

 KOPIS

Monsters of Modernization

— *Field Guide* —

Monsters

FIELD GUIDE

The Monsters of Modernization

Running a successful and streamlined organization isn't easy when the hidden monsters of software modernization are lurking in your back office, disguised as legacy software.

Teams of all sizes can reclaim time, control, and visibility with efficient modern software.



STRESS POINTS

Plainly speaking, legacy systems and processes cause trouble.

Every growing organization reaches a stress point in their growth where their current software and processes can't keep up, creating bottlenecks and inhibiting their growth.

Whether it's a piece of software that was written 10+ years ago and cannot integrate with newer tech, manual processes that create discrepancies in your data, or a user interface that is a challenge to navigate, these constraints put pressure on everything you do.

Modernizing legacy systems and updating manual processes are what keep growing businesses growing. Lurking in these legacy systems are monster-made threats to your productivity, efficiency, and in turn, your bottom line.

We call these threats the **Monsters of Modernization** and while the creatures may be mythical, the pain points they represent are very real.



Operational Efficiency

Modern systems deliver better performance, faster time to market, and better experiences for internal and external users.



Reduce Costs

Decommissioning legacy apps, data center space, and physical servers reduces software, hardware, and licensing costs.



IT Agility

Tune your environment to react faster, leverage data across the org, integrate with other systems easily and be quicker to adapt to changes in the market.



Legacy systems that once worked well to get you where you are today become patchwork systems held together by years of unstable code. The inability to properly integrate your business-critical systems leaves you with a precarious process of working within and around the system.

Data integrity is the lifeblood of your company and when you cannot fully trust your data, misguided decisions are often made. Manual processes, user error, and multiple sources of truth cause leaders to question their data sources — never fully feeling confident in their reports.



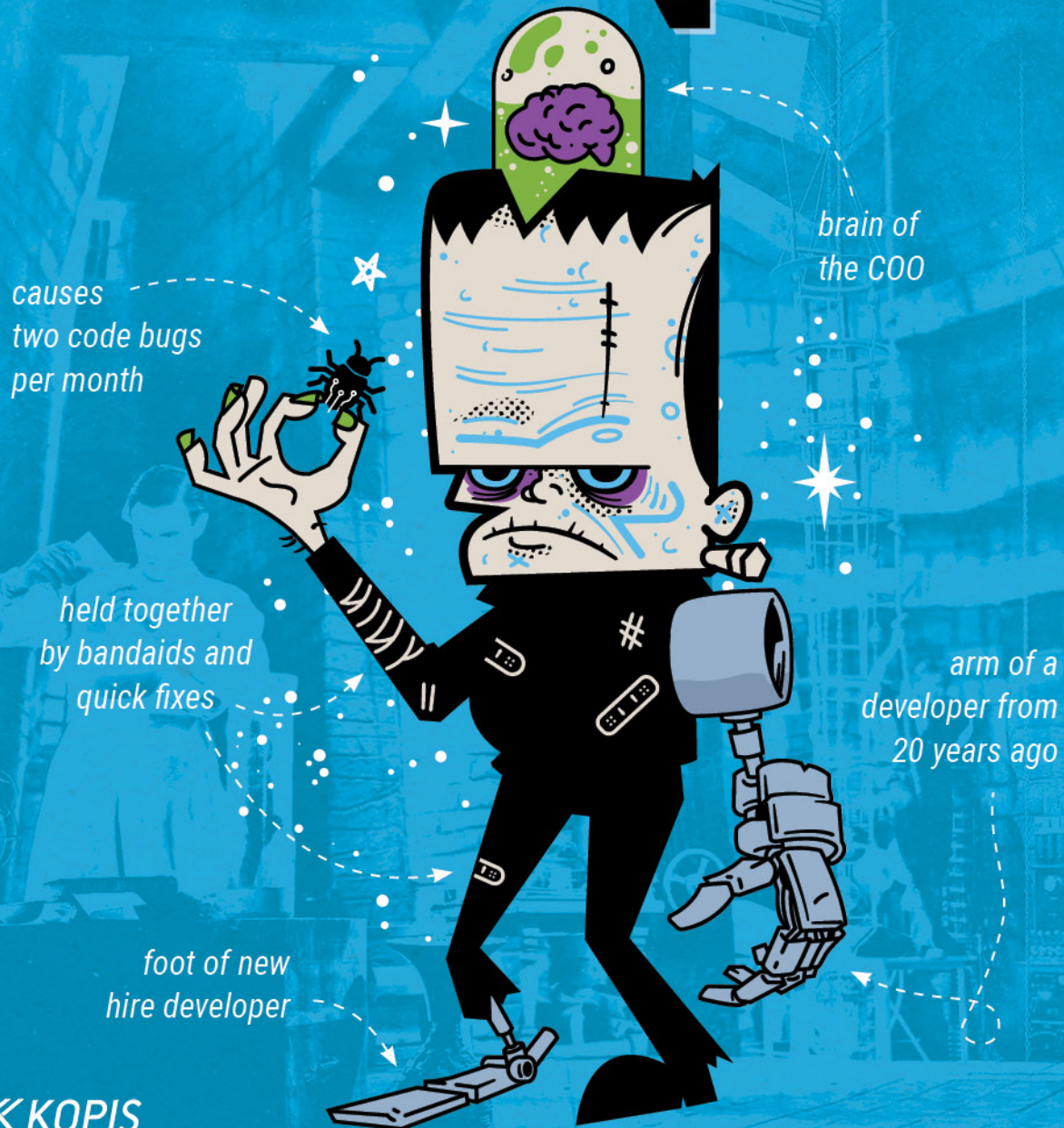
User experience and the ability to quickly and easily navigate a piece of software or tool is critical. Bad user experience design acts as a gatekeeper to efficiency, causing turnover and many wasted hours.

