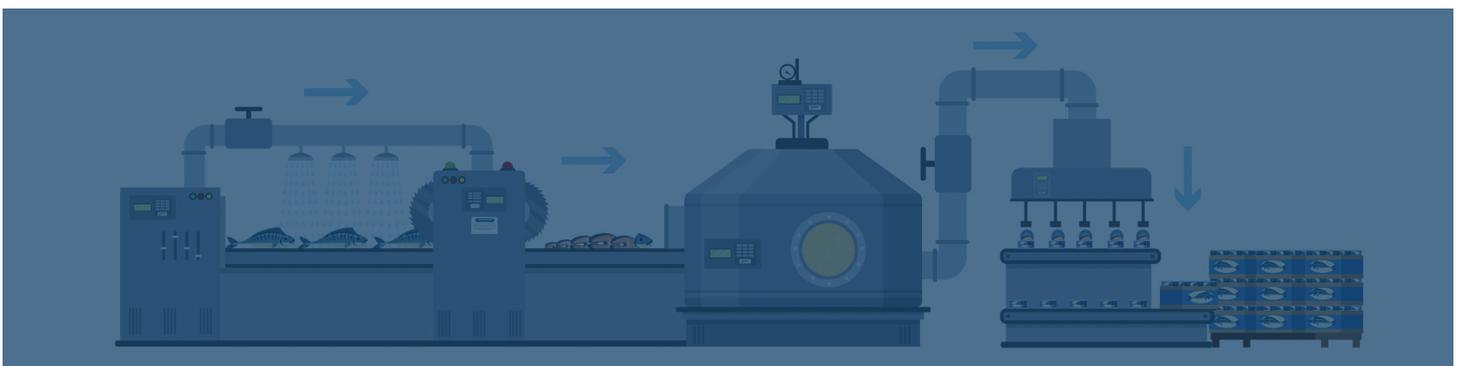




4 Tips to *Avoid* Picking the *Wrong* Software

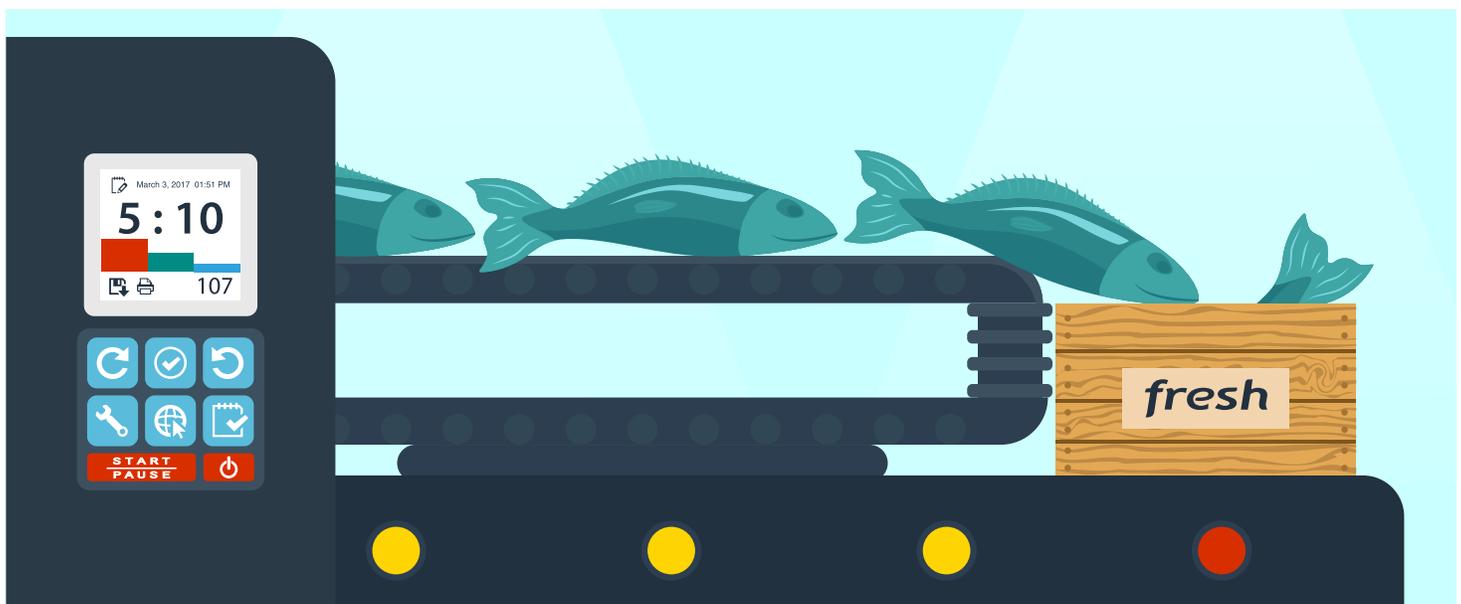
FOR YOUR ALASKA SEAFOOD PROCESSING BUSINESS



When you're searching for new business software there are certain things you have to consider determining if it's the best fit for you and your business – cost, for example. One of the first and most obvious determining factors is what type of software do you need? For example, do you need software for your accounting needs, your sales needs, your fishermen management needs, your inventory needs or something else? If you find yourself saying, "I WANT IT ALL!" then you probably need an ERP system and, lucky for you, you've come to the right place!

