ERP Cloud Buyer's Guide

Version 5

Market Research

Trends

Definitions

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TCO Analysis

Categorization

Eval-Source

Executive Summary

Cloud computing and software as a service (SaaS) is now the norm to provision software. Much confusion still exists between on-premise and cloud deployments. Organizations are ready to commit to cloud utilization but are unsure of where to start and what options are available. Now that cloud has become mainstream technology, organizations are faced with the increasingly complex task of calculating a true total cost of ownership (TCO) and the return on investment (ROI) a cloud solution can deliver.

Due to the ever-increasing types of delivery models, architectures, languages, operating systems, integration points, database compatibility, additional features/ functions, and managed services, the numerous public and private cloud options available have led to a muddied understanding of cost for a cloud solution versus an on-premise solution.

Cloud computing and SaaS are evolving so quickly that SaaS solutions are more readily available than ever before. It was not that long ago, when certain applications were not available as SaaS or cloud options at all. Traditional on-premise vendors have embraced the shift towards the cloud and are offering complete enterprise resource planning (ERP) product suites in the cloud. ERP software vendors now offer a diverse range of options to accommodate the main types of ERP classifications, such as process, discrete, mixed mode, and engineered- to-order. The increasing number of vendors offering ERP as a cloud/SaaS solution enable organizations to better align their business needs with the correct software and IT that support their specific requirements. This guide was created to help organizations by clearing up some of the misconceptions and by clarifying certain aspects, companies should be aware of when purchasing an ERP cloud or SaaS solution.

One of the main purposes of this guide is to provide education and awareness on cloud and SaaS computing. The Eval-Source ERP Cloud/SaaS Buyer's Guide will examine such factors as key vendors, identification, vendor descriptions, target markets, the cloud software market landscape, cloud computing and SaaS benefits, important market trends that could impact software-buying decisions, security, TCO, functionality and definitions. The information presented in this guide provides organizations with a detailed summary of the most accurate information possible to help them make a well-educated software-buying decision.

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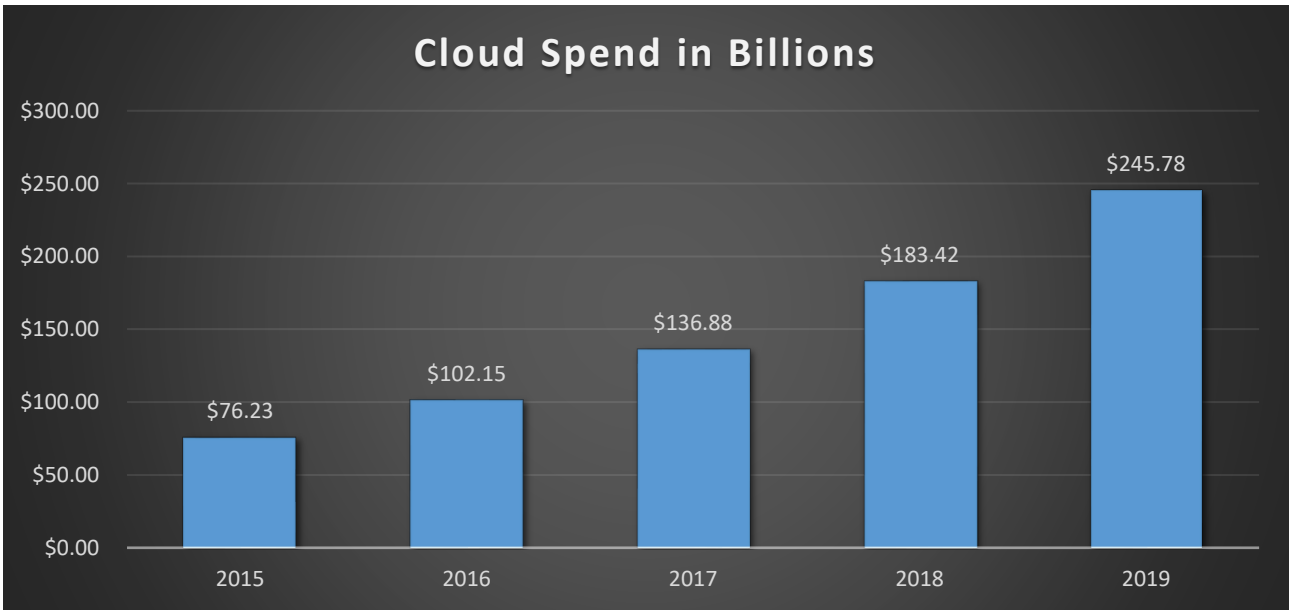
Market Overview

