. Additionally, you can prepare for the demand forecasts. ERPs allow businesses quicker access to crucial information. Thus, you increase your response rates for employees, vendors, and partners. The outcome is increased employee satisfaction and better relations with your partners. With complete visibility into each department, you know their current position and performance.





UNDERSTANDING AN ERP SYSTEM'S FUNCTIONING

Advantages of an ERP Software System

Let us look at some of the advantages of ERP software systems:

Cost Savings and Improved ROI Efficiency

An ERP system streamlines and automates your core business processes; therefore, you eliminate the mundane tasks and errors that might occur due to the manual entry of data. It makes your business process efficient to utilize your resources to increase productivity and get the best ROI.

Deeper Insights

With ERP, cross-functional communication is top-notch. No department works in silos. Since there is a constant source of information, you have a detailed view of every department's happenings. You can improve your decisions using a single aggregated data system with better business insight.

Accelerated Reporting

Automated reports generation, such as Profit & Loss statements, cash flow statements, balance sheets, etc., is faster in generating reports. These comprehensive reports give you insights, highlighting the patterns through graphs immediately coming to your view. You can act upon those insights without wasting time improving your business performance.

Lower Risk

Since you have a transparent view across all the departments of your business, you have your business under your control. You can plan your future course of action based on accurate and authentic data to predict and avoid as much risk as possible.

Simple Back and Front-End Management

An integrated ERP system has a bundle of applications, and can talk to every department within the organization. Thus, all the employees are on the same page and are used to the same user interface and dashboard.

Enhanced Collaboration

With a continuous flow of information between the various business units, there is efficient collaboration and coordination among employees and departments, resulting in the smooth functioning of your business.

Agility

The ERP software's key features make your operations efficient and your business agile, so you are always ready for new opportunities and challenges.



Enterprise Resource Planning

UNDERSTANDING AN ERP SYSTEM'S FUNCTIONING

Manage Regulatory Compliance

An ERP system helps you efficiently manage your compliance with regulatory standards.

Improved Supply Chain

The ERP system helps simplify the entire supply chain process and takes the burden off your shoulders of inventory, warehouse, order fulfilment, and so on, thus making your customers happy. It also helps in demand forecasting to help you plan and prepare for any surge.

Scalability

The ERP system is scalable as your business grows. You only need to pay the license fee for the required modules. You can plug them into your already existing ERP bundle, and you are ready.

Optimize Customer and Partner Management

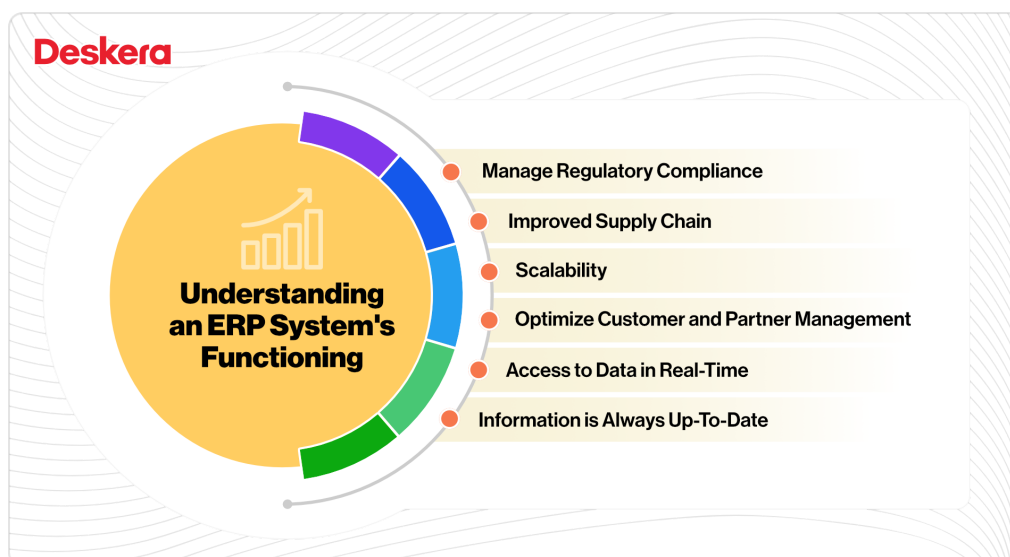
You can manage your customers, partners, vendors, and other suppliers because of your information. You only need to execute plans to utilize that data in the best way possible to manage them.

