

# Order Management Systems: What to Look for When Selecting a Provider

Here are some questions a business's management team should ask when selecting an OMS provider.



## DOES THE PROVIDER HAVE A STRONG TRACK RECORD?

One of the first qualities to look for in an OMS provider is longevity in the marketplace. Another essential quality is a client list that includes Fortune 500 companies and other customers that hold leadership positions in their respective industries. If the provider has a long history of handling these customers, chances are it can help you, too.



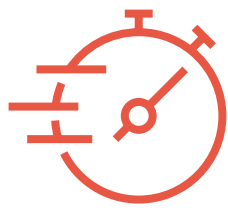
## IS THE SYSTEM FLEXIBLE?

An OMS should not be a one-size-fits-all solution. Different businesses have unique needs, and an OMS provider should understand that. Look for a provider that can customize the software to fit your precise requirements.



## DOES THE SYSTEM PLAY WELL WITH OTHERS?

Strong order management systems integrate with major e-commerce platforms such as eBay and Amazon. This provides a business with flexibility while streamlining inventory and shipping components.



## IS THE SYSTEM FAST?

Many OMS platforms utilize an application programming interface (API) to communicate between them and other programs. This means transactions can be painfully slow as data must be reloaded when offline. Advanced OMS software can track changes to the database offline without the need for an API, making for a much faster experience.



## IS THE PROVIDER WELL-FUNDED?

Too many OMS providers rely on debt or venture capitalists to stay afloat. This means they are volatile and not necessarily focused on your best interests. A provider that carries zero debt will have your needs — not their shareholders' — as their highest priorities. This also means you can count on your OMS provider to be there for as long as you require.