The estimated dollar value of the cloud and SaaS market varies widely by consulting and analyst firms alike due to which categories, applications, infrastructure, platforms etc. are included within the definition of the taxonomy. The common undercurrent among all estimated market sizing is that cloud and SaaS has become a legitimate enterprise software option and the growth is rapid. Cloud computing has become a game changer in terms of organizational perceptions that has disrupted the view of the traditional licensed on-premise model.

More vendors are offering new products, services, applications, platforms, infrastructure and managed services computing options, which further drives industry adoption. The cloud has facilitated the offering of many new products, services, and applications virtually. It is this plethora of choice that organizations find confusing. The options of platform as a service (PaaS), infrastructure as a service (IaaS), SaaS, service-based applications, and traditional IT functions can all be provisioned using the cloud. Now, services storage, managed services and outsourcing have added to the size of the cloud, which would also increase the market size proportionally.

Based on Eval-Source's research, ***a CAGR of 34% was calculated to the year 2019***. We estimate the cloud computing market for ***enterprise application spend*** will grow to $245.78B by 2019.

SaaS/Cloud Enterprise Application Spend



Market Overview

Within the last year and a half, many new ERP vendors have emerged increasing the number and types of ERP systems available for customers. Service-based ERP's are starting to challenge manufacturing brands of previous staple vendors. Many new vendors now have dedicated verticals ERP solutions are now available complicating the decision to acquire the right ERP system. Specifically, verticals such as retail and wholesale distribution and education have increased. In some cases, traditional ERP vendors who usually offer discrete manufacturing solution have started to offer process-based and services functionality. ERP for service-based industries has formed its own enterprise application market with established vendors and best of breed point solutions. Organizations now have a multitude of choice on a plethora of platforms covering many architectures and cloud deployment options. These options complicate the software evaluation procedure and may increase the project lifecycle, as increased research and market comprehension must be achieved before moving onto the next stage of the evaluation project.

Not only must customers find the correct ERP but now also evaluate platforms, infrastructure, mobility, security compatibility, interoperability, extended functionality and multiple options for deployment models, thereby magnifying the significance of choosing the right ERP system. The wrong ERP choice can set your organization back financially as well cripple organic growth.

ERP Cloud Computing Trends

Increased User Functionality

ERP vendors are finally starting to pay attention to the consumer trend of making things easier to do. The rise of social applications has forced enterprise software vendors to adapt or get left behind. Typically, enterprise software was slow to react to changing trends, customer requests and functionality updates. ERP systems of old had stringent SOA, platform and infrastructure limitations which did not easily allow for system agility. Most scenarios required the intervention of additional IT (programming, database architecture assistance) to make and implement even small changes.

Finally, ERP systems have caught up to the marketplace by redesigning their SOA and platforms to enable customers to facilitate changes on their own. Trends of mobility, social and ease of use and collaboration have started to become more prevalent in ERP design.

These new functionalities are starting to appear in many of the modern ERP cloud systems. While convenient, organizations can be lulled into selecting a sexy user interface over needed functionality.

We have seen many ERP software vendors incorporate social, mobility, BI/EPM and simplifying ease of use in everyday functionality. This mini revolution of easy to use GUI has benefitted customers by making it easier to get every-day work done. An important aspect to consider when selecting software is the level of organizational skill. Is your company technology savvy, younger/older, field service engineers, customer service reps, operational workers or executives that just need to see reporting – these are considerations that may assist you on finding the correct fit of software for your company. Organizations should investigate what features/functions are important to execution of their business and select the appropriate software accordingly.