Access to Data in Real-Time

A modern version of the ERP is the cloud-based ERP system. Since it is cloud-based, you can access all your information on the go. All you need is an internet connection and a device like a mobile phone/laptop/tablet.

Information is Always Up-To-Date

The ERP system is continually receiving data from various departments. This data is updated in real-time when any action happens - product shipped, the payment received, or a deal closure. Information updated to this minute level is a library of all the knowledge you need about your business. You can confidently plan your strategies based on them.





Enterprise Resource Planning

WHAT ARE THE ERP SYSTEM MODULES

As mentioned earlier, each ERP module supports a specific business function and can easily be integrated into the ERP system. The ERP system is a single data source for all the modules. Thus, giving a transparent view of all the departments.

The various ERP modules catering to different departments are as follows:

Finance & Accounting Application

The finance and accounting application simplifies the entire accounting process of your business. It gives you complete visibility of your financial standing and details of revenue and business expenses across departments. Some key features are general ledger, accounts receivable and accounts payable, financial reporting, payroll, and more.

Inventory Management Application

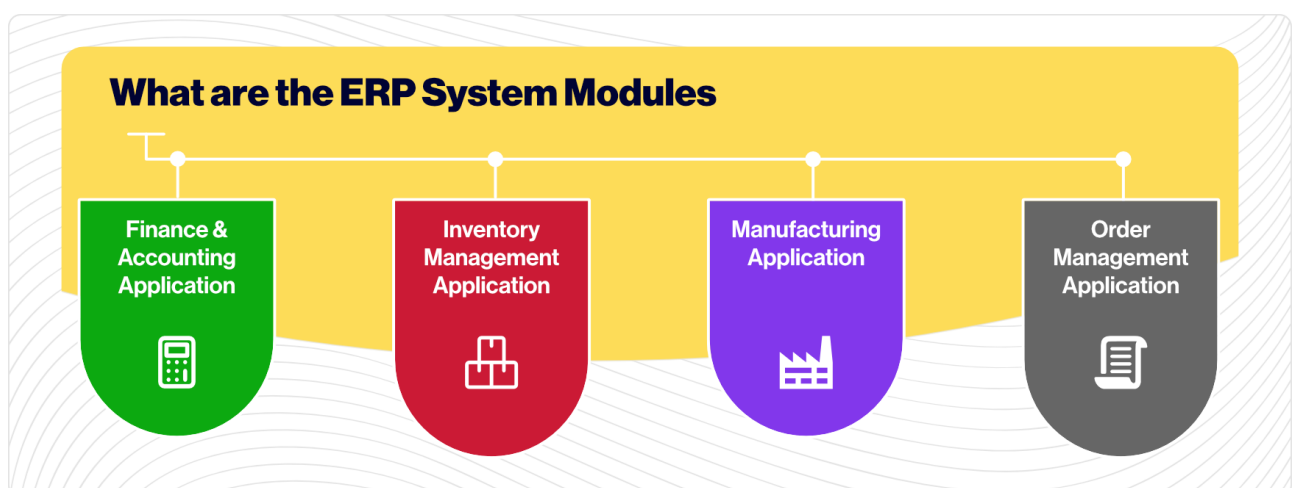
You are never understocked or have to overspend when using an inventory management module. With a detailed view of your current stock, you can make an informed decision on how much you should spend on goods purchases and always have sufficient stock. Its key features are accessible SKU tracking with custom fields, stock level tracking, efficient order fulfilment process, and multi-location functionality.

Manufacturing Application

The Manufacturing module helps manufacturers in production management. The module tracks the status of goods-in-progress as well as the actual output. With clear visibility of items in progress and finished goods, you can plan the production process accordingly to manufacture and deliver goods to vendors and clients in time.