What is ERP?

When considering an ERP system, start with the basics. First of all, what does ERP even mean? ERP stands for Enterprise Resource Planning and an ERP system is designed to help you manage your various business processes with a single, shared database across multiple functions and business units. As such, there are some fundamental features that you should view as non-negotiables. For example, general ledger, customer management, inventory management, accounts payable, accounts receivable, sales, brokerage, etc. Because those are basics, we're not going to go into depth about them – they're pretty straight forward. *But*, you're not looking for *just* the basics. You deserve more than that. So how do you know you're getting what you deserve? Here are our 4 tips to avoid picking the *wrong* software for your Alaska Seafood Processing business.



4 THINGS TO CONSIDER WHEN PICKING SOFTWARE FOR YOUR ALASKA SEAFOOD PROCESSING BUSINESS

1. CONSIDER THE TEAM YOU'RE WORKING WITH

When it comes to picking software, your considerations should actually go *beyond* the system itself and include a consideration of the team behind the scenes. Ask yourself:

- Will this team provide a partnership complete with transparency and a high level of communication?
- Does this team want to make my company better and not just sell more software to help their bottom line?
- Do our values align?
- Will this team help me succeed?
- Will this team allow me to influence the software development and suggest new features and tools that will *actually* be taken into consideration?

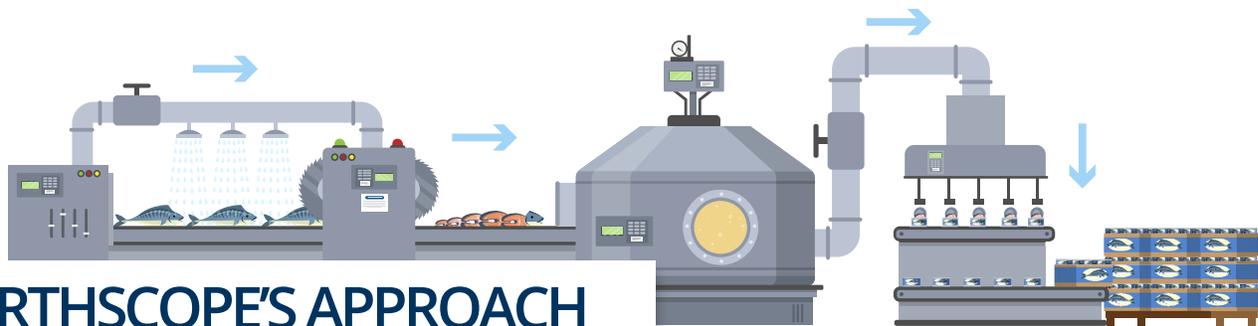
NORTHSOPE'S APPROACH: With over 10 years serving Alaska Seafood Processors and over 400 happy users, we don't just care about software, we care about you and your success. NorthScope was built for your industry and designed to relieve your pain points. NorthScope wants you to succeed and is more interested in successful software implementations than moving onto the next deal. We don't stop solving your problems when implementation ends, we go beyond to help support your Alaska Seafood business. We guide you every step of the way to ensure that NorthScope is the solution to your problems. We help make your problems go away.



2. CONSIDER YOUR INDUSTRY

As an Alaska Seafood Processor, you have needs specific to *you* and your software should accommodate those needs. Be sure to consider:

- The features of the software: Does the software offer features that would allow you to reduce the number of systems you need to use? Does the software offer integrations that reduce the manual management of your data?
- The team implementing and supporting the software: Does the team have a proven track record helping people in your industry succeed? Do they have expertise and understand the ins and outs and nuances of Alaska Seafood Processing?



NORTHSOPE'S APPROACH

Specific for Alaska Seafood Processors, NorthScope has transactions for managing your fishermen from Fish Tickets to Fisherman Sale transactions to payments to fishermen and more. In regards to integrations, NorthScope has various integrations including EDI, barcode, eLandings, document imaging, scale weight, and Microsoft Dynamics GP. Additionally, all NorthScope functional areas integrate with each other. We're constantly improving and adding integrations to NorthScope to offer the best, most efficient solution for our customers so if you don't see an integration you'd like on this list, it doesn't mean we can't or won't make it happen!



