

Brown Smith Wallace Advisory Services Business Processes & Systems Group

Do you need assistance ensuring your business is running efficiently? Do you need software that performs better? Read on to find out more about the services we offer.

END-TO-END BUSINESS PROCESS IMPROVEMENT

- Processes represent the flow of work and information through an organization. These combinations of steps and activities are the mechanism for creating and delivering value to a customer. Many organizations do not understand or manage how value is provided to the customer. We use proven Lean, Six Sigma and other best practice techniques to understand, analyze and improve the process.

SOFTWARE DRIVEN BUSINESS PROCESS IMPROVEMENT

- ERP software is an end-to-end solution that should provide visibility into all transactions for all users of the system. It doesn't always work this way because of old systems and outdated configurations. Workarounds, waste and inefficiencies get created and silos of data prevent getting the most out of the system. We evaluate business processes, identify areas of waste and work with clients and software companies to improve your processes and eliminate waste.

BUSINESS SOFTWARE—SELECTION STUDIES

- When a company outgrows their software systems there are multiple processes performed outside the system. The current software may be missing functionality (such as sales force automation or eCommerce). The risk of obsolescence is high due to vendor or technology problems. Using a detailed 5 phase process, we facilitate the process of identifying and selecting new business software.

ENTERPRISE SOFTWARE—PROJECT ADVOCACY

- During the implementation of new software, clients may be overwhelmed by the complexity or not have the staff to perform needed technical or project management oversight. We can act as the clients advocate to monitor and support the project to ensure it is being managed properly.

Meet Our Experts



Jeff Gusdorf is Principal and managing consultant in Brown Smith Wallace Advisory Services' Business Processes & Systems Group. He has 3 years' experience as a financial manager and technology consultant in the manufacturing, distribution, and service sectors. Jeff assists clients in business process requirements analysis, software research/selection and evaluation, software implementation and project management, financial/cost accounting and analysis.

Todd Snover leads Brown Smith Wallace Advisory Services' Business Process Improvement Service. He has 3 years' experience in technical and leadership roles. His results using many methods across a wide range of industries enables him to quickly add considerable value to our clients as they are looking to re-engineer business processes and implement improved system solutions.



Henry Struckel is a Supervisor in Brown Smith Wallace Advisory Services' Business Processes & Systems Group. He has 1 years' experience as a Sales Consultant, System Analyst, and Director of Support and System Implementation in the manufacturing, distribution, and service sectors. Henry conducts ERP software research/selection and evaluation.

Sara Jay is a Marketing Specialist in Brown Smith Wallace Advisory Services' Business Processes & Systems Group. She has 12 years' experience and is responsible for web development, advertising, sales, public relations, managing projects, writing, publishing, and designing content for software vendors and partners.



Contact Todd Snover on Business Process Questions at tsnover@bswllc.com

Contact Henry Struckel on Business Systems Questions at hstruckel@bswllc.com

Contact Sara Jay on General Consulting Questions at sjay@bswllc.com

Check Out Brown Smith Wallace Advisory Services Websites & Software Guides

BROWN SMITH WALLACE ADVISORY SERVICES DISTRIBUTION SOFTWARE GUIDE

DISTRIBUTION SOFTWARE GUIDE

The industry standard Distribution Software Guide, developed by the Brown Smith Wallace Advisory Services, has helped countless distributors select distribution software packages for more than 27 years.

Presented in two formats, the Guides reach more than 16,000 annually via the printed versions and more than 50,000 visitors online. This one-of-a-kind compilation serves as the primary resource for detailed distribution software research in hundreds of software selection projects.

More than 41 endorsing trade associations, buying groups, and education institutions receive complimentary copies of the Guides, creating a circulation of at least 9,000 annually.

The Distribution Software Guide has become the most used directory for wholesale distributors looking to replace or upgrade their existing business software. In response to market demand, we have created detailed vendor information and feature matrixes for Enterprise Distribution and Complementary Solutions.

[Software4Distributors.com](http://www.software4distributors.com)

Years of refinement have led us to create an online solution to help users identify potential solutions by browsing through vendors, applications, and vertical markets. When using our Software Features Comparison Wizard, visitors can create a detailed side-by-side feature matrix in helping to Research, Compare, Evaluate, and Analyze software choices.



BROWN SMITH WALLACE ADVISORY SERVICES MANUFACTURING SOFTWARE GUIDE

MANUFACTURING SOFTWARE GUIDE

With 7,000 copies in print, the Manufacturing Software Guide is the only software selection guide specifically designed for the unique needs of the manufacturing community. It includes detailed vendor pages, company demographics, product information, and a feature matrix.

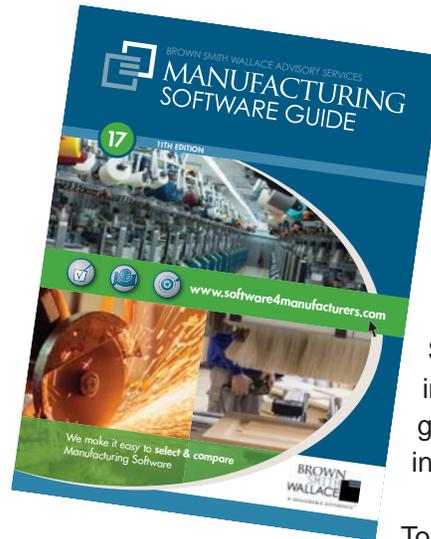
[Software4Manufacturers.com](http://www.software4manufacturers.com)

The online version includes more extensive information about each vendor, the applications, and their functionality to assist in research projects. Visitors can utilize the Software Features Comparison Wizard to evaluate more than 56 categories of features side-by-side.

ABOUT THE GROUP

Brown Smith Wallace Advisory Services provides research about software and other technology products to the wholesale distribution/supply chain, and manufacturing marketplace. We publish our content via print and on the web. Brown Smith Wallace Advisory Services specializes in reaching industry trade associations, buying groups, and educational institutions with industrial distribution programs.

To learn more, visit our websites.



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