



White Paper

5 Reasons to Invest in Software Training Now



The Complete Rebar Solution®

What's the core of your business?

The economy is forcing rebar fabricators, estimators, and detailers all over the world to cut costs. When business is slow, it only makes sense to eliminate all non-critical spending. The tough question you must ask yourself is: "What is really critical to running my business?" For many, aSa software is at the core of their day-to-day operations. Without the ability to estimate projects, create placing drawings, process orders, print tags, and manage contracts, your business wouldn't run.

One of the key ways you can make your business run better — and get the most from the tools you already own — is by investing in training for your aSa applications. While you may be tempted to "ride out the storm" and wait until the economy turns around, below are five excellent reasons to invest in training *now* rather than later.

Invest in training now to ...

1. Get the most from aSa's newest release

Earlier this year, we released aSa v6.41. Our biggest release in more than three years, v6.41 contains dozens of new, time-saving enhancements and hundreds of specific program changes. All clients enrolled in our subscription program can upgrade to the new version for free! A small investment in training can help you take advantage of all the new features the upgrade has to offer.

2. Make the best use of your slow time

No one hopes for slow business. However, not being swamped with projects has some advantages, too. Most significantly, you have more time, free from daily interruptions, to dedicate to organizational improvements, such as planning and training. Much like a sports team, your employees can train during the "off-season" so they are prepared, productive, and at their full potential when business picks up.

3. Get a big return from a small investment

Compared to large capital expenditures, such as purchasing a new shearline or coil machine, training has a very small price tag. But, it's a small investment that pays off big. For example, an employee who has just received training can put new skills to use right away. Plus, training lets you take advantage of management tools like Custom Report Manager and Custom Inquiry Manager that help you direct people and processes better.

4. Reduce the impact of staff turn-over and burnout

As your staff changes, employees trained by aSa consultants train new employees, who eventually train other new employees. Each generation of re-teaching “waters down” the original training, resulting in employees who are only using a fraction of the tools and techniques available to them. Furthermore, employees get bored doing the same old thing day after day. Learning new skills provides a morale (and productivity) boost!

5. Improve your business processes

Our training isn't a product in a box. Rather, our consultants tailor their service to your employees and the way you do business. With aSa, you get a true consulting experience. We not only provide training, we work with you to customize software, reports, workflow, and business practices to make you more efficient.

Conclusion

When business is booming, you may be able to succeed based on the sheer volume of work. When work is slow, your success depends on your ability to make your business run as effectively as possible. If you're not as efficient as you could be, you're wasting money by *not* investing in training now.

Contact aSa to learn about all of our training options, including on-site consulting, training at our hands-on facility, and web-based classes.



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