

# Modern ERP Trends Manufacturers Can't Afford to Ignore

written by Lauri Moon | October 1, 2019


According to a 2019 Mint Jutras Enterprise Solution Survey of Manufacturers, 29% are considering a new ERP system in the next 2 years, and 33% are undecided—meaning, they likely recognize the limitations of their current system but are unsure how to proceed. Do either of these groups sound like you? If not, are you ready to get left behind by your competition?

Manufacturers can't afford to keep "just making do" with systems that give them inaccurate data, delayed visibility into their operations and create extra work for their employees. Modern ERP systems are cloud-based and have advanced analytics and machine learning capabilities that can reduce your total cost of ownership and help streamline operations—reducing waste and maximizing profits.

Join Steve Reed, Vice President of Sales for Alithya's Microsoft practice, and Cindy Jutras, ERP analyst and owner of Mint Jutras, to discuss:

- How to know when it's time to replace your ERP
- What to look for in a new ERP
- Modern technology developments that can help you get a competitive advantage
- How to get a quick return on investment from your new ERP

## Speakers

 **Steve Reed, Vice President of Sales, North America, Alithya**

Steve is responsible for all direct sales efforts in North America. He has a broad range of experience helping application software companies successfully develop and bring manufacturing and enterprise solutions to market. Reed has held sales and marketing management roles with Alithya since 2001, and previously spent five years with Baan (now part of Infor) in channel operations positions. Prior to Alithya and Baan, he spent time with software-related companies in the financial and

property management industries. In 2008, he was recognized by Microsoft as “Sales Manager of the Year” for Microsoft Dynamics resellers. Reed holds a Bachelor of Business Administration degree from Baylor University.

 **Cindy Jutras, President, Mint Jutras**

Cindy Jutras is a widely recognized expert in analyzing the impact of enterprise applications on business performance. Utilizing 40 years of corporate experience and specific expertise in manufacturing, supply chain, customer service and business performance management, Cindy has spent the past 10+ years benchmarking the performance of software solutions in the context of the business benefits of technology.

Prior to founding Mint Jutras, Cindy was Vice President, Research Fellow and Group Director for the Aberdeen Group where she conducted survey-based research on ERP, suite-based enterprise applications and business performance management. During her tenure with Aberdeen she directly managed a variety of research practices including Enterprise Applications and ERP, Manufacturing, Product Innovation and Engineering, GRC and Financial Management, Strategic Service Management and Human Capital Management. In addition, she played a leadership role in developing Aberdeen research staff, methodologies and best practices.



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