**Customer Relationship Management (CRM) Systems:** Used to support clients, increase customer relations and is an effective method of cultivating leads. CRM is a great way to build relationships with customers and personalise sales tactics to generate revenue as positive customer relationships and good sale tactics are used in every company. **Examples:** Database management, Contact management, Client interaction tracking, etc.

**Payments Systems:** Options a customer has to pay for goods from a company. **Examples:** PayPal, VISA, Credit/Debit card. MasterCard, etc.

**Supply Chain Management (SCM) Systems:** Keeps an eye on and facilitates the production process from time an order comes in until the time it arrives on the customer’s doorsteps. These can control operations such as sales order management, materials ordering, machine management, manufacturing management, etc. **Examples:** Warehouse management, Order processing, Inventory management, Supply chain planning, etc.

**Accounting (ERP system):** Used by businesses with coordinating and consolidating financial data across different departments, offices and locations and this can offer a consistent, automated approach and once implemented can easily track every dollar that comes in and out of the business. **Examples:** Budgeting, billing, general ledger functions, tax management, etc.

**Enterprise Asset Management (EAM):** This helps to keep track of all the physical assets a business owns and taking the time to manage the investments can help extend a business’s lifespan and allows a business to meet compliance requirements, stay up to date on scheduled maintenance activities and much more. **Examples:** Materials management, inventory management, etc.

**Business Intelligence and Reporting (BI):** Allows a business to analyse data across various departments to quickly make smarter and more informed business decisions. The BI software has customizable dashboards and visualization tools that allows business to easily adjust the data they are viewing and includes built in template reports for creating forecasts and projections. **Examples:** Data visualization, Document management. Etc.