

4 SIGNS THAT IT'S TIME TO TRANSITION FROM SAGE OR QUICKBOOKS TO A TRUE ERP

**DISCOVERY
SOLUTIONS**



INTRODUCTION



Your company will reach the point where you outgrow Sage or QuickBooks. And that's a good thing!

It typically means you've scaled your operations and you're facing new challenges. You've reached the point where you should no longer be using something built for everyone. You now need something built just for you.

Both Sage and Quickbooks have amassed huge user bases because they've created malleable tools that can be used by people in almost any industry. However, the oil field service industry has its own unique challenges, and these challenges will grow as you grow.

When you reach this point, you have a few options. You can keep using Sage or QuickBooks and try to fill in the gaps with things like third-party bolt-on programs to augment your accounting program.

However, you will soon run into major issues such as:

1. Wasted time and frequent errors due to double entry
2. Most of your 'accounting' takes place outside of your accounting program
3. A lagging cash conversion cycle
4. A lack of transparency into your finances

Now, your staff is struggling with an inefficient system, your growth is stunted because of cashflow issues, and you don't have the data to make truly informed high-level decisions.

You're ready for something better. You're ready for [Discovery Solutions](#), the only ERP built specifically for oil field service companies.

This whitepaper will take a close look at how Discovery solves the most common problems that oil field service companies face when relying on Quickbooks or Sage. We will also walk you through how easy transitioning to Discovery can be, and show you what your operations will look like after.



1ST PROBLEM: DOUBLE ENTRY IS WASTING TIME AND CAUSING ERRORS



A [true ERP](#) is something that takes care of your entire business from end to end, from Accounting to Operations.

When we sit down with a would-be client for the first time, they're typically struggling with some sort of disconnected combination of systems using QuickBooks or Sage for their accounting software, while also using Excel or another third-party program in an attempt to recreate an ERP. And in most of these cases, double entry is the biggest frustration they're facing.

The financial software that they've been using doesn't contain any operational tools, or they aren't subscribed to use the operational tools within it. In many cases, these tools are not robust or niche-specific to the oil fields service industry. Or the tools are simply not robust enough to meet their needs. As a result, they're constantly having to take the information gathered from operations and then re-key it into the finance side.

Let's take a look at something like manufacturing or field service rentals. Many of these companies

rely on handwritten tickets produced by an operator or some other frontline employee. That employee has to manually write the information down, then pass it on to someone for data entry. Next, a clerk needs to interpret it and then key the information into whatever combination of systems they are using. Of course, this handwritten ticket could be easily misread, misunderstood, or simply lost.



How Discovery Can Help

Our solution was purpose-built specifically for this industry. We understand the data entry frustrations that controllers, managers, and owners are dealing with right now.

There is no need to try to combine your accounting system with a set of tools that it was never intended to work with. Your rental, field service, sales, work orders and purchase orders can all be entered into a single tool that was built with the oil field service industry in mind.

We believe in business simplification. Less software, less keystrokes.



2ND PROBLEM: MOST OF YOUR 'ACCOUNTING' TAKES PLACE OUTSIDE OF YOUR ACCOUNTING PROGRAM



When you reach the point where more accounting activities are done outside QuickBooks or Sage than in them, it's time to move on.

Far too many companies will use QuickBooks or Sage long past these solutions' usefulness because they're worried about the costs and/or complications that transitioning to something new could bring. As a result, they work very hard (too hard) to make QuickBooks or Sage work for them.

They will go out and find third-party bolt-on applications to fill in the gaps. They will often rely too much on spreadsheets and manual data entry from employees, while assuming that any errors or rework from this process are simply the cost of doing business.

For example, let's look at something like inventory management. A lot of companies have to trust that their field workers are updating Excel sheets and/or third-party tools accurately because that data needs to be reported and then fed manually into QuickBooks or Sage to reflect their actual inventory value for financial reporting and depreciation.

In these cases, frontline employees are being asked to do too much and the front office is being deprived of the accurate data they need.

How Discovery Can Help

If you're using QuickBooks or Sage, you probably need to ensure that your inventory is synced at all times, then you have to upload it to your accounting program to keep it relevant. You're probably also doing several other double entry tasks because your payables and your invoicing live outside of your accounting program.