Order Management Application

An order management module tracks the status of the orders as they're picked, packed, and shipped to the customer. Some order management modules can also suggest the best and most economical order fulfilment method - self-fulfilment, third-party fulfilment, or Drop Shipping method, based on your available inventory and the product delivery location.





WHAT ARE THE ERP SYSTEM MODULES

Warehouse Management Application

This application is designed to support and track warehouse operations. It helps receive the supply of goods from the supplier, runs a quality check of the products, and stores the goods in allocated spaces (racks and shelves) in the warehouse. Businesses can track their inventory movement in and out of the warehouse efficiently.

Supply Chain Management Application

A supply chain management module tracks the movement of goods throughout the supply chain. From raw material suppliers to manufacturers to wholesalers/distributors to retailers/consumers, it also takes care of the raw material/product refund or replacement.

Customer Relationship Management (CRM) Application

The customer relationship management (CRM) module helps you manage your customers, leads, prospects, and entire sales processes. Some of the critical features of a CRM include maintaining the company's interaction history, accurate record of the customer, lead or prospect, purchase history, etc. A robust CRM module has a contact manager and segmentation features where your team can get a clear view of all the communications that have taken place between both of you, and their region.

HRMS

Human Resources Management (HRM) Application

An HRM module records employee attendance, shift timings, hours worked, etc. It also helps manage the payroll of employees. This application is a storehouse of all the relevant information of your employees, such as offer letters, appraisals, performance reviews, etc. It helps track paid time off/leaves and other benefits information.

E-commerce Application

An e-commerce module allows retailers and brands to manage their online stores' back- and front-ends. You can manage your site's user interface and keep your product page updated so you don't lag behind your competition.

Marketing Automation Application

This module takes care of all your marketing campaigns across all platforms, including email marketing, website marketing, and social media marketing. Thus, a marketing automation application is crucial in boosting leads, increasing sales, and raising the customer loyalty bar.

Some other ERP modules are Purchasing module, Professional Services Automation, Distribution, Business Intelligence, Business Analytics, Electronic Data Interchange, and Computerized Maintenance Management System.



WHAT ARE THE ERP SYSTEM MODULES

How Do ERP Modules Help Businesses?

Businesses benefit a lot from an integrated ERP system with multiple modules. You can purchase, mix and match the various modules as per your current requirement and can always plugin new modules into your ERP system as you scale or your requirements increase/change.

The best part is that you don't have to change your ERP system as your business evolves. Since it is a plug-and-play model, you don't need a new ERP system. Your foundation remains in place; all you need to do is purchase the new modules that you require. These modules can easily be integrated into your existing ERP system.

Cost of Each Module

How an ERP vendor charges depend on the type of ERP you purchase. For instance, if you are purchasing an on-premise ERP system, you will most likely be charged a per-user license fee, whereas you may be charged per user per month or year basis for a cloud-based ERP system. In some cases, there are transaction-based charges.

It also depends on the modules the vendor offers in his core package and your additional requirements. For instance, some vendors provide finance, accounting, and inventory modules together, and if you want workforce management modules, you may also have to add the latter.





Enterprise Resource Planning

TYPES OF ERP SYSTEMS

There are a wide variety of ERP software systems are available in the market today. A business can choose from them depending on its size, function, and needs. Each ERP system can be customized to support a business's various functions, requirements, and the type of deployment method that suits it.

Types of ERP based on deployment models

Based on the type of deployment options, ERP systems can be classified into three types: On-premise ERP, Cloud ERP, and Hybrid ERP

On-Premise ERP	Cloud - ERP	Hybrid - ERP
	• Public Cloud-ERP • Private Cloud-ERP	• Two-Tier ERP

On-premise ERP

It is the traditional model for deploying ERP software. In this model, the ERP software is installed in your data centre, and you control everything- from installing hardware and software to its maintenance. In this situation, implementation is a cumbersome process.

Cloud ERP

In this system, the ERP software runs on a cloud computing platform. Here the installation and maintenance of the system are handled by the provider.

It can further be classified into two types.

Public cloud ERP

SaaS ERP solutions are deployed on the public cloud. In this type, systems and applications are hosted remotely by third-party servers. The system provider hosts the ERP system on its data center or may lease space on a public cloud. The software provider manages all hardware, systems, and support services. Here the implementation process is quite simplified and quicker.

