

FIVE THINGS YOUR BUSINESS SHOULD AUTOMATE



Learn how your business can save valuable time by automating routine tasks that employees hate.

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INTRODUCTION

Businesses often lose time and productivity due to inefficient processes that can interrupt their normal operations and negatively affect their financial returns. Poor processes, like manual work, duplicate tasks, and disorganized data systems, all contribute to a waste of precious time. The longer these inefficiencies are left unaddressed, the bigger the cost to the business.

"86% of employees believe automation will help them do their work more efficiently"



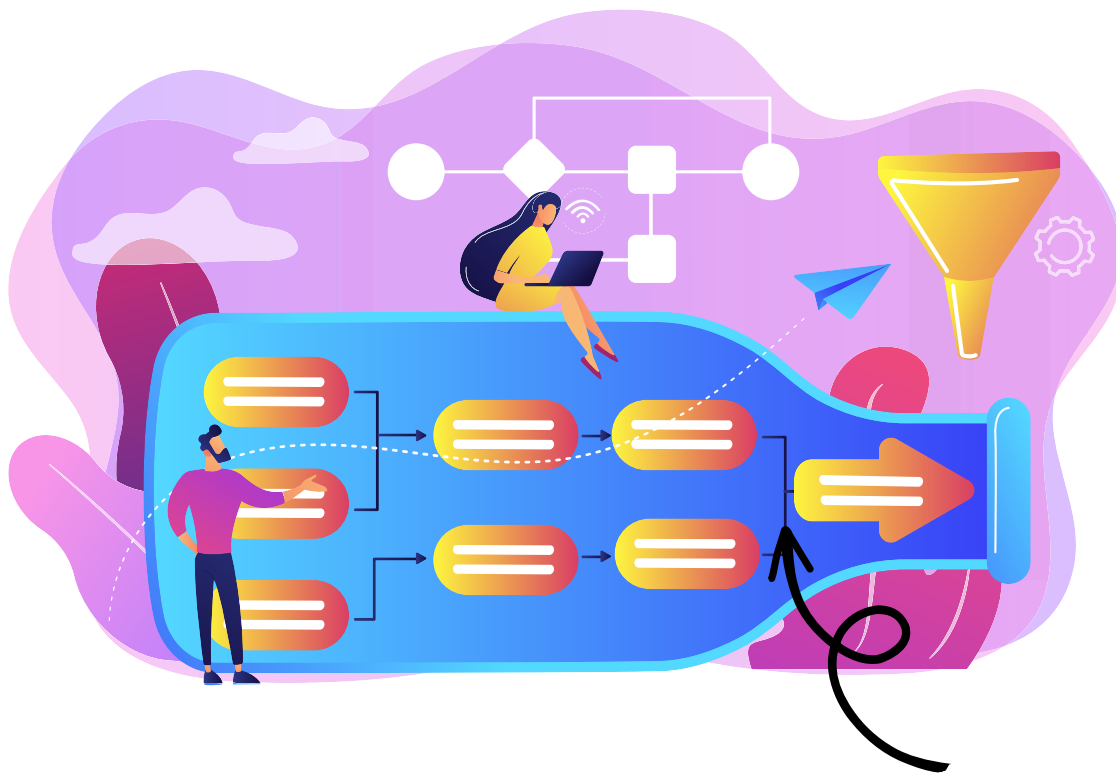
For a business owner or manager, it can be really frustrating to witness time and resources being wasted because of inefficiencies. It's understandable to get overwhelmed and anxious when confronting these problems, as they can affect your capability to meet deadlines, provide great customer service, and meet your objectives.

COST OF INEFFICIENCIES ON BRAND REPUTATION

Inefficiencies not only cause businesses to lose valuable time and money, but they can become key factors preventing a company's growth. For example, manual processes, such as data entry or manual reporting, can lead to delays and errors that can impact customer experience. When customers are dissatisfied with your company's services, they are less likely to make a purchase or recommend your business to others.

"66% of employees say human error is one of the main problems automation can help with"

In addition, inefficiencies can create bottlenecks in a sales process, preventing your sales teams from reaching their targets and closing deals in a timely manner. This can result in missed opportunities and a decrease in revenue.



**Things get stuck here
decreasing the number of
closed deals**

The good news is that there are solutions available. By identifying and addressing these inefficiencies, your business can streamline their operations, improve productivity, and increase its competitive advantage. Automation technologies and process reengineering have proven to be the best methods for reducing inefficiencies and maximizing a business's potential.

In the next section, we will walk you over five things that you should automate for your business which can save you thousands of hours per year depending on your company size and make your business a lot more efficient.

86% Say

Automation makes me more efficient and productive

78% Say

Automation allows me to spend time on more meaningful work

FIVE THINGS YOUR BUSINESS SHOULD AUTOMATE

Reminder Automation

Companies of any size can reap numerous advantages from using automated reminder systems. Setting up automated reminders can lower the chance of your customers not showing up for deadlines and appointments, which leads to better customer satisfaction and higher profits. It can also reduce the paperwork and other administrative duties of your employees, allowing them to concentrate on more important tasks.