In the case of social business and some see CRM systems we have seen this taken too far. The GUI has become too simple and undermines the integrity of operations and trust from employees using the system. Lack of trust or difficulty of use from employees can render a system obsolete and quickly making it shelf-ware. This lack of trust and adoption can quickly translate to IT failure.

Rise of ERP for SMB

The cloud market has had the greatest effect on SMB. The cloud has allowed many newer ERP software vendors into the market that did not previously exist, conversely enabling many SMB's to enter the market which could not previously due to the size, cost and complexity of behemoth systems. The only options previously available were to wait on the larger vendors to turn their on-premise solutions to either a hosted or managed services scenario often without the on-premise functionality. While that has continued to happen, traditional ERP vendors migrate their solutions to the cloud. New vendors are sprouting up to fill a much needed market gap and address devoid functionality.

SMB was previously an afterthought. Larger systems would scale down to facilitate these customers, however, the burdensome licensing, maintenance and implementation still was an issue which more often than not, excluded smaller businesses.

Smaller ERP cloud-based systems are rapidly addressing many of the under-served niches that SMB's require. SMB's no longer have to wait for a "light" version of software that is still expensive and may not properly address their business needs.

Smaller ERP systems are emerging to offer a wide range of functionality often with less complexities than their bigger systems counterparts. Often traditional vendors scaled back features and functions with their cloud offering. A broad solution with lack of depth or a solution with deep functionality and a smaller breadth may be more appropriate – now customers have this choice. Lighter IT footprints and administration and the convenience of not having to mange an entire infrastructure, applications, data center and separate maintenance and support contracts are key selling points for smaller ERP systems that cater to SMB. SMB often do not have the resources to construct the IT infrastructure that an ERP requires. These new cloud systems do that for them thereby simplifying their entry to an ERP system and often with more economy.

The larger vendors do scale well to the SMB as can be seen, some of the minimum user counts can be as low as a single user. It all boils down as to how your organization is structured, IT level of competence, IT solution alignment with business requirements, proper functionality, agility fit and of course economics. Many vendors offer tiered license structures based on user types. The more functionality and complexity he user requires the more they pay. On the flipside, the less complexity and fewer features required are at the low end of the scale.

Two-tiered Systems

This trend applies mostly to larger multi-national firms. In this scenario, the corporate entity (where the head office is located) has already invested significantly into its primary ERP system. Satellite offices around the globe (for the multi-national) often require unique functionality for localization and market variances. Due to geographic limitations, IT staff training, employee training, security issues to access the new system and procedures require additional change management. The satellite office often has its own procedures and systems to which it is already accustomed. The larger system may cause difficulty in operations and not provide the local variances or capabilities required, such as tax localization or regulatory compliance etc. The satellite offices are apt to adopt and implement smaller versions of cloud ERP solutions that are often different from the main ERP solution used at the head office. This scenario is especially true for manufacturing companies, where individual plants implement another ERP system entirely.

The satellite plants operate as individual entities year-round, utilizing their own system until the year-end accounting cycle expires. The financials are then aggregated from the child systems and imported to the parent system. All entities are treated as divisions and cumulatively all financials are combined into the parent system, where the tier-one software resides.

Recently this trend is proving popular for organizations that have been acquired or have recently merged with other companies and that have many systems already in place. The two-tiered strategy is a quick way for organizations to consolidate their operations without major impact to local operations. Organizations benefit from adopting this strategy because they need to neither change numerous operational methods nor require employees to be trained on the new system and tasks that could affect employee morale and company throughput, influencing bottom line results.

Hybrid Systems

Many companies have made the investment in on-premise software and are reluctant to replace existing systems, but when investigating methods to supplement their existing systems, they tend to select SaaS and cloud computing software. The use of hybrid systems serves as a legitimate way to increase infrastructure, bolster functionality, and speed implementation times that has gained traction with organizations. This emerging trend refers to supplementing an existing (usually on-premise) software and technology with a cloud computing solution, thereby creating a hybrid system. Companies usually add multiple applications through the cloud to existing systems as the cloud also brings easier interoperability.

Because cloud computing is very flexible in terms of delivery, they can be easily integrated in many ways to existing on-premise systems. Cloud computing can offer new infrastructure, platform, applications, products, and services and many combinations thereof.

