

Empowering Growth Through Technology



# The Future of Consulting : **Why ERP Solutions Are the Next Big Revenue Opportunity**

Your guide to unlocking new income streams and adding value to your consulting business.

# Introduction



## The Consulting Landscape is Changing: Are You Ready to Adapt?

For years, consulting practices have relied on fixed-fee models that often cap income potential. While this approach has worked in the past, the increasing competition in the market and the growing demands of businesses require consultants to innovate and offer more value.

Here's the challenge:

1. Client expectations have changed. Businesses now demand more than a vice—they expect solutions.
2. Competition is intense. More consultants and advisors are entering the market with similar offerings.
3. Fee-based models limit growth. You can only grow so much within a fixed revenue framework. ERP systems offer consultants a unique opportunity to:

- Generate new revenue streams through partnerships.
- Help businesses streamline operations, improve efficiency, and scale sustainably.
- Build stronger, longer-term relationships with clients.

In this guide, you'll discover why ERP solutions are a game-changer for consultants and how you can leverage them to grow your practice.



# The Growing Demand for ERP Solutions

## ERP Adoption is Accelerating Globally

The ERP market is booming, driven by businesses seeking to automate their processes and gain better control over operations. As more organizations embrace digital transformation, ERP has become a necessity rather than a luxury.

### Key Statistics :

- 80% of SMEs are expected to adopt ERP systems by 2025.
- The Indian ERP market is valued at ₹98.4 billion, with a projected CAGR of 10% over the next five years.
- Over 70% of business leaders consider ERP a vital tool for operational success.

### Why This Matters to Consultants :

As a trusted advisor, you are in a prime position to guide your clients toward the right solutions. Businesses already trust your judgment on financial and operational matters, making ERP recommendations a natural extension of your role.

### The Opportunity :

- Position yourself as a solutions provider. Go beyond advice by offering actionable tools for business growth.
- Leverage the growing market demand. Help clients transition to ERP systems while earning lucrative commissions.
- Future-proof your practice. Stay ahead by adopting services that align with the needs of modern businesses.

---

© 2023 eDominer Technologies Private Limited All Rights Reserved



## Are You Facing These Common Challenges?

### 1. Limited Revenue Potential :

Most consulting businesses rely on fixed or hourly fees, which limit income growth. This creates a ceiling on your earnings despite increasing effort.

### 2. High Competition :

With the rise of independent consultants and automated tools, the market is becoming more crowded. Differentiating yourself is more critical than ever.

### 3. Client Retention Issues :

Once you've completed a specific project or service, retaining clients becomes a challenge. Without ongoing value addition, clients may look elsewhere.

ERP Partnerships Can Solve These Problems

- **Recurring Revenue** : Earn ongoing income through commissions and implementation fees.
- **Value Addition** : Offer clients tangible solutions that directly impact their bottom line.
- **Long-term Relationships** : By becoming a partner in their business transformation, you ensure client loyalty.

## Challenges in Traditional Consulting Models



© 2023 eDominator Technologies Private Limited All Rights Reserved

# Why ERP is the Perfect Fit for Consultants

## The Advantages of Partnering with ERP Providers

As a consultant, your clients rely on your expertise to make informed decisions. By introducing ERP solutions into your offerings, you can

### 1. Create New Revenue Streams :

- Referral Commissions : Earn a percentage of every ERP solution you recommend.
- Implementation Fees : Charge for consultation and setup services.

### 2. Enhance Your Service Portfolio :

ERP solutions demonstrate your commitment to solving operational challenges, making you an indispensable partner for your clients.

### 3. Strengthen Client Relationships :

Offering ERP solutions positions you as a forward-thinking consultant invested in long-term growth, ensuring client loyalty.



# How to Get Started with **Expand smERP**



## 4 Simple Steps to Become a Partner

### 1. Identify Clients in Need :

Look for clients struggling with manual processes or outdated systems.

### 2. Access Training and Resources :

Expand smERP provides free training, sales tools, and marketing resources to help you succeed.

### 3. Introduce ERP Solutions :

Use our pre-built sales materials and dedicated support team to pitch ERP to your clients.

### 4. Earn and Grow :

Receive commissions, consulting fees, and support revenue while helping clients scale their businesses.

