5 reasons why successful COOs choose Wiise

COOs and Operations Leads live and breathe efficiencies. Find out the five reasons why successful COOs are ditching accounting packages and spreadsheets and moving to Wiise

01

Removes the need for spreadsheets so the team can process faster orders and getting deliveries out the door

Using an accounting package to manage your financials and a tonne of spreadsheets to keep track of your products, locations and shipments, can make your day to day operation increasingly complex, especially as the volume of data you're handling increases.

How much time is your team losing by relying on individual spreadsheets, multiple systems and operating in knowledge silos? COOs looking to successfully futureproof their operations are having to reconsider the manual processes that chew up resources and assess the impact of administrative tasks on efficiency

More manual data entry means more room for human error. And that inevitably means time spent fixing errors.

Wiise does exactly that. With every team—including accounts payable and receivables, purchasing, sales, and warehousing—working out of one system, spreadsheets aren't being passed around, there is no manual data entry, and all your data is updating in real-time in one central hub giving Operations heads the huge advantage of being able to see shipments, inventory levels, sales and more—anytime, anywhere.

> **"The biggest most obvious change for us was immediately being able to clean up hundreds of spreadsheets. The oversight and the data that we have over our supply chain now is unbelievable..."**
>
> *David Temby, Operations Manager at Terra Mater Floors*

02

Saves the sales team time so they can focus on closing deals

Sales teams are pivotal to the business growth for wholesale distribution and manufacturing businesses. And if your sales team are spending more time in spreadsheets to manage their customers and deals, then it's taking time away from their ability to focus on getting more sales in so your team can get orders out.

COOs are choosing Wiise because having a Microsoft-based solution means you can easily integrate into the whole Microsoft suite. Sales teams can work within their Outlook without having to juggle spreadsheets and can easily bring up the customers deals and process an order with a few clicks – all in Outlook.

Wiise also comes with basic CRM functionality out-of-the-box so sales teams can add customers, opportunities and more – all in the one system. The less admin your sales team are doing, the more room they have to close more deals. And, the faster you can update your customers on shipments and orders, the happier your customers are.
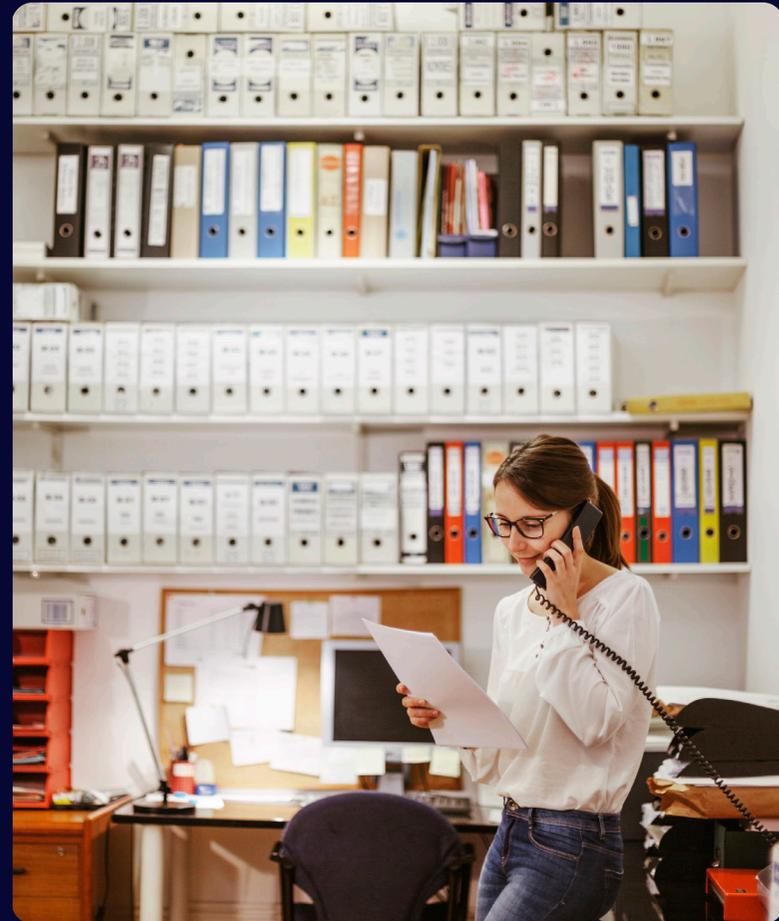
03

Gives COOs and their team total visibility across the business

The most important thing for an Operations Lead is being able to see exactly how everything is tracking in real time, without having to wait for data to be manoeuvred out of excel spreadsheets and multiple systems. With your whole team working out of the one system, you can see where shipments are, how your stock levels are looking, which locations need a stock replenishment and when your orders will be delivered.

For successful COOs, this stuff is gold. You're able to see how your operations are running end-to-end giving you the power to make cost conscious and efficient-making decisions within the business. Giving you the ability to make decisions with confidence using real-time data.