The hybrid system approach is a lower-risk method for companies to get comfortable and experiment with cloud computing technology without starting from scratch. The consequences of adding a cloud system to the existing system may not affect current operations, as familiar software is left untouched and already in place.

An example to illustrate this type of adoption would be a company that currently has a legacy or homegrown customer relationship management (CRM) system containing data that has accumulated over many years, causing the company to be reluctant to replace the entire system. Issues such as data migration, integration, customizations, professional services, and new functionality may prove problematic for the application. A SaaS application that has financial, distribution or any other capabilities can be added to enhance functionality for the existing system.

Business Agility

The fast pace of today's business environment requires organizations to be agile and flexible in both their business operations and in corresponding IT systems to support changes.

Our research with end-users indicates that although features and functions are important aspects of a software evaluation, the importance of ***business agility is emerging as the next major factor in software buying decisions.*** When an organization makes changes to its business by adding additional products or services or by provisioning its offerings through different methods, it is important their systems are capable of supporting their new business strategy. Organizations are investigating business agility as a key software selection criterion. An organization's ability to quickly adapt its systems to support a change in operations or business model requires business agility. Whether it was new configurations, redefinition of workflows, additions to database requirements, a host of system tweaks, or custom programming the vendor previously had to be engaged to make these changes.

The new landscape vendors have created through their technology and inherent software infrastructure allows organizations the ability to provide their own changes without much vendor interaction. This enables organizations to save money, control their own system changes, manage change management more effectively, and allows quick systems changes should the business require them.

Social in ERP

Typically manufacturing companies are slower to adopt newer technologies. However, vendors have responded fairly quickly to this trend. Social in the realm of ERP (B2B) has a different connotation that social from a B2C aspect entails. From an ERP perspective social is used as collaboration for both internal and external purposes. Traditional ERP systems often lacked the ability to communicate between employees and making data readily available for use. These vendors have added social functionality by increasing the collaboration within the application. Additional collaboration has been carried through to supply chain, manufacturing and trading partners and now IoT has emerged enhance this landscape. The ability to share information or collaboration is what is considered ***social*** within ERP software.

Social in a B2B environment can be used for collaboration, content and document management, employee sharing, allows corporate-wide reporting and consumption of information from all departments throughout the organization. Social within the ERP realm is used internally by taking collaboration and gathering intelligence on the shop floor, instant status updates via social streams like Chatter, twitter or LinkedIn social streams.

Social for external uses can be used for several purposes such as crowdsourcing, locating experts and soliciting feedback or listening and monitoring customer complaints. ERP vendors have been slow to adopt Social within their solutions but this has turned the corner and has actually started to accelerate.

Cloud versions of ERP have a higher propensity to include social features due to less restrictive architecture. Pre-built business process integrations, use of web services and REST API's are making it easier to include social functionality within new ERP software. Because of these easy methods of integration, which can often be done seamlessly and relatively quickly it may not be necessary for ERPs to include social as part of the ERP system. Social functionality can be added very quickly and even integrated to a completely non-social software application. Organizations should not disqualify a more than adequate ERP vendor for lack of social functionality. Nexgen ERP vendors have started to incorporate social functionality within their solutions. With other software such as CRM becoming fully social and evolving into SCRM, ERP solutions will have to evolve quickly to adapt to expected functionality that end-users expect.

It is imperative to distinguish social between B2B and B2C. Social uses in the B2C area vary greatly and organizations should not confuse the uses or the features that differ from ERP enterprise software as opposed to personal social activity. Not distinguishing between these two categories of B2B or B2C may lead to IT failure if weighted and prioritized improperly. Social in ERP overlaps with another trend; cloud-based BI and the extension of workflows. These three trends combine to extend the capabilities of collaboration, additional functionality and increased usability.

