



## 4MOST NEWSLETTER - MARCH 2020

And just like that, we are at the start of March. Although we are at the beginning of the third month of this year, predictions and trends of 2020 are still very much a discussion point. We're at the dawn of a new decade, which has been aptly dubbed, "The Roaring 2020s." In keeping with this theme, we have a number of articles within this newsletter which reflect the spirit of the theme - a period of tremendous prosperity! As a business leader, do you know what to expect and how to prepare for this decade? Be sure to read and enlighten yourselves to the predictions, resolutions, trends and innovation opportunities that should encourage growth.

As a company, adding value to our clients' businesses is of utmost importance to us, which is why we nurture a customer centric and team enabled culture. Sharing our clients' success stories around how SAP Business One from 4most has added value to their business is still a keen focus of ours. Peppina is one such client who has recently shared their success story and their article is featured within this newsletter.

Should you wish to share your story on how SAP Business One from 4most has added value to your business, please let us know.

### **What's in store for you in this month's newsletter:**

1. The Roaring 2020s: Six Trends Impacting Midsize Companies in the Next Decade. An IDC Infographic, Sponsored by SAP.
2. Top Resolutions For A New Decade Of Opportunity For Midsize Businesses.
3. New Decade, New Playbook: The Shifting Dynamics Of Business Growth For Midsize Companies.
4. Peppina Success Story: Pharmaceutical Contract Manufacturer Chooses SAP Business One.
5. SAP Business One Certification Training Offered by 4most.

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## The Roaring 2020s: Six Trends Impacting Midsize Companies in the Next Decade. An IDC Infographic, Sponsored by SAP

Innovations and disruptions are expected to accelerate in the coming decade. Adopting the right technology will mean the difference between surviving and thriving for midsize companies.

Read a summary of the six trends below;

### 1. Re-think Business Models to Meet Customer Expectations.

Customer Expectations are being set higher by thriving companies that disrupt markets.

### 2. Get Digital or be Disrupted.

Midsize companies that align their long-term business goals to their digital transformation strategy are 2x more likely to report double -digit growth and 4x less likely to report a revenue decline.

### 3. Platform Technology Will Redefine How Quickly Businesses Scale.

Platforms—technologies on which you can build applications, processes, and systems—are increasingly important as businesses look to expand the usage, capabilities, and connectedness of their technology solutions. Platforms simplify the adoption of software and can be used to support an integrated technology ecosystem (rather than single-use applications) to drive business growth more effectively.

### 4. Businesses That Maximize Data Value Will Adapt and Transform Faster.

Data and intelligence have the potential to create unimaginable value in the areas of customer service, marketing and sales targeting, product development and management.

### 5. Support Your Workforce with Data and Technology.

A number of key workplace trends may be explored to offer your workforce the support it needs.

### 6. Potential Macroeconomic Challenges Require Contingency Planning.

Multiple future uncertainties could impact profits and investments: Risks vs Mitigation.

[Download the Infographic Here](#)



## Top Resolutions For A New Decade Of Opportunity For Midsize Businesses

Nothing beats the anticipation felt at the beginning of a new decade. From reflecting on the past to predicting what will come, it's a moment that most people seize to recharge, dream, and set a plan for a future of prosperity and growth.

So how can growing companies ensure they leverage the full power of data, automation, and artificial intelligence to sense customer and employee needs and deliver the right experience at the right time in 2020 and beyond?

### Midsize business resolutions for 2020 and beyond

1. Look five years down the road when considering your next digital move
2. Remember, you're never too small for leading-edge technology
3. Shape the future of work with freedom, meaningfulness, connectedness, and choice
4. Expand your thinking on customer experience, even in times of uncertainty
5. Put talent management and human-centered decision-making at the center of everything

By Meaghan Sullivan. Courtesy of SAP Digitalist Magazine.

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## New Decade, New Playbook: The Shifting Dynamics Of Business Growth For Midsize Companies

It used to take decades for small companies to grow into viable and highly competitive large enterprises. Not anymore. Businesses that make digital transformation a priority open themselves to business model innovations that change the way work gets done and enable them to compete more effectively.

According to a recent SAP-sponsored IDC InfoBrief, "Becoming a Best-Run Midsize Company: How Growing Companies Benefit from Intelligent Capabilities," companies that follow a digital mindset achieve eight times greater revenue and profit growth, seven times better customer satisfaction, and four times higher employee productivity.

But make no mistake: Even the most advanced technology cannot rewrite the entire playbook for business growth. While digitalization can accelerate growth, hiring and retaining the right people, and understanding the reasons why certain outcomes happen, will determine long-term, sustainable success.

By Subhomoy Sengupta. Courtesy of SAP Digitalist Magazine.

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# peppina

## Pharmaceutical Contract Manufacturer Chooses SAP Business One

Peppina has implemented SAP Business One, from 4most Systems, for increased efficiencies, smoother operations and access to real-time data and reporting.

The pharmaceutical industry and its accompanying regulations make for very time-consuming processes, irrespective of the underlying technology infrastructure. A set of paper copies, physically signed off, needs to be kept as part of industry compliance. However, the beauty of a fully automated and integrated system means that any human errors are now immediately spotted.

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## SAP Business One Certification Training

We can help you equip your talent with the goal of improving their capability, capacity, productivity and performance with knowledge that relates to specific practical skills and competencies as well as business specific processes.

We facilitate SAP Business One training and certification. This certification is globally recognised.

Training courses currently on offer are for SAP Business One 9.3.

If you are interested and require more information, contact us.

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