3. CONSIDER THE SOFTWARE PLATFORM

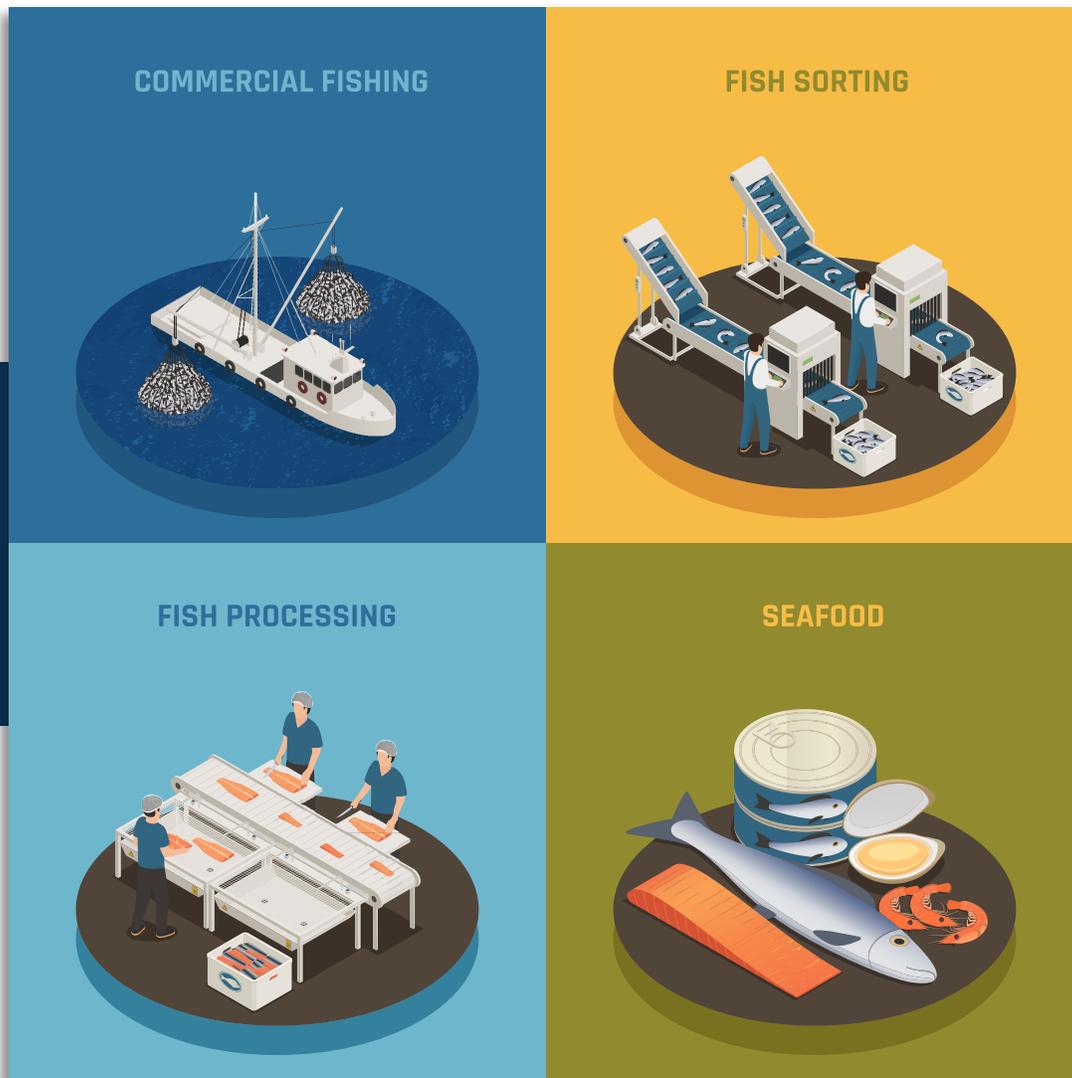
The environment you're working in will influence the type of software platform you can use and maybe even need. Be sure to ask:

- Is the software and its platform capable of what you need? Do you need cloud-based software or will on-premise software work for you and feel more secure?



NORTHSOPE'S APPROACH

NorthScope is web-based software that you host based on your preference, whether that's on a physical server that your company maintains or a cloud server, which is not included with the purchase of NorthScope. Once NorthScope hosting is established, you can access NorthScope from anywhere so long as you have an internet connection and a supported web browser – no individual computer installation necessary!



4. CONSIDER THE LONG-TERM SUPPORT OF THE SOFTWARE

Software is complex and you're not expected to understand it all of the time – even if it is easy-to-use. Plus, sometimes software has bugs. That's why, when you're looking for a long-term software solution, you should consider the long-term support that comes with the software. Be sure to consider:

- The team implementing and supporting the software: Will it be the same team you worked with during implementation that you go to for support? In other words, are they well-versed in your project and business so they can give you the best support possible?
- Is the software easy to use so you can figure it out yourself but the team has provided the tools to help yourself or pick up the phone and call someone when you're really stuck?

NORTHSOPE'S APPROACH: We don't just put a Band-Aid on problems, we ensure we fix them by understanding why they are happening even if that means investing our own time to ensure the success of your project. With NorthScope, you get a partner that walks you through the implementation and beyond by providing you the tools to build the business you've always wanted.

**DON'T STRUGGLE THROUGH
ANOTHER SEASON WITH
SOFTWARE THAT DOESN'T
WORK FOR YOU.**

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