When you use a true ERP that was purpose-built for the oil field service industry, there is no need to try to augment your accounting program with other third-party and bolt-on tools for industry-specific tasks. Everything you need to do can be done inside of Discovery, with no double entry, no syncing issues, and no spreadsheets.

Discovery allows you to spend less time entering data and more time analyzing it to see where the issues and opportunities may lie. It also frees up more time, and as a result, actually frees up more money.



3RD PROBLEM: LAGGING CASH CONVERSION

Is your cash flow “stuck?” Cash conversion has always been a major concern in the oil fields service sector.

How is your cash conversion cycle (CCC)? Simply put, how long does it take you to go from doing the work, to invoicing, to actually getting paid? If you work in the oil fields sector, the answer is often, “Not as fast as we would like.”

When you reduce your conversion cycle, you can have more readily available money. This means you can reinvest it back into your business. If your money is stuck, you can't grow, which is a universal pain point in the oil field service sector.

A lagging cash conversion cycle can be the result of:

- A disconnected invoicing system
- Invoicing errors due to inaccurate or missing paperwork orders/invoices
- Not being able to get field tickets signed/ processed
- Frequent rework
- A lack of visibility into your overdue accounts receivables

All-Too-Common Scenario: Your employee is on sight and asked to do an ad hoc task. Your employee may have a field ticket book, or they may not. If not, they may have to jot things down on a scrap piece of paper. Now, the risk of that information never making it to the office for billable purposes is very high.

These errors will delay the cash conversion cycle even more. At the same time, you're also struggling with double entry because the work done in the field is recorded on paper and a third-party ticket. As a result, you may not get all the financial visibility that you need to do proper job costing.



How Discovery Can Help

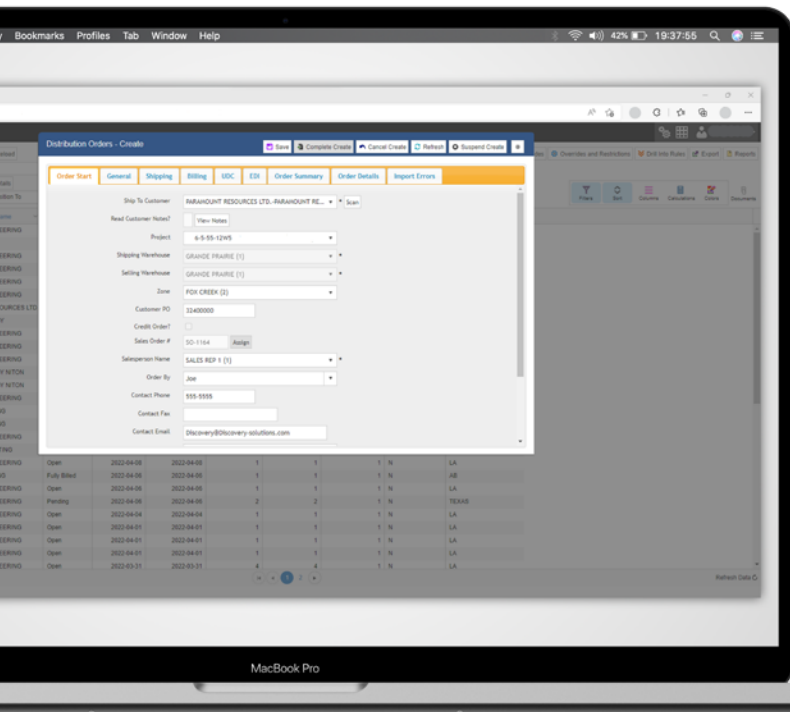
Discovery's [Field Ticket System](#) allows your field staff to enter the results of a job while in the field and produce a priced field ticket for the customer to sign. The information is then sent via an Internet connection to Discovery's ERP system for review and invoicing.

No manual entry, no double entry, and no lost tickets.

At the same time, our ERP gives you a 360-degree view of your financials at all times, which includes real-time information on the status of all accounts receivables. Your CCC is greatly reduced and your money is free to be reinvested back into your business.



4TH PROBLEM: A LACK OF TRANSPARENCY INTO YOUR FINANCES



The good work you do in the field is what builds your business. But, it's the decisions you make in the office that help you grow the business. Unless you have real-time and reliable data, it's hard to make truly informed decisions.

