

# Selecting an ERP Software Partner

There's more to software than a checklist of technical features — choose wisely.

**CAi** Ponderosa™  
SOFTWARE



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## There's More to Software Than a Checklist of Technical Features

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Selecting business management software is an important decision with long-term ramifications. Your checklist of features and technical requirements is important, but you should take a long, hard look at the organization behind it—the people who will implement the software and then work closely with you down the road to make sure it continues to add value to your business over the long term.



Your software vendor is a trusted business partner. They are your go-to support for as long as you use their software, so it is important to gauge whether they are an organization that's a good fit for your business.

As a privately held organization un-beholden to the whims of shareholders, CAI Software, developers of the Ponderosa ERP solution for LBM and millwork manufacturers, distributors

and dealers, is nimble and flexible enough to solve specific business challenges that arise at our clients and enhance the software continually to ensure that it maximizes value year after year.

We are proud of our reputation for technical competency and integrity and the enduring partnerships we have with our hundreds of LBM businesses, large and small.

## Make and Save More Money with Software Tailored to Your Operation

Your business is not identical to your competitor's. You have a different product mix and proven ways of servicing your customers. ERP software based on a 'one-size' or 'one instance' approach often require changes to your processes and what makes you unique.

Ponderosa puts in the extra time to really get to know your company and how the software can make your team's jobs easier. We will suggest ways to do things faster and more accurately, and where you can save money—so you immediately begin to recoup your investment in the system and your ROI increases exponentially over time.



### Licensing Flexibility: Pay How You Like

How you pay for your ERP software is also up to you. Whether you prefer subscription-based pricing arrangement with a set monthly usage fee based on the resources you need (i.e., the number of users accessing the software) or the more traditional perpetual licensing where you make a one-time purchase for your software and use it in perpetuity, Ponderosa is available in a model that works for your business.

### Deployment Flexibility: To the Cloud...or not.

Cloud acceptance is exploding as major vendors like Amazon, Microsoft and Google heavily market their platform's technological advantages. At the same time, LBM companies of all sizes are being exposed to the significant cost savings offered by cloud computing— and the ability to offload the IT tasks associated with managing in-house servers.

Businesses are also recognizing the many benefits to cloud computing beyond cost reduction; data security and business continuity, flexibility, scalability, increased employee productivity, and the ability to re-direct internal IT staff to new opportunities that add value to their businesses.

From a cost/benefit perspective, cloud computing is based on a subscription pricing model. Since there is no expensive computer server to purchase, the monthly subscription fee can be treated as a planned, predictable and budgeted operating expense as opposed to a capital expense (CAPEX) which also helps to reduce cash flow issues. The



cloud also eliminates the need for potentially expensive upgrades like more databases, more processing power and extra hardware, plus the monthly fee for cloud computing typically includes automatic server operating system security patches, updated anti-virus signatures and top-of-the-line threat detection and remediation.

When reliable broadband is unavailable, creating concerns regarding consistent connectivity, or there is trepidation with moving your EPP system to the cloud, Ponderosa has committed to continuing to support on-premises installations. It is our pledge to you.

## Support from People Who Know Your Software

Many LBM dealers have shared with us that the support they receive from their software provider has deteriorated and that they are ready to take a step to a company that can deliver great support. Superior software is important but the service you receive is equally important, in the way it can impact your business daily.



Our implementation, project management and support model is completely U.S.-based. The same team that performs your initial on-site survey is also responsible for ensuring your complete satisfaction post-go-live and into the future. After go-live, rather than being put into a support pool where you never know who you will get on the phone — if you can even reach a live person — your consultant will be intimately familiar with your operations and specific software implementation. Take your chances with minimal on-site training hours and a random help desk or have your own personal consultant? It is a critical difference.

**Ready to learn more? Call us at (800) 422-4782 or visit [www.caisoft.com/ponderosa](http://www.caisoft.com/ponderosa).**



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