Now, COOs can spend more time looking at ways to future-proof the business. With Wiise, Operations Leads can look at reaching new markets through ecommerce or account for volatile shipping costs that tend to fluctuate, so COOs can focus on improving revenue, new streams to market and better customer service.

Business Performance ⌄
Top Five Customers by Sales Value

20000 - Trey Research
40000 - Alpine Ski House
30000 - School of Fine Art
50000 - Relecloud

Finance Performance ⌄
Cash Cycle | Month (Updated 2:53:14 PM)

— Days of Sales Outstanding   — Days of Payment Outstanding   — Days Sales
— Cash Cycle (Days)

50
40
30
20

04
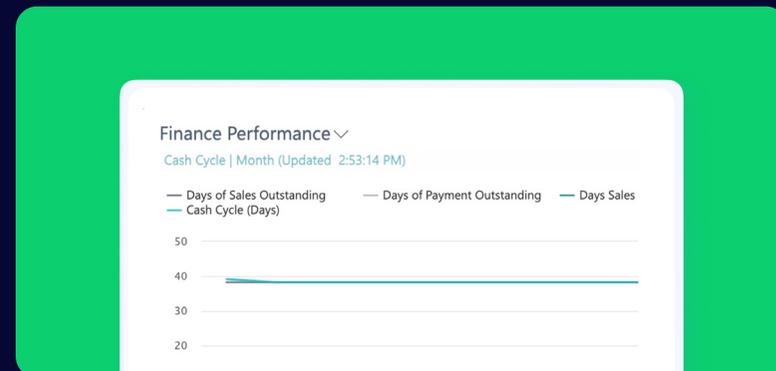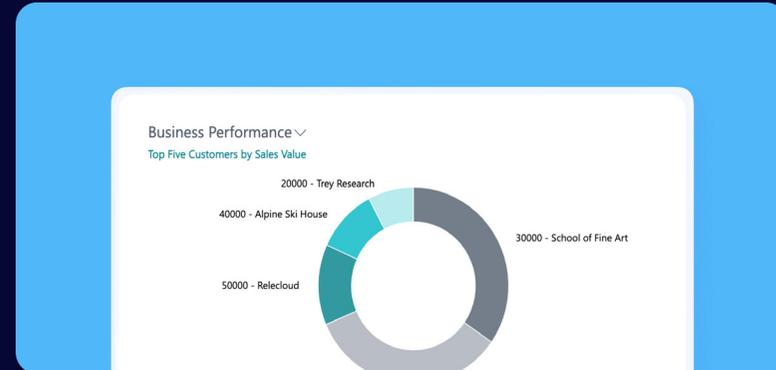
COOs are breathing easy knowing they chose a compliance first ERP

To have the right financial and operational rigour within a business, COOs need to ensure that the data is safe and there's measures in place to keep track. Wiise not only has capabilities such as audit tracking and workflow approvals, but it's also created by KPMG Australia, so we know how you work and what you need to run your business effectively – tax, compliance, industry-specific needs, the lot.

Wiise is also housed in Australian Microsoft Azure data centres, protected by rigorous security protocols, including multi-factor authentication and ISO certification. We're certified by BSI against international security standards ISO27001 and ISO27017. We apply best-practice security controls. We'll never sell your data. And no one else can access it. Your data security is our top priority. Especially if you're moving to the cloud.

Built on the latest Microsoft ERP technology platform means Wiise is also supported by Microsoft's global team of network engineers, security specialists and solution architects. And having been awarded as Microsoft's top ERP partner in Australia (two times in a row) you can know you're in good hands.

✔ **ISO Certified. ISO27001 / ISO27017**

✔ **Housed on local data centres in Australia**

✔ **Running on the latest Microsoft technology**

05

Achieve more by tapping into the complete Microsoft universe

One thing that COOs and their teams love about Wiise is the fact that it is built on a Microsoft platform. That opens up a world of Microsoft tools world for users. From PowerBI to Dynamics CRM and Office 365—Wiise works seamlessly with the entire Microsoft suite, saving teams both time and money.

Many of our customers have been able to set up PowerBI dashboards that provide an at-a-glance view of their profit and loss, inventory orders, sales figures and more in real-time, while others have started to leverage the possibilities offered by Dynamics 365 CRM, Sales, Marketing and more. Such seamless connectivity between crucial business functions mean that COOs pay less to customise their platforms and benefit from endto-end operations infrastructure, with all data points feeding into a singular database. Access to accurate and up to date information from across the organisation, makes it easier for COOs to report, feed insights up, and drive efficiencies across their operations. Now, that's a game-changer.

Plus, with all your business data—including locations, items, production, shipping costs and more—stored in the one place your teams never have to work off multiple spreadsheets again. Good riddance!

