

TECHNOLOGY + TALENT

A DISCUSSION FOR STARTUPS EXPERIENCING RAPID GROWTH

You have a successful startup and sales are growing. You're deploying resources, developing processes, and adjusting to changes in consumer demand. **You've got big decisions ahead of you regarding how to hire the right people and how to develop and maintain your technological infrastructure.** These decisions are coming at a critical time when you're being asked to show a visible ROI and prove the long-term capabilities of your strategic plan. It is at this juncture of any business cycle where decisions regarding talent and technology will need to be addressed. **We've prepared this document as a reference guide to challenge your team to ask the right questions internally before making these critical decisions.**

IMAGINE A SOLUTION IN THE CLOUD, ACCESSIBLE FROM ANY DEVICE, THAT INTEGRATES ALL DEPARTMENTS AND PROCESSES. HOW WOULD THAT AFFECT YOUR BUSINESS?

The thought of considering an Enterprise solution should not be intimidating to startups. Consider the potential gains in building a better infrastructure from day one. If your company is currently operating with software that lacks functionality, deciding to make a change now could make for an easier transition. **One advantage of a startup is that it's early enough in the business cycle to rebound quickly from a previous decision to implement lackluster software that is incapable of keeping up with the needs of your business.**

CHANGE IS INEVITABLE within a startup. If you're looking to secure the right team members on a permanent or temporary basis, or you're looking to make adjustments in software, *plan to spend a few minutes with someone from our team to walk through some of these benefits our clients are experiencing...*

- Improved Reporting Accuracy and Timeliness
- Smoother Integration with Finance Across Departments
- Finding Temporary or Permanent Talent that is a Great Fit
- Increased Speed and Delivery through Cloud-Based Options
- Controlling Costs as You Scale the Business
- Removing Redundancies that Negatively Impact Efficiency
- Providing Better Reporting to Internal and External Stakeholders.

Ask about our small business edition model, which offers immediate solutions your team can build upon as your business continues to grow.

The future success of your company is dependent on your ability to manage growth, find and retain the best talent, and have access to experts to help you through any level of ERP implementation.



You can't put all startup companies in the same box. Your situation is unique and will require a specific set of decisions to fit your needs. See if these questions can get your team moving in the right direction. You may, in fact, be in a scenario where you need people AND software.

You might be in need of a TALENT Solution if...

1. Finding the right people has proven to be difficult. Have you had high turnover?
2. Do you have team members who have great skills on paper, but are not working out well in a particular role?
3. You don't have a firm process to find, train, and develop the right talent. How do you develop one?
4. You have projects that are temporary and require a very specific skill set.
5. You are investing in Technology and need outside talent to get it moving in the right direction.

You might be in need of a TECH Solution if...

1. Sales are outpacing projections, creating challenges in reporting forecasts and actuals. You're looking for more accuracy and more timeliness.
2. You're having challenges with month-end closing, matching invoices, and collections.
3. Interdepartmental communication is breaking down. People are waiting for information to make decisions, or worse, making decisions without the proper amount of information.
4. You're starting to see a diminishing ROI or smaller cash flow margins.
5. You're experiencing bottlenecks in product development, inventory, or vendor support.

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