How Discovery Can Help

By integrating all aspects of your company together in an operation-focused ERP that was built for the oil field service industry, you have a real-time look at your complete financial situation at all times. No missing tickets or invoices, and no lagging data.

For example, we have an internal PO variance system that helps you track the difference between purchase order cost and supplier invoice cost. And then, those cost differentials can flow back to your weighted average cost and inventory so that you have much more accuracy in your financials and in your assets, which gives you better order margin accuracy.

You simply cannot get this with any combination of Sage/QuickBooks and any bolted-on third-party software. And you're certainly not going to get it with a combination of paper tickets and spreadsheets.

When you have all your data truly connected, your transfer error is greatly reduced because you have control through all your data inputs. When you have control, you don't make errors. When you don't make errors, you can convert your cash much faster. You also have better financial visibility, which means you can make better decisions.

When new clients come to us with their pain points, they typically don't talk about saving staff or cutting overhead. For them, it's more about having more time to do meaningful analysis. They want their data entry and data gathering streamlined on the front end, so that their accounting staff isn't stuck entering the data that they're supposed to be analyzing.

While both Sage and QuickBooks can offer you some level of financial reporting, it's very general. These tools weren't built with the oil field service industry in mind. They don't give you deep-dive access to the fresh data that your decision-makers need to drive the needle forward and grow your business.

The other inherent issue is that Sage and QuickBooks rely on the data being fed to them from your third-party tools, paper tickets, and spreadsheets. There is a lag for that business-critical data to propagate upwards, with a very real chance that the data won't get there at all. Or, it may be incomplete or full of errors.



THIS IS HOW EASY IT IS TO SWITCH TO DISCOVERY



A lot of companies will continue to use an inefficient system because they assume that transitioning to something new will be a long and expensive process. They may also be concerned about losing revenue during a stoppage or slow-down of work during that transition period. Or they may feel that their less tech-savvy employees may reject a digital solution.

We hear these concerns and we understand. That's why we've built an onboarding process that is:

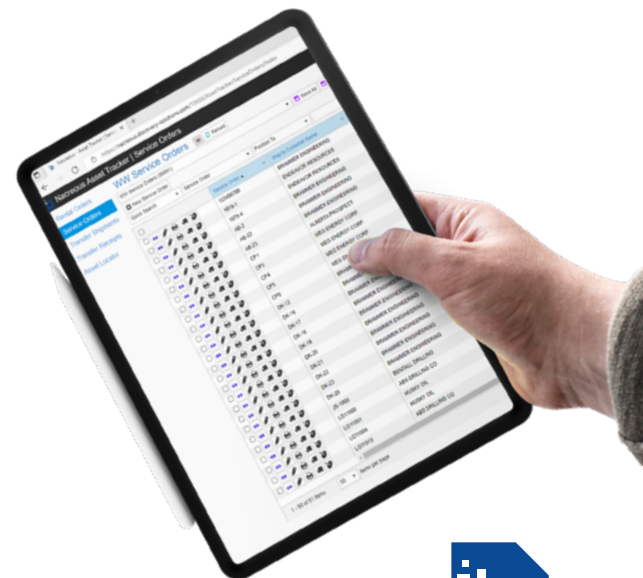
- Completely frictionless, with no disruption of business or operations
- Designed with the oil field service industry in mind
- NOT a series of boring hours spent in a classroom

At the same time, it's important to know that our tools do not need specialized skills. This is an important consideration for a number of our clients because hiring specialists in the oil and gas industry has never been more challenging.

In fact, [a recent survey](#) reported that:

- 10% of employers in the oil sector said they had to pay retirees to come back to take unfilled job openings due to the skills shortage.
- Another 82% of recruiters said one in 10 of their open positions has been unfilled for more than three months.

You do not need to be a bookkeeper or controller to use Discovery. This means it can be fully utilized by employees that may not have been a good fit for QuickBooks, Sage, and any of the other systems you were relying on.



OUR ONBOARDING PROCESS



When migrating a new client to our system, we typically start with some business modeling through in-person meetings or virtual interviews. This is where we really get an understanding of their business, their challenges, and why they're looking for a different solution. This process is in-depth. We get samples of their documents and talk to all the key players.

From there, we typically move to a data gathering stage. The client sends us samples of their chart of accounts, their vendors, their inventory, and other business data. We take that data, we massage it, and we upload it. This requires very little work from the client side.

