

# 5 SIGNS



YOUR ALASKA SEAFOOD  
BUSINESS IS SUFFERING

**SUFFERING**

BECAUSE OF YOUR  
SOFTWARE



# GENERIC BUSINESS SOFTWARE DOESN'T UNDERSTAND YOU OR YOUR BUSINESS.

It's a "one size fits all" solution that doesn't *really* solve your problems because your business is **different**. As an Alaska Seafood processor, you deserve business software that understands the nuances of your industry, not generic software that actually *limits* your growth! Software that doesn't understand your industry leaves you **frustrated** as you waste your time and energy trying to get the system to do something it wasn't built to do and **you shouldn't have to adjust your business to fit your software, your software should adjust to fit your business.**

With an ERP (Enterprise Resource Planning) system like NorthScope that was built specifically for Alaska Seafood Processors, you can actually optimize your business as you *spend less time fighting with your software and more time focusing on the things that can help your business grow and succeed.*

So, how do you know if it's time to switch to software built for you and your industry? Here are 5 signs your Alaska Seafood business is suffering because of your software...



5

SIGNS

YOUR ALASKA

SEAFOOD

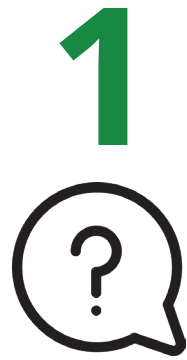
BUSINESS IS

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## YOU FIND YOURSELF ANSWERING THE SAME QUESTIONS OVER AND OVER AGAIN.

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**The Problem:** Your team is *constantly* asking how to get your system to do what they need it to do – maybe it's because your system is difficult to use so they don't know how or maybe it can't even do what they need it to do because it wasn't built with you and your needs in mind. Or, maybe your team is constantly looking for answers they can't find because your system doesn't allow users to get information out of it easily or it simply doesn't store the information you need. Regardless of the reason for the incessant questions, it's *frustrating* and your time can probably be better spent. Even worse, maybe your fishermen are constantly asking you questions that your team can't answer or take too long to answer and it's frustrating your fishermen. You want your fishermen to be happy so they keep fishing for you and your system should be able to help you keep them happy.

**The Solution:** First, your system should be fully supported and easy to use so your team understands how to use it and they have a customer service team to turn to when they have questions – a team that isn't you. Second, your software should prioritize the same things you do so you can find the information you need quickly and easily. For example, you prioritize the quality and traceability of your seafood. Therefore, your software should offer robust features to track and record the source(s) and quality of your product. Similarly, the lifespan of your inventory is time-sensitive and can cost you a lot if not adhered to or monitored. As such, your software should provide real-time data regarding your inventory levels along with tools to configure, manage and monitor hold codes, production batches, lots, and more. A really good system will also provide this data when entering inventory-based transactions to allow the user to make informed decisions about things such as from where to pull product. The best seafood system will also track and record all of your fisherman-related transactions and provide easy drill-through to transactions from inquiries and reports so you can easily answer your fishermen's questions.

# 2



## YOUR ACCOUNTANTS ARE *FRUSTRATED*.

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**The Problem:** Your accountants are frustrated because they can never seem to find the documents, transactions, or information they need when it's time for an audit or it's time to do month-end or year-end close or it's time to pay a vendor or fishermen, etc. And, it's probably safe to say they can't find those things because they don't all live in the same system, let alone in the same format! Half the time your team may be fully handwriting or hand-keying complicated transactions such as brokerage so good luck to your accountants when they need to reconcile! Plus, add the complications of tenders selling to fishermen, fishermen selling to you and buying from you, offering loans to fishermen, employees buying from the team store, etc. and the numbers get even more complicated.

**The Solution:** Your software should understand the needs of you and your industry because by understanding these needs, your system can support your business more effectively by providing industry specific features such as one-stop fisherman management for Alaska Seafood processors or grower accounting for Fruit and Vegetable and Aquaculture processors or lot tracking for Primary Food processors. With industry specific transactions that hit the GL correctly and automatically it's way easier for your accountants to audit and they'll probably be a lot less frustrated when everything lives in one place.