In the Public Cloud ERP deployment model, your software provider will also take care of all the installation, maintenance, and support – including all software updates and upgrades.

Private cloud ERP

In this case, hardware, software, and support can be owned, managed, and operated by the user company, a third party, or a combination of both. As the name suggests, private cloud ERP is dedicated to a particular organization.

Hybrid ERP

A hybrid ERP has elements of cloud and on-prem deployments. It provides the flexibility to choose the optimal deployment for each application. Both these deployment models are combined to create a hybrid cloud ERP. Some of the ERP applications and data will be in the cloud, and some on-premise.

Two-tier ERP

One hybrid approach is two-tier ERP, where an organization keeps its legacy (on-premise) ERP at its head office but deploys cloud ERP for its subsidiaries and regional offices. These cloud solutions are integrated with the legacy system.



TYPES OF ERP SYSTEMS

Type of ERP for Various Business Sizes

Small business ERP

As a small business owner, you must purchase the correct ERP software for your business. You need to know your requirements well and not go with the flow. Too many functionalities than your requirements can complicate the process and add an extra burden to your pocket.

ERP for small businesses is available in the cloud and quickly installed. You must ensure that the system can scale per your business requirements and be implemented promptly. All these features are readily available in a Cloud ERP system. It is affordable, easy to manage, does not require a team of experts to manage the software, and has an easy implementation process.

Mid-Market ERP

Midsize organizations should look for an ERP system that can meet their current business requirements and should be able to scale as per their growing business needs. In this segment, cloud ERP is the most popular software solution. As mentioned above, cloud ERP does not require a dedicated team of technical experts to run it; it is accessible from anywhere, anytime, and is quite affordable and user-friendly. All these features make it the most sought solution among midsize businesses.

However, some midsize companies may go for on-premise or hybrid ERP deployment. This option is valid if they have enough finance and resources to manage it.

Enterprise ERP

Enterprise ERP is the best fit for large organizations like multinational companies. They require a robust ERP system with new-age technologies to support all their business units. Large organizations need an ERP system that can churn vast amounts of data and manage the demands of many business units at once.

ERP systems can be deployed on-premise, in the cloud, or in a hybrid scenario depending on business needs. However, you may often find such organizations with an on-premise ERP or hybrid setup. It's not like a cloud ERP system is a big no for these large companies. It's just that they used an ERP system before cloud technology existed.

However, given the benefits of the Cloud ERP system, many organizations have adopted or are adopting Cloud ERPs. Some enterprises have also deployed two-tier ERP, wherein the cloud ERP system is integrated with the legacy ERP system.



Enterprise Resource Planning

WHEN DOES YOUR BUSINESS NEED ERP?

When you are unwell, your body gives you specific indications. In such scenarios, what do you ideally do? Meet a doctor, and undergo some tests to find out what's wrong with you.

Similarly, when your business is not doing well and needs an ERP system, it will indicate customer dissatisfaction, delayed product delivery, unhappy employees, unmanaged finances, etc. At that time, you need to run regular checks of your systems and processes to identify what and where processes go wrong.

Here are a few indications that show all is not well with your company's processes, and you need an ERP system at the earliest:

Difficulty in managing day-to-day processes

If you spend too much time and resources managing key activities, switching to an ERP system is your final call.

Paper-based accounting, financial reporting, etc., are overly time-consuming processes. Additionally, if different applications are used in various departments, they work in silos. With no communication, these applications might be doing more harm than good.

ERP software will integrate all the applications and data into a single system with a familiar interface, making communication easier for departments.

Difficulty in accessing information and analytics

Without deep insights into your business, you don't have in-hand access to critical information such as product sales by region, by city, by country? If you are unaware of this kind of granular information, Enterprise resource planning software is a must.





WHEN DOES YOUR BUSINESS NEED ERP?

Complicated business processes

Are you having trouble managing crucial processes such as inventory, order fulfilment, or satisfying customers? If you nod in affirmation, your business processes probably struggle to cope with the organization's growth. It is a good enough reason to move to ERP software.