✓ **Connect the business end-to-end**

✓ **Create dashboards to easily view data**

✓ **Don't spend more to customise your ERP platform**

How Pro Seafoods process orders in 15 minutes

A little bit about Pro Seafoods

Pro Seafoods needed a system that would allow them to grow, so they could focus on profit, their customers and their products. They had four key requirements. To be able to manage their entire supply chain, goods and customers in one place. To be able to streamline processes. To minimise errors. And to increase efficiencies. And we're using MYOB AccountRight and excel spreadsheets to manage their business.

Pro Seafoods looked at several solutions in market. From NetSuite to Business Central. They found Wiise to be the perfect fit.

"It came down to the team, the Wiise product and the costing" Amy said. Business Central was more expensive as it didn't have key functionality that the team needed such as landed costing, bank feeds, payroll, Australian Chart of Accounts and click-to-pay functionality.

"We also needed a landed cost module which Business Central didn't have out of the box. And because we now have a true understanding of costs, we can set our prices more appropriately."

"Managing our inventory and stock is a lot easier. Now that everything is in Wiise, we don't need to re-key information all the time. This has saved us a lot of time."

Amy Turner at Pro Seafoods

Implementing cloud ERP software doesn't have to cost hundreds of thousands.

We know cost is important. And ERP software tends to be costly. We want to make it easier for SMBs to access leading enterprise technology at an affordable price. Here are the ways we ensure that Aussie businesses get enterprise grade tech solutions without breaking the bank.

Fixed setup packages

Most ERP providers don't provide an upfront indication of how much the implementation will cost. Usually, customers will need to go down the long road of discovery calls, proposals and lengthy conversations. Now, this isn't always bad, particularly if you have complex requirements that need to be understood in detail. But if you just need the basics set up (let's say financial management and inventory) you should be able to get an approximate cost fairly quickly. With our fixed setup packages, get a rough estimate of what's included in the setup, how long it'll take and the cost— without having to wait forever.
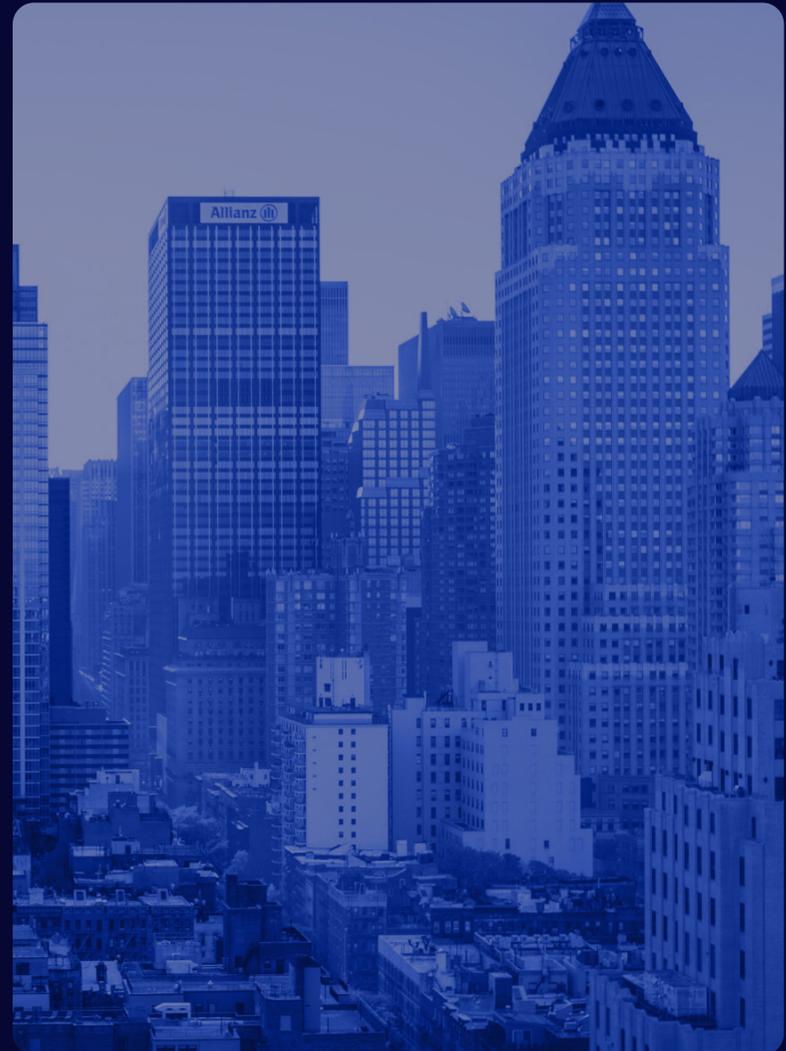
Further reading...

Taipan Case Study

Capital Transport Case Study

Why Aussie Businesses Are Choosing Wiise

How To Future Proof Your Distribution Business

What To Look For In ERP Software For Multientities

Connect with us on socials

wiise

Get in touch **today.**

Wiise helps you see your business clearly so you can focus on what counts. Get Wiise and connect your people, processes, and data like never before.

Chat with us ›

Email hello@wiise.com or call 1300 191 222