# 3



## YOU'RE JUGGLING MULTIPLE SYSTEMS.

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**The Problem:** If your system can't do everything for your business you probably ended up with multiple programs to achieve your goals and those multiple programs don't integrate. Regardless of how irritating it is to juggle multiple systems; it also means your data is all over the place, so it takes way longer than necessary to make informed decisions. Between your bar code system, eLandings, probably Excel and more, your data ecosystem is a mess but it doesn't have to be – you can streamline your data with one system for all your Alaska Seafood Processing needs.

**The Solution:** On the other hand, with a fully integrated system all your data can live in one place, simplifying your life and allowing you to make accurate and informed decisions and forecasts for the future of your business. Integrations can also improve your data accuracy as it removes the need to manually transfer data from one system to another.

# 4



## YOU'RE SPENDING SO MUCH TIME FIXING DATA-ENTRY MISTAKES.

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**The Problem:** Speaking of juggling multiple systems, with juggling multiple systems comes a lot of manual data entry and therefore a lot of room for mistakes. We're human. Things happen. But that means that you're spending more time than necessary to *fix* those human mistakes. And with specific ADF&G codes, complex taxes and premiums and more, you literally cannot afford unnecessary mistakes from mis-keyed data.

**The Solution:** While integrations can remove the need to manually transfer data from one system to another, automations can save you a lot of time by removing the need for manual interference while also ensuring accuracy. When it comes to your food industry specific software, automations should include things such as automated taxes, charges and accruals, emailing of reports and more.

# 5



## YOUR GROWTH IS BEING LIMITED.

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**The Problem:** You want your company to grow and you may even be ready to grow but, because of your current software, you can't. Maybe you can't because it's just too expensive to upgrade your existing solution, or maybe your existing solution won't allow you to acquire that new company in an efficient way, or maybe you've simply outgrown Quickbooks (or something like it) and you just don't know where to turn to next. You feel stuck.

**The Solution:** You want your business to grow, so your software should help you succeed and not inhibit your growth. Instead, it should be constantly evolving with new features that benefit your business and be scalable with your business. If you want to buy that new Alaska Seafood Processing plant or acquire that new business your system should support multiple companies and/or locations to let you do that seamlessly, like NorthScope does!



STOP  
SUFFERING,  
MEET  
NORTHSCOPE



# GENERIC BUSINESS SOFTWARE DOESN'T UNDERSTAND YOU OR YOUR BUSINESS.

## NORTHSCOPE DOES.

We provide NorthScope ERP software and step-by-step guidance for Alaska Seafood Processors, giving you the tools to build the business you've always wanted.

Imagine a system and team that is **built for your success**, with **expertise in your industry**, that can **make all your problems go away**. With over 10 years serving food manufacturers and over 400 happy users, that's what NorthScope offers. As an Alaska Seafood Processor, you can rest assured that NorthScope was built with you and your needs in mind.

Maybe you haven't found a system that can do everything for your food business so you've ended up with multiple programs that don't work together. Or, maybe your current system is outdated. Maybe your software is stopping your company from growing because its inefficient, difficult to use, too expensive to upgrade, or you've simply outgrown it. Maybe you even tried implementing a system that claimed to be a good fit but it didn't *really* understand your business. Whatever your frustration, we get it and we can solve it. If you're in the market for a new accounting software, Fish Ticket software, inventory software, sales software or seafood traceability software all rolled in one., you've come to the right place. NorthScope is ERP software that serves as all of the above (plus more!) in a single system. We can help you stop wasting time and money on software that doesn't work by providing you software that does, allowing you to **focus on the things that will help you succeed**. With NorthScope, we want you to succeed. We want you to succeed so badly that we're more interested in a successful software implementation for you than in selling our next deal. And to make sure that happens, we will guide you every step of the way to ensure that NorthScope is the solution to your problems. We want to help make your problems go away.

# The NorthScope Plan

*Don't struggle through another season with software that doesn't work for you. Take these 3 simple steps to your success and optimize your Alaska Seafood Processing business with ERP software built for your industry.*

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## IDENTIFY THE PROBLEM

We meet with your team to identify your pain points to understand what's important to you.



## PLAN TO FIX IT

We create a project plan that will take away your pain points and is tailored for your success.



## LAUNCH YOUR SOLUTION

We configure your system with your data and hold your hand through training, launching and beyond.

[\*\*click here to book your  
FREE DEMO\*\*](#)