Struggling with manual processes & multiple data sets

If you use separate applications for separate business units and the processes are independent, you are wasting too much time on task duplication. Since each application is independent of the other and each department is busy with its own thing, most likely, you are involved in duplicate data entry. Also, you may be wasting your energy on mundane tasks without automation. All this amounts to delayed reporting, manual errors, inaccurate and incomplete data, and un-informed decision-making.

Spending too much time managing your business process

If you are invested too much in managing your business processes, you miss many exciting opportunities for business expansion and growth. Well, it's time to move to an integrated ERP system. A modern ERP includes new-age technologies that can help you identify new opportunities to be ahead of your competition.



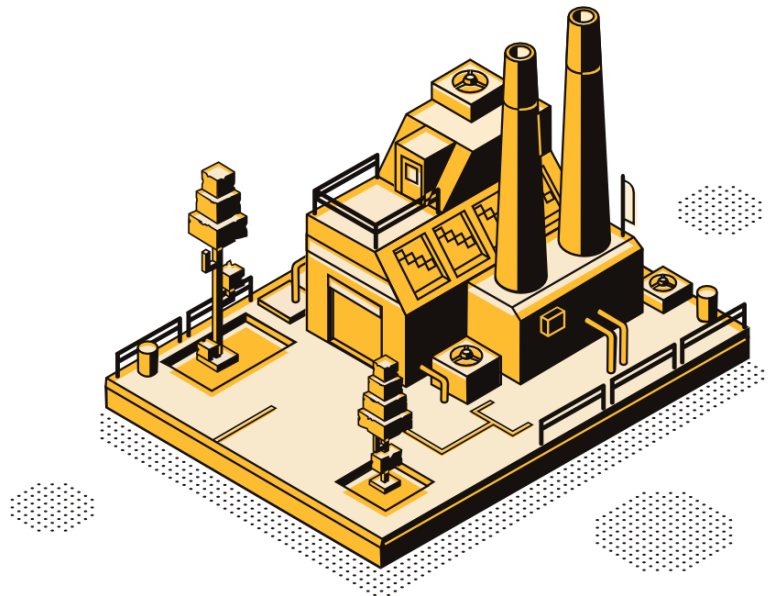


WHAT INDUSTRIES CAN ERP BE USED FOR?

ERP is a universal software used in any industry with any business model to help them become more efficient. An ERP system takes care of your entire business processes end-to-end with effective interdepartmental communication, flexibility, agility, and other extensive core functionalities.

Here's a list of Industries that use ERP to run their businesses. Please note that ERP usage is not limited to the industries mentioned below.

- Advertising and digital media
- Consulting
- Education
- Power & Energy
- E-commerce
- Financial services
- Food and beverage
- Healthcare and life sciences
- IT Resellers
- Retail
- Manufacturing
- Media and publishing
- Nonprofit
- Professional services
- Restaurants and hospitality
- Software and technology
- Startups
- Transportation and logistics
- Travel & Tourism
- Wholesale distribution





WHO ARE THE BENEFICIARIES OF ERP?

An ERP system overall improves the entire functioning of an organization. Almost every department benefits from an ERP system, but the direct beneficiaries are finance/accounting, distribution or supply chain, sales and marketing, and human resources.

Accounting team

They must track and maintain a record of every financial information in the system. Among many other things, an ERP system helps the accounting team expedite recording purchase orders and bills. It maintains a single consolidated repository of accounts payable and accounts receivables so the team can keep track of your payables and expenses in one place.