Off-the-shelf software that once sounded like a catch-all to fix workflow issues often leads to disappointment and unfulfilled expectations. Boxed software solutions aren't flexible enough for many organizations' unique processes and leaders spend thousands on integrations that never connect exactly as needed.



Read on to meet the Monsters of Modernization and **how you can defeat them.**

Frankensystem



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LEGACY SYSTEMS

Transform your patchwork systems into one, unified system.

So many growing organizations are still running and maintaining legacy systems. Over the years, these systems have become integral to the way an organization functions.

Legacy systems are slowly worked on and modified over time, adding in small enhancements and patchwork integrations to other systems.

As time goes by, the development team changes, coding practices and languages change, and soon businesses are left with a Frankenstein system hobbled together by years of adjustments, creaking under the strain of growth.

With Kopis, your organization can move away from a “we can make it work” sewn together system to one modern piece of software poised to scale with you.

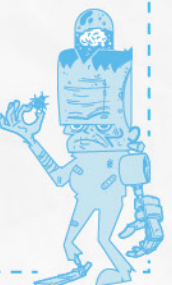
You can reduce security risks, unify code, and fully integrate with newer technology and systems.

“What Kopis has built for us is the ability to manage large networks of digital content at scale with very, very, very few people.

They did such a great job for us that once we went forward with the platform, we took over giant accounts that we never could have before. We would not have that without what they did for us.

DEEL

Bill Clapes,
Cofounder
& President
DEEL Media



Count von Datum



KOPIS

DATA INTEGRITY

Unify your data for accuracy.

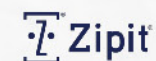
As organizations grow and scale, their data problems do too. Whether it's data loss, transfer errors, entry mistakes, collection inconsistencies, corrupted data, or duplicate data, there are many threats to ward off when it comes to protecting your data.

Kopis can help remove the biggest threats to data integrity by helping you:

- Fully integrate data by combining all different data sources together so the whole company is pulling data from the same source.
- Remove data silos and prevent duplicate work whether that's between departments or tools.
- Eliminate manual processes and the user errors that come with it by automating many of these processes.
- Remove lingering legacy systems like complicated and fragile spreadsheet reporting by adopting cloud applications.
- Implement proper data validation processes during data entry to ensure information is free from errors.

“I can't even begin to explain what a relief this solution has been for me, personally. It's increased productivity for the entire staff, but mostly for me.

I went from spending two to three days assembling data and producing reports to pushing one button and having all of the information I need.



Frank Greer, CEO
Zipit Wireless



FLUMMUX



USER EXPERIENCE

Give a better experience for all.

Nearly all legacy apps are built for internal processes to accommodate a wide range of users who have no choice but to use it. Likewise, these apps typically lack a customer-oriented interface.

Legacy software designers overlook the importance of user experience and user retention resulting in an unsustainable application that requires special training due to high complexity before it can be used.

Kopis can help you minimize UI/UX complexity to create a better user experience, increase productivity, reduce human errors, and allow you to onboard new employees faster.

\$1 investment in UI/UX generated **between \$10-\$100 gain** – meaning modern UI design recruits new and more qualified employees.

44% of CIO's say legacy software significantly holds back the company's growth.

14% of organizations that invested in UI modernization have increased their annual revenue.

“Kopis brought our vision to life. Since they've created similar systems before, the Kopis team was able to give us design advice about agent technology, what the portal could look like, which features we would need and which may be less important.

Kopis was able to take the project from a fairly basic idea to a fully thought out, user-friendly application.



Brad Lucas, President
Lucas Systems



SaaSquatch



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OFF-THE-SHELF SOFTWARE

Skip the chase and invest in software built for you.

Pre-packaged, boxed software solutions are an evasive, too good to be true solution. SaaS software doesn't often provide customizations to meet specific business needs, has fewer integration options, and comes with features you'll never use.

Most businesses that go this route end up spending twice as much in trying to patchwork and customize the system and in user training.

With a boxed solution, you also run the risk of your "secret sauce" becoming part of a canned package.

A majority of the businesses Kopis has helped over the years have a business problem that can't be solved with an existing solution. A custom build means you no longer need to twist and distort your processes to fit your tools.

- Customizations
- Integrations
- Ownership
- Controlled Maintenance
- No Licensing Fees
- Better ROI

"We are in a niche industry, the solutions we were finding were more for the broader industry segment. So they would do one or two things we needed but not everything.

I felt choosing an out-of-the-box software would be like starting from scratch only to settle again.



Tony Smith,
Vice President
Metromont



The Hero



KOPIS

BE THE HERO

Free your organization from the Monsters of Modernization.

Brave, growth-minded professionals have been defeating Modernization Monsters with the Kopis sword for decades.

You Can Too.

Book a Meeting

Talk through your monsters and strategize your way to victory today.

BOOK DISCOVERY CALL

Explore Modernization

Get more information on how Kopis can help modernize your systems.

MODERNIZE TODAY



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