Cloud Definitions

*These definitions are provided in the general context of cloud computing, SaaS and enterprise software. They are broad in scope and reflect the context in which the **Eval-Source Buyer's Guide** is written. These definitions are provided for basic usage and do not represent the only meanings or configuration options available.*

Application Level Security

This refers to an additional layer of security offered by software vendors. The application is subject to additional security credentials through individual or group user rights. These tiers of security are controlled by the system administrators and are part of the corporate IT security strategy. Typically, cloud computing ERP applications have this security feature as standard as is the case for corresponding on-premise applications

Big Data

Big data usually includes data sets with sizes beyond the ability of commonly used software tools to capture, curate, manage, and process the data within a tolerable elapsed time. Big data sizes are a constantly moving target, as of 2012 ranging from a few dozen terabytes to many petabytes of data in a single data set. In an enterprise software, context, "big data" has taken on the connotation of any application or service that consumes produces or stores a large amount of data. This has come to include auxiliary applications that integrate to the ERP and business processes that reside outside the ERP application for tools that manage workflows and integrations such as SnapLogic. External systems data is combined with the ERP and other applications combining to make extra large data sets.

Business Continuity/Data Recovery

This refers to how the vendor handles disruptions of service to the application and how quickly the data can be restored after a disaster or failure. Normally this is considered the redundancy or contingent plans should a major disruption such as data center failure, natural disaster, breech of security etc. occur. The vendor will disclose this information as to how they will provide service if an outage should take place.

Cloud Computing

Internet-based computing whereby shared resources such as software, platforms, infrastructure, storage, hardware, virtualization, and information are provided to customers on demand. This includes the entire ecosystem of products and usually other IT services. Cloud computing includes all aspects of SaaS, PaaS, IaaS, DaaS (desktop as a service), StaaS (storage as a service hosting, and other computing services.

Hosted Model

A business provides a combination of IT services, including security, web hosting, storage, email, application hosting, etc. These providers act as both application service provider (ASP) and Internet service provider (ISP). Any combination of products and/or services is included within this delivery model.

Hybrid Cloud Model

This model consists of components of a cloud offering by the organization and/or provider to create the cloud deliverable. Both parties contribute to delivering the cloud model and portions of the architecture. An example of this approach would consist of the company providing its own database and hardware while the vendor provides the application and maintenance services for the box. This model also includes the combinations of services and applications delivered through a public or private cloud or on-premise application hosting.

IaaS

Infrastructure as a service. Organizations architect their IT infrastructure, usually through virtualization from cloud and hardware vendors, to provide such components as servers, data centers, network hardware, etc. Organizations can purchase this separately or as a component within the larger IT context.

Managed Services

This refers to applications or infrastructure that is deleivered and maintained by a service provider. Usually an application is hosted by the company itself behind its own firewall and the vendor manages upgrades, modifications, administration, hardware, maintenance and support of the application.

Multi-tenancy

Multi-tenancy refers to a principle in software architecture where a single instance of the software runs on a server, serving multiple client organizations (tenants). Since multi-tenant solutions were first introduced on mainframe computers in the 1960's there have been three evolutions of the solution – time sharing, application server provider (ASP) Hosting, and the more recent third iteration featuring shared multiple components (popularized by Salesforce.com) that provide additional customization to a group or users within the same client organization. In today's popular version "three" of multi-tenancy, the application code, operating system, data storage software, and computing resources are all shared. Each company uses the same version and the same instance of the software, but maintains the ability to select modules and customize to their specifications and usually their own database. A single shared database houses all customers, with partitioning to protect the data from co-mingling and other security threats.

In 2012, a fourth-generation of multi-tenancy has been introduced that introduces greater data security and application portability (i.e. for movement of the deployment to other cloud environments or to an on-premise deployment), by providing individual databases for each company.

PaaS

Platform as a service. Organizations employ a common cornerstone to enable a multitude of different applications that are capable of operating from a common architecture. This approach minimizes integration and other deployment issues that may occur if implementing different system types.

Private Cloud

This is any combination of products or services that reside behind a company's firewall. Companies that have a dedicated database, their own security, hardware, and administrative control of their resources and is all controlled by the organization. This model can have a managed services option, with the vendor taking care of administrative service and maintenance on the company's behalf while all the software and hardware remains between the four walls of the organization.

Public Cloud

This is when a service provider makes resources such as applications and storage available to the public over the Internet. This model usually resides outside a company's firewall. Examples of a public cloud are Salesforce.com and Zoho.com.

