The Right Time to Implement Open Scan®

Thomas Wailgum, writing for CIO Magazine, compared consolidating an ERP with having to cut off your own arm to save your life. You know, like in the movie, 127 Hours, in which our hapless and hedonistic hero goes hiking by himself and becomes trapped by a boulder after falling into a slot canyon and has to break — and then sever — his own arm with his multi-tool in order to escape. Sounds delightful, right? Eh, not so much. (But hey, his experience was the [subject of a Hollywood film](#) so it's not all bad…)

As Wailgum gamely explains, many companies find themselves in an analogous position: They're trapped and burdened by the weight of too many applications attempting to do too many things. Or, you've got many systems trying to do the same thing. For example, if your company has grown through acquisition, you might have ended up with half a dozen incompatible accounting systems. And so while some of these applications are useful, others are simply resource hogs, and, well, they may not be doing anything at all and no one can remember what they're there for… In other words: application bloat.

And so these companies are willing to cut off their arms (metaphorically) in order to prevent a deteriorating system. New ERP, here we come.

No time like the present

When you're considering, or even on the threshold of, embarking on an ERP consolidation or new install, you're already mired in project planning, implementation, and rollout. It seems the last thing you want to do is think about how the receivables and cash application process is going to work.

But this is *exactly* the time to think about it because how you transition your cash application and the processes you have in place while the rollout is happening will set the stage for how future cost savings will — or will not — ensue. Even if you're in the middle of this, if you haven't yet tackled one of the most complex aspects of an ERP, the financial part, this is when Open Scan can come in take care of the automated cash application story.

Normally you'd need to update your cash app process after each step in the process. With Open Scan, your cash application process is stable. We simply update the export file after each change to direct results to the appropriate system.

Configuration of an auto cash program can get very expensive, what with all the customization involved, and when does ROI (return on investment) happen? Open Scan is unique in that it's ERP-agnostic and it doesn't require full integration — it uses a simple file share approach that can be implemented with minimal IT resources. What this means is, if your ERP can ingest a data file, then Open Scan can work for you. It provides almost immediate ROI because it's a low impact, high yield solution.

Your push back is not convincing

ERPs have a stranglehold on IT investments. They're big, they're expensive, and they're downright resource-greedy. You're not really looking forward to fixing it or getting a new one; it takes months of work and sometimes things get lost in the shuffle. And when the Open Scan salesperson calls, you may see the great value and possibilities of

Open Scan but you sure have your reasons for not wanting to do it NOW:

Because of this ERP rollout, we don't have any room in the budget this year

Our solution involves a low, up-front investment. We sit independently outside your ERP, efficiently process your receivables, and then pass the results back into your ERP. Because we're an operating expense versus a capital expense, our customers have found that we are very affordable.

And anyway, why not consider something that shows immediate ROI, not something that may or may not prove itself worthwhile in months, or maybe years?

We don't have the IT bandwidth to handle this right now.

The Open Scan solution is very IT-light; the simple file sharing solution can be implemented and up and running in 30-60 days. We're not going to throw a wrench into your system; we don't need any customization and we can slip right into what you're running (or will be running) almost right away.

We like Open Scan but we have broken processes that need fixing now

Whether you're upgrading or installing a new ERP, chances are your traditional A/R processes are one of the reasons why. Open Scan will fix your broken cash application system; you'll get an effective, accurate solution, and you won't waste money implementing other resource-heavy financial modules and still not get results you were hoping for.

For example, how are your electronic payments working? Are you processing those at an accuracy and speed you're happy with? Or are you hesitating to encourage more of your customers to pay that way because having to manually deal with those payments is more trouble than it's worth? If it's the latter, Open Scan's electronics solution extracts transactional data from all forms of electronic payments and does it automatically, producing the highest match and automation rates available.

And finally:

We'll talk to you after our ERP rollout is complete

No doubt you have many goals when performing an ERP overhaul. And chances are some of your thorniest problems revolve around cash application. Without being a part of your ERP (remember, Open Scan solutions are ERP-agnostic), we introduce better cash application accuracy resulting in higher match mates, the lowering of A/R costs overall, and almost immediate ROI (return on investment).

But by not taking a course of action, by waiting to implement Open Scan, it's a fact that you'll experience opportunity loss because anything past that immediate ROI date means you're losing potential profits and benefits.

Who wants to be the guy to report a loss to their CFO?

Jim Strand, Vice President of Financial Operations at Fortune 500 company Avnet said, "We're ALWAYS in an upgrade; there's never a good time." And yet Avnet went with Open Scan at just the right time: before the ERP upgrade.

Meet a living example

A few months ago, a leading supplier of uniforms, work wear, and related products had a legacy ERP and was just about to implement a new one. Open Scan convinced the company that it could justify the cost savings — the entire project — based on the time and money we'd save them by working with its ERP vendor. When we compared our 30-60 day, low IT-resource implementation to the 18 months+ ERP install, the uniform company realized right away that Open Scan's solution was a low impact-high yield one.

By reaping the benefits of cost avoidance by handling exceptions in the workflow, and because Open Scan caught this company at the beginning of its ERP install, we literally saved it hundreds of thousands of dollars —almost immediately.

Resistance is futile

Still not convinced? Still want to go ahead with your ERP and maybe think about Open Scan after it's implemented? Remember what Jim Strand of Avnet said about upgrades — they're continually happening. And when you decide to make do with the cash application extensions and modules that your ERP company is pushing, that's just more IT support and expenses you'll be undertaking. And ROI? Good luck spotting that off in the distance.

Open your mind and consider implementing Open Scan's cash application processing services before you undertake that behemoth of an ERP overhaul. Your A/R department and your CFO will thank you.

About OPEN SCAN®

Open Scan provides leading-edge automation solutions and services that dramatically improve performance and efficiency of processing enterprise receivables and payables.

Revolutionize your process

To find out how OPEN SCAN® can help you and your company revolutionize the enterprise receivables & payables process, visit us at www.openscan.com or give us a call at 303.333.7444.