Supply chain team

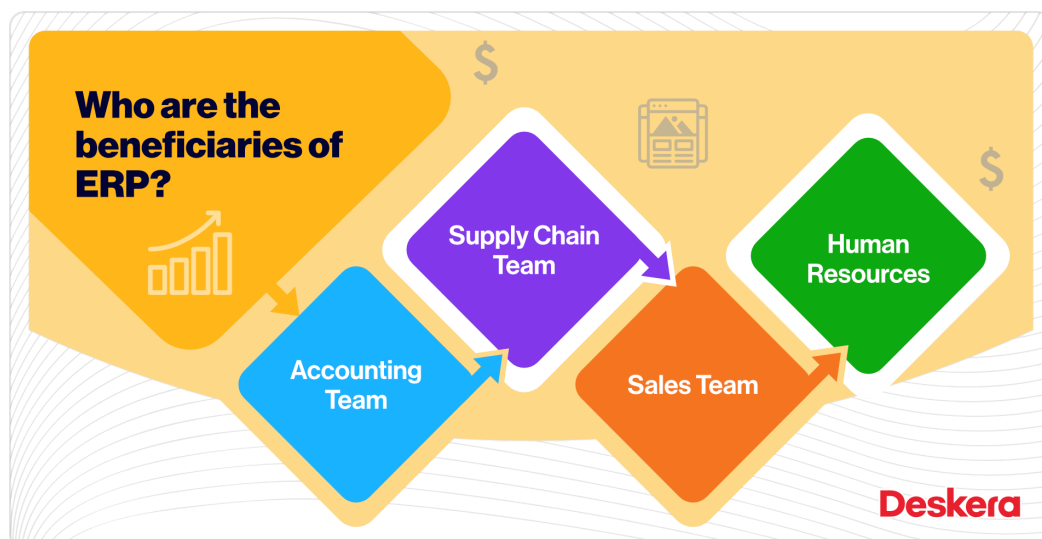
The ERP system takes care of the entire supply chain, from purchasing the goods from the suppliers to getting them delivered to the end customer. One of the key beneficiaries of the ERP system is the entire supply chain team-inventory managers, warehouse managers, the order fulfilment team, etc. Accurate data, on-time delivery of products, efficient picking, packing, shipping, improved backorder management, etc., make the supply chain process management easier.

Sales Team

An ERP solution increases the performance of your sales and marketing team. The software helps manage sales and support efficiently by automating the sales, marketing, and support workflows. Teams can close deals quickly, generate leads through email campaigns, and view performance with detailed analytics.

Human resources

The ERP system helps the HR department track all employee information and efficiently manage payroll. The HR team can easily find any of this information within the ERP system, whether it is the employee's offer letter, appraisals, contact information, blood group, or any other details.





HOW TO SELECT AN ERP?

Honestly, there is no such thing as the best ERP system. It is about which ERP suits you and your organization the most. With so many ERP solutions available in the market, it's essential not to get carried away and to choose your options wisely.

You need to ask these questions yourself before you make your decision:

- Why am I looking for an ERP system?
- What are the challenges that I am facing?
- What are the modules that I am looking for?
- Does the ERP system have those required capabilities?
- Does the ERP meet my company goals?
- Is the ERP compatible with my existing systems?
- Is there a partner network for regional support?

Once you have these answers in place, you need to ponder further what your preferred deployment model is - on-Premise, Hybrid, or on-cloud.

Then the next thing is how big or small is your firm? We have already discussed the ERPs most suitable for organizations of different sizes.

You also need to choose vendors who have a proven track record working with your type of company. Also, you must reach out to their existing customers for reference and read through the product reviews and testimonials on sites like Capterra, Software Advice, and G2. Last, don't forget to go through customers' success stories.

All these steps will help you choose the right ERP system for your business.

