

How enterprise resource planning can affect businesses

Enterprise Resource Planning (ERP) is the unification of various resources in an organisation or business in a single computer system that meets the demands of the various departments. Its benefits include better interconnectivity and communication between departments and smoother start-to-finish operations.

ERP systems have become a way to support and speed up the whole process of the supply chain cycle.

Most ERP systems have been implemented on premise. Traditional ERP systems provide various benefits such as a mature system functionality and abilities of greater customisation and integration. But in the past decade, other software applications have shifted to cloud computing that has become one of the fastest growing IT segments.

ERP systems offer enormous benefits – higher productivity, reduced operating costs and flow of information and improved performance management. But it is important to upgrade the ERP system when it doesn't effectively communicate with other systems, or it creates dual data entry processes and a disconnect in an otherwise effective work flow. In addition to integrated systems ERP software needs to cooperate with current browsers, platforms, and modern protocols.

End-of-life or end-of-support means the software has reached the end of its useful life and that updates and patches will no longer be released. Initially one won't notice a change when EOL has been reached; it will keep working in the same way for a short time, but will face problems in due course.

By sticking to legacy software one can miss out on cutting-edge features and new levels of functionality. If a business sticks to outdated software, its competitors that are upgrading and using the newest features will gain a competitive edge in the market.

As a business grows, the number of users, processes, and number of contracts also grows. To help manage one's business and customer relations one needs to consider implementing adequate CRM software that can grow with one's needs and the business.

An effective and modern ERP system is a powerful tool that can help businesses operate in the competitive market. It is necessary when looking for an upgrade to discover the best product for one's company, because this is a resource meant to increase productivity, not cause confusion, taking into consideration one's business requirements.

While it can be somewhat tricky to determine when to upgrade one's software, red flags will greatly influence the decision. ERP software was created to make a business run more smoothly and effectively, so businesses should not hold on to outdated programmes just because they feel comfortable working with them. Those that take the jump, and take educated risks will reap the rewards of efficiency.

The Eyesel Business Suite is designed to help businesses gain a competitive advantage in one's industry. Developed on the powerful Microsoft SQL technology and based on the best business practices, one will find that EBS is a flexible, user-friendly and functionality rich ERP system.

For more information, visit <http://isl.com.mt/products/ebs/> or e-mail comm_sales@isl.com.mt.



The European Language Label (ELL) is an award for innovative language learning projects that creatively improve the quality of language teaching. It is awarded to local and national projects that have found creative ways to improve the quality of language teaching, motivate students and to make the best of available resources.

Applications may be submitted by schools, colleges, businesses and other institutions involved in language teaching.

The European Union Programmes Agency will be holding an Information Seminar in preparation for the upcoming ELL deadline on **Friday 13th March 2015** at the EUPA offices between 10:00 and 12:30.

Those interested in attending should send an email to communications.eupa@gov.mt

SALES REPRESENTATIVES - Ref : SAL 2656 (Full-Time and/or Part-Time)

Our client is a leading and well-established importer and distributor of cosmetics in Malta. The company is seeking to recruit dynamic and highly motivated individuals for the post of sales representatives. The company is interested to recruit candidates, both on a full-time and part-time basis (mornings only).

Reporting directly to the Director, the successful candidates will be engaged in selling a range of well-established, quality brands of cosmetics to leading retail outlets. The selected candidates will also be responsible for providing product information and support on these products to these retail clients and to see to their needs at all times.

The selected candidates will:

- ◆ Possess previous experience in selling to retail outlets
- ◆ Possess a strong acumen for personal selling and have excellent interpersonal communication skills
- ◆ Undoubtedly, be highly-driven, results-oriented performers, who are able to work on their own initiative with minimal supervision
- ◆ Be computer literate
- ◆ Have a clean driving license
- ◆ Be of good conduct.

An attractive remuneration package comprising a guaranteed salary and commission and a company car, commensurate with sales aptitude and experience, will be offered to the right applicants.

M.FSADNI & Associates Confidentiality Commitment

Over the 16 years we have been involved in recruitment consultancy, we have always committed ourselves to **full confidentiality** when handling applications and we will continue to do so. Also, all applications will be acknowledged on receipt and will be forwarded to our client. **Our client also guarantees that all applications will be treated in the strictest confidence.**

How to Apply

Interested applicants are requested to submit their application letter and detailed CV, **preferably by email on careers@mfsadni.com by not later than Thursday 12 March 2015** or address them to the following postal address. Candidates are to indicate clearly whether they are applying for a full-time or part-time position on their application letter.

Sales Rep - Ref: SAL 2656

The Managing Associate
M. FSADNI & Associates
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M. FSADNI & ASSOCIATES

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