Furthermore, automated reminders are less prone to error, and your business can personalize their settings and messages to make sure the notifications sent out are consistent, professional, and effective.



Lead Nurturing Automation

Utilizing automated lead nurturing is an essential piece of contemporary marketing and sales approaches. By automating the lead nurturing process, your business can efficiently guide prospects through the sales funnel and maximize the chances of conversion.



Lead nurturing automation helps you provide personalized content to your leads on a large scale, assisting you in building trust and forming a strong bond with potential customers.

Finally, it will help you prioritize and manage leads more effectively, ensuring the most promising leads get the attention they deserve.

Billing Automation

Incorporating recurring invoice and auto-charge payment automation into your business will make billing and payment operations much easier.

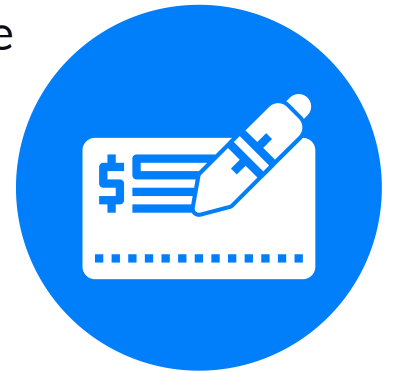


This feature will let you set up recurring invoices and charge customers automatically on a predetermined timeline, so you'll save time and energy that was previously used for manual billing. Additionally, automation will increase accuracy and reduce the chance of mistakes.

Finally, automating these processes will enhance customer satisfaction by providing a hassle-free billing experience while cutting the likelihood of late or missed payments, thus improving cash flow for your business.

Vendor Payment Automation

Vendor payment automation is an incredible way to streamline your company's accounting and strengthen supplier relations. By automating the payment process, your business can save time and resources that would have been spent on manual payment processing of paper checks and reconciliation.



By taking advantage of vendor payment automation, you can improve its financial operations, lighten their administrative tasks, and attain great efficiency and stability. This, in turn, can help your business create stronger supplier relationships and support your growth.

Survey Automation

Survey automation is a powerful tool for businesses looking to gather valuable customer feedback and insights. With automated survey systems, your business can quickly and easily send surveys to customers, track responses in real time, and analyze the data collected.

This automation can help you save time and resources compared to manual survey methods, and also provide a more consistent and scalable approach to survey data collection.

By embracing survey automation, your business can improve the quality and quantity of customer feedback, gain a deeper understanding of customer needs and preferences, and make data-driven decisions to drive business growth and success.



NEXT STEPS

As you may have noticed throughout the article, lack of automation can jeopardize your company's future. Here are a few of the risks summarized:

1. Wasted time and money
2. Missed appointments and deadlines
3. Late payments
4. Disputes with vendors on payments
5. Poor customer experience and lack of feedback

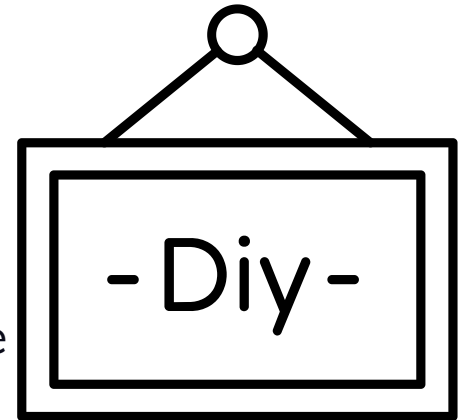
Of course, many of your competitors may have some or all of these areas automated, but if your business still doesn't have them, then you are still on time. Don't miss out.

Here is how you go about it:

Option 1: Do it yourself

Here are the steps that you need to take:

1. Identify an affordable low code software that can help you automate your processes. See if your existing software can do that or not if you have one.
2. Learn the ins and outs of that software
3. Identify and document the processes that you would like to automate
4. Ensure that your respective teams know that this process will be automated
5. Build out the automation
6. Test the automation to ensure there are no issues
7. Get feedback about the automation and track the results
8. Save time and money for your business



Option 2: Hire a consultant

While there aren't too many consultants focusing on specifically on business process automation, most consultants understand the value of automation and are capable of mapping out the processes that can be automated.



You will need to ensure that the consultant either knows how to use some low code software or has a team of experienced developers trained to automate business processes.

Option 3: Hire Erphub

At Erphub, this is what we do day in day out. We love automating business processes for our clients. Over the past several years, we have automated thousands of hours for our clients helping their businesses grow.



Our process is simple:

1. Discuss automation ideas (You & Erphub)
2. Automate your business (Erphub)
3. Save time & money (You)
4. Grow your business & lead your industry (You)

Erphub offers an initial free consultation to all new clients. Take advantage of it and schedule a call today at erphub.com so you can automate and grow your business.