## Why Expand smERP?

- Industry-leading ERP solutions designed for SMEs.
- Attractive revenue-sharing model for partners.
- Comprehensive partner support and training programs.

© 2023 eDominer Technologies Private Limited All Rights Reserved



# Ready to Transform Your Consulting Business?

Partnering with Expand smERP is a hassle-free way to add value to your clients and grow your income. Don't miss out on this opportunity to stay ahead in the consulting world.

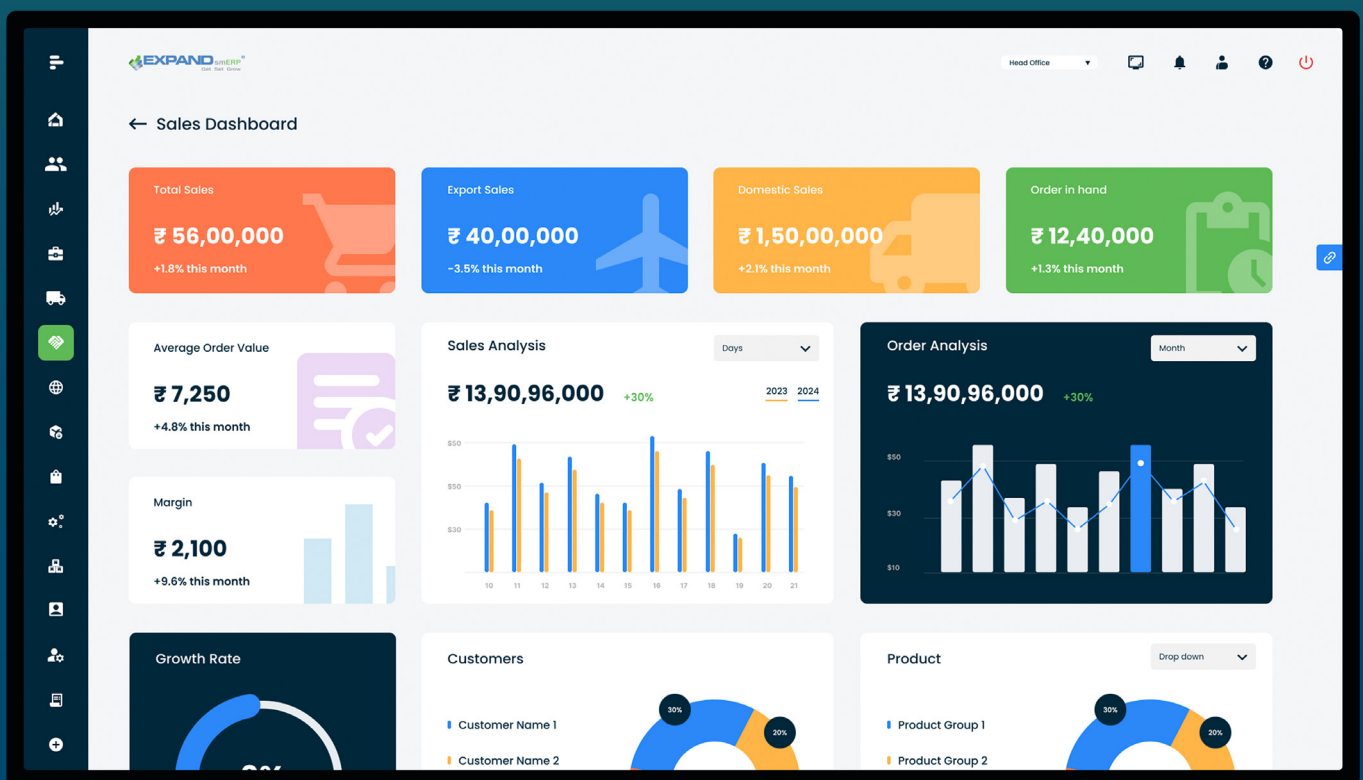
Join Expand smERP's Partner Program Today!

Click Here to Get Started

✉ sales@edominer.com

☎ +91 9007026542

🌐 www.expanderp.com



**eDominator Technologies Private Limited**

**Head office:** 304, Continental  
Above Porsche car showroom  
83/2/1, Topsia Road (S) Kolkata - 700046