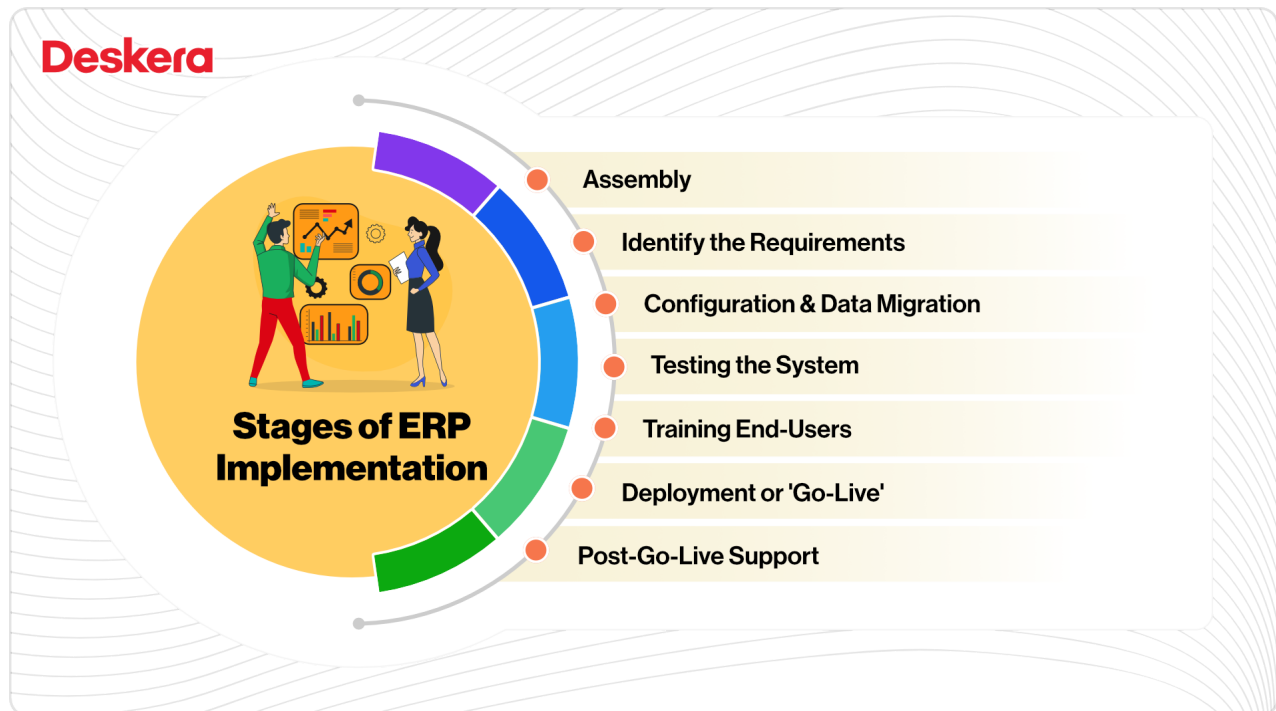
ERP implementation

Once you have chosen the right ERP for yourself, the next step is ERP implementation. The ERP implementation process is all about ERP software installation, configuration, data migration (transferring financial data from the old system to the new), setting users' access based on their roles and responsibilities, and ERP software training.

There is no defined timeline for ERP implementation. It can take a few days to months, depending on the complexity of your business process.



STAGES OF ERP IMPLEMENTATION



Assembly

We discussed researching and selecting the right ERP system in the previous section. Once you have done that, the planning phase includes setting up a cross-functional project management team that will monitor the progress of the ERP implementation process.

Identify the Requirements

This step is also about defining your system requirements and designing new and efficient workflows.

Configuration & Data Migration

This involves software configuration and customization of the software wherever required. Data transfer from the old system to the new one occurs at this stage.

Testing the System

It is a crucial step. The project management team consistently tests the various modules and their features across all departments. They are the ones who develop fixes or adjustments based on the results and retests.

Training End-Users

Training end-users in their specific functional area based on roles and permissions is also a part of the implementation process.

Deployment or 'Go-Live'

Transitions are never smooth, and it requires employees some time to adapt to the new system. Deployment can happen in a phased manner, or all the modules can go live together.

Post-Go-Live Support

This step is about helping users get used to the new system by supporting them, answering their queries, taking feedback, and making changes to the system accordingly.



Enterprise Resource Planning

FUTURE OF ERP

While an ERP system can help businesses enhance their productivity, integrating new-age technologies can further enhance the product's potential

AI & ERP

ERP software with enabled AI can heavily impact the core of an organization's everyday business processes by streamlining routine tasks, reducing operating expenses, and eliminating manual errors.

One of the most important ways businesses can use artificial intelligence is to automate and optimize processes. Artificial intelligence integrated with ERP isn't about getting data from speaking into a device but having a system that understands an organization's goals and can adjust existing processes or institute new ones to achieve and potentially exceed those goals.

Blockchain & ERP

Today, Blockchain technology is being used in one of the most delicate areas that can benefit every enterprise globally. Enterprise Resource Planning or ERP vendors are implementing this technology to help businesses manage their daily operations.

Integrating cloud-based ERP with blockchain technology, enterprises can track data in real-time and keep an immutable record of everything- from inventory management information to equipment maintenance and dispute-resolution systems.

Thus, you can port all the new information into the distributed ledger. What is worth mentioning here is that by integrating blockchain with ERP systems, you can cull out existing data from the enterprise system and can completely control the accessibility of this information.

It allows one to run data checks and quickly generate higher volumes of report orders. Because blockchain records, verifies, and stores each transaction, the technology makes it possible to check a million transactions at once, which is way faster than any other technology.

More & More adoption of Cloud ERP system

As we continue to work in the pandemic era, businesses have realized the importance of digitisation in general and cloud technology in particular. There has been an unprecedented increase in the adoption of the cloud ERP system since last year, and the same trend continues this year. Markets and Markets predict the total cloud-based market could reach \$832.1 billion by 2025.

With robust integration capabilities, user-friendly UI and UX, and cross-platform or mobile-native capabilities, cloud ERP software is an in-thing today for businesses of all sizes.

IoT & ERP

Integration of ERP with the Internet of Things (IoT) can be highly beneficial – for both back-office and customer-facing processes.

Integrating ERP with IoT data helps organizations gain vital business insights in real time with improved data quality. It further allows businesses to analyse real-time and gain actionable insights for improved decision-making.



How Deskera Can Help

Deskera is a leading cloud software provider company that has always been committed to helping SMEs streamline their entire business operation.

Deskera's all-in-one platform is an integrated accounting, inventory, CRM & HR Software designed for business growth. A robust software system is the best fit for ERP for SMEs.

The Deskera all-in-one platform can broadly be bundled into three groups - Deskera Books, Deskera CRM, and Deskera People.

Deskera Books - Finance, Accounting & Inventory

- Configure your sales and purchase cycles and provide controlled access to your teams to manage daily transactions
- Scan documents with your phone to record bills, expenses and purchase invoices
- Connect to over 10,000 banks for faster bank reconciliation
- Multi-currency transactions in over 110 currencies with forex gain/loss calculations
- Manage your finances the way you want with job accounting, project accounting, or cost-centre accounting
- Advanced inventory management with serial, batch, bill of materials, multiple warehouses, stock transfers & adjustments and more
- Built-in financial and business reports which can be sliced and diced as you need for better insights and decisions
- Complete audit trail to keep track of all accounting, financial and transactional activities

Deskera CRM - CRM and Marketing Automation

- Automate marketing, lead generation, sales, and after-sales operations
- Run email marketing campaigns for lead generation, nurturing or engaging your customers and prospects

- Configure rules to create dynamic segments from your contact lists and personalize your marketing outreach
- Create custom forms to capture new potential leads from multiple channels
- Add contacts and leads to mailing lists for nurturing or to sales pipelines for closing deals
- Configure custom sales pipelines and track deals across different sales stages
- Schedule activities, calls or meeting with your contacts regarding deals and even sync your Microsoft 365 account
- Setup an email helpdesk and an online help-site to provide world-class support to your customers

Deskera People - HRMS & Payroll

- Self-service portal for employees and managers to manage payslips, loans, leaves, appraisals and claims/reimbursements
- Employees can use their phones to scan receipts and submit claims, apply leaves and view payslips
- Setup multiple teams and departments for appraisals, leave approvals and claim approvals
- Schedule and run payrolls with automatic tax, contributions and benefits calculations
- Keep different groups of employees on different pay schedules as per your needs
- Maintain detailed records for each employee, including personal details, payroll, time-offs, leaves, advances and more
- Setup custom pay components and automatically calculate wages based on specific conditions such as pre and post-tax deductions
- Automatic journals posted to accounting on payroll finalization



Get All ERP Modules with Deskera



Accounting



Payroll & HR



Sales & Marketing



Analytics & Reports



**Inventory &
E-Commerce**



Automation

**Transform how you run your
business with Deskera**

Try Deskera for Free

Request a Deskera product
tour with our expert

Talk to Our Expert