SaaS

Software as a service. Deployed over the Internet. A provider licenses an application to customers as a service on demand, through a subscription or a "pay-as-you-go" model. There are several pricing and payment options that are offered. An example of SaaS is Salesforce.com.

Session Management

This refers to the activity within the application through the browser. In the event that there is not constant usage within the instance the application will timeout due to user inactivity. The user will then be forced to log in again using their security credentials to reactivate the session. The application should recall past activities/transactions etc. from where the user previously left off. This is often the most common security tier.

Single-tenancy

Houses the data for one company only and has its own instance of the software placed on an individual server or segregated via extensive security controls to create its own virtual server. Single-tenancy differs technologically, functionally, security-wise, and in appropriateness based on geography, industry type, and a host of other variables as compared to hybrid or on-premise systems.

Usually this model delivers a final version of the application and providers provide services, including integration to other apps, databases, and system integrations. Data migration may be difficult for moving companies' applications and vendors of the software, so it's important to investigate the terms for data release costs.

Vendor Lock-In

This refers to a component of the service level agreement whereby if upon contract termination the customer is charged a preset amount to release all accumulated data stored on the SaaS or cloud provider's system within the computing agreement. Usually at a cost data can be offloaded in many different formats such as external storage, Excel spreadsheets, CSV, txt files, databases etc.

ERP Specific Definitions

For the purposes of this buyer's guide, we have classified an ERP system to contain the following modules (individual business functions) and the definitions of each module is provided below.

ERP

Enterprise resource planning. These are individual business functions and processes that are combined into one integrated single platform that make up the application software suite. By providing various functionalities through amalgamation of several business functions, a common application interface is used, and the software features and functions are part of one software solution. The integrated suite allows for the application, database, and one platform, and the interface is provided by one vendor. This flexibility simplifies usage and decreases administrative operations, thereby saving the company money.

Business intelligence/enterprise performance management

This portion of the application encompasses all aspects of data within the enterprise generated from the application and individual reporting. It includes all enterprise key performance indicators (KPIs). Users can be individually defined or classified by department. The functionality to monitor the entire company can take several forms, such as reports, in that they may be exported in Word, Excel, CSV, etc. form, or reside locally within the ERP application. Oftentimes many new ERP software solutions contain dashboards for quick and easy consumption of data, with real-time information available. This has become a more robust feature recently with ERP vendors embedding powerful BI tools within the software as OEM functionality such as Cognos within pronto XI. The other aspect is that vendors create their own data warehouse so that full analytic or EPM capacities can be achieved.

CRM client and contact management

The CRM functions of the application pertain to client and contact management. CRM functionality within suite applications has come to include sales force automation and campaign management that encompasses marketing functions. Traditional CRM- based functions have extended to include social media management and have deeper integration to human resources (HR) and payroll modules.

Financials

The financials module tracks every finance-related activity the organization generates. This includes payroll, all operating expenses, sourcing, inventory management or any transaction that has a cost associated with it. The finance module also provides the mechanism to track and manage cash flow, expenses, and invoices for the entire organization. While other modules can easily be added to accommodate nearly any type of business requirement, these base modules described above should provide an adequate starting point to combine necessary business functions into one cohesive application.

Human resources/Human Capital Management

The human resources/human capital management (HR/HCM) module tracks all employee-related information. The module may include such functions as compensation grades, time sheets, vacation time, workforce management, scheduling, succession planning, recruiting, benefit administration, etc. HR/HCM functionality is deeply integrated with such other modules as payroll and financials.

Inventory management

A way to track inventory that is stored, on order, in transit, identification physical inventory, storage locations, within one facility or several. Holding costs can also be associated with costing for inventory as well including landed costs. This usually includes methods for planning/forecasting, replenishment and fulfillment processes.

Payroll

The payroll functions can widely vary within an ERP system. They can range from gathering employee-related information, along with times, to exporting the information or residing locally. By residing locally, the ERP application creates the necessary payroll information required to compensate employees. This module has very deep integration with the HR/HCM module, as these are often extensions of each business function. Some ERP systems have this as embedded modules while others integrate to third party providers or sometimes even payroll outsourcers.