Once we have all of their master file data, we will move on to some transaction modeling. This involves running through a set of transactions to model their process.

After that, we launch into training, which can be done on-site or virtually. We know this industry, which means we know that training people for months and months on end is not an effective way to bring people up to speed. Our clients have other roles and responsibilities, which is why our training focuses on absolutely key business

processes, instead of walking them through rare scenarios that they will never come across.

We keep our training sessions to focused and engaging 2-hour sessions. We have found that this is the sweet spot that leads to the highest level of retention, without overwhelming our trainees.

The process is guided by your dedicated implementor, whose only job is to make sure that you're comfortable with every aspect of our offering while ensuring you see the best possible time-to-value.

We take pride in the fact that our clients are almost completely independent after training and they can confidently dive right in. Of course, we still offer a detailed online support centre for any questions, but we're proud of how little time our clients need to spend there.



CONCLUSION

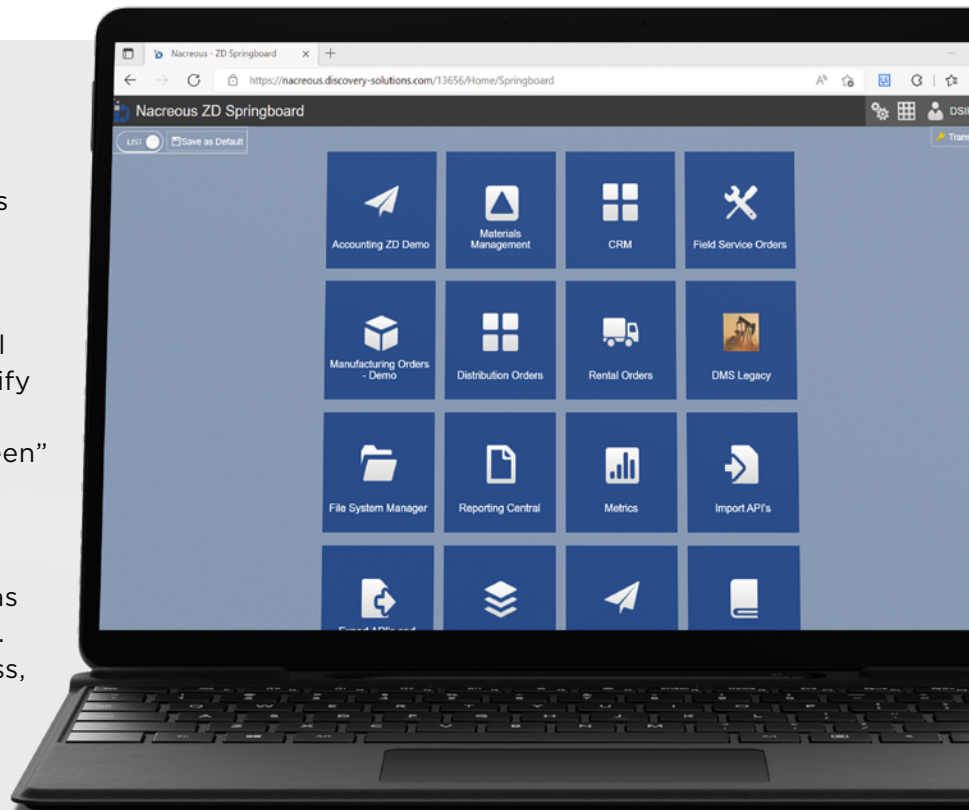


We hope you've found this information helpful. If you have any questions about what Discovery can do for your organization, we invite you to [contact us](#) at 1-877-580-9001 or hello@discovery-solutions.com.

About Discovery Solutions

Founded in 1983 Discovery Solutions has been building software to help businesses operate in the oil field service sector. Discovery was one of the first companies to package multiple modules together in a single ERP, rather than selling individual applications enabling our clients to simplify their operations. Over the last 38 years, Discovery has evolved from a “green-screen” application (published in the 80s) to a modern cloud SaaS platform.

What differentiates us is that our team has extensive oil and gas industry experience. This allows us to understand your business, work with your team and to design a product for an evolving sector. We pride ourselves in making a big impact on small and medium-sized businesses. But trust us when we say that our best is yet to come!





DISCOVERY SOLUTIONS

