

Quantify Pain Points With Current Software

Firefly guarantees that we will find enough value in our solution to self-fund your purchase through cost savings to your company. If we can't, then we will immediately qualify our solution out of your software selection process.

When you contact us to inquire about our solution for the food processing industry, the first thing we are going to ask you to do is to help us complete an analysis similar to the one below. You will identify the pain points and any costs you would like to chase out of your processes, and assign them a cost.

Yours may be completely different, some may be the same, or they all may be the same. But when you complete this exercise, you will have a good idea of the costs that are eating into your profitability. And then we can help identify those that a new system from Firefly can eliminate or reduce significantly.

The items in the list below are just a sampling of what we have received from past prospective clients. It is a simple spreadsheet that we will complete for you and your specific issues.

Pain Point ID	Units per month	Cost Multiplier (\$/Unit)	Cost Per month	Solved With
Picking errors (caught prior to ship)	5	\$ 85.00	\$ 425.00	WMS
Shipping errors	2	\$ 200.00	\$ 400.00	Acumatica/WMS
Invoicing errors	1	\$ 125.00	\$ 125.00	Acumatica
Sync errors - disparate systems	3	\$ 125.00	\$ 375.00	Acumatica
Quote errors	1	\$ 200.00	\$ 200.00	Acumatica
Recalls/Mock Recalls	0.1	\$ 1,000.00	\$ 100.00	Firefly Food Production
Order errors	1	\$ 125.00	\$ 125.00	WMS
Excess CC processing charges	500	\$ 0.15	\$ 75.00	Acumatica/APS
Automation time savings	300	\$ 1.00	\$ 300.00	Acumatica
Employees work remotely - cost & time loss due to connection speed	8	\$ 100.00	\$ 800.00	Acumatica
Manually maintain price lists	1	\$ 200.00	\$ 200.00	Acumatica
Excess inventory stock - no replenishment guidance	1	\$ 100.00	\$ 100.00	Acumatica
Loss Customer - lack of CRM/marketing campaign tracking/customer follow-up	1	\$ 450.00	\$ 450.00	Acumatica CRM
Excess or missing shipping costs - lack of rate shop capabilities	10	\$ 20.00	\$ 200.00	Acumatica
Lengthy AR collections	10	\$ 20.00	\$ 200.00	Acumatica/APS
No self serve portal for repeat customer order placement/invoice inquiries/etc.	40	\$ 10.00	\$ 400.00	Acumatica CRM/Portal
eCommerce Users				
Sync Errors - Data	2	\$ 125.00	\$ 250.00	Acumatica/eCom
Lost Customers	1	\$ 450.00	\$ 450.00	Acumatica/eCom
Pricing errors - disparate systems	5	\$ 40.00	\$ 200.00	Acumatica/eCom
			Total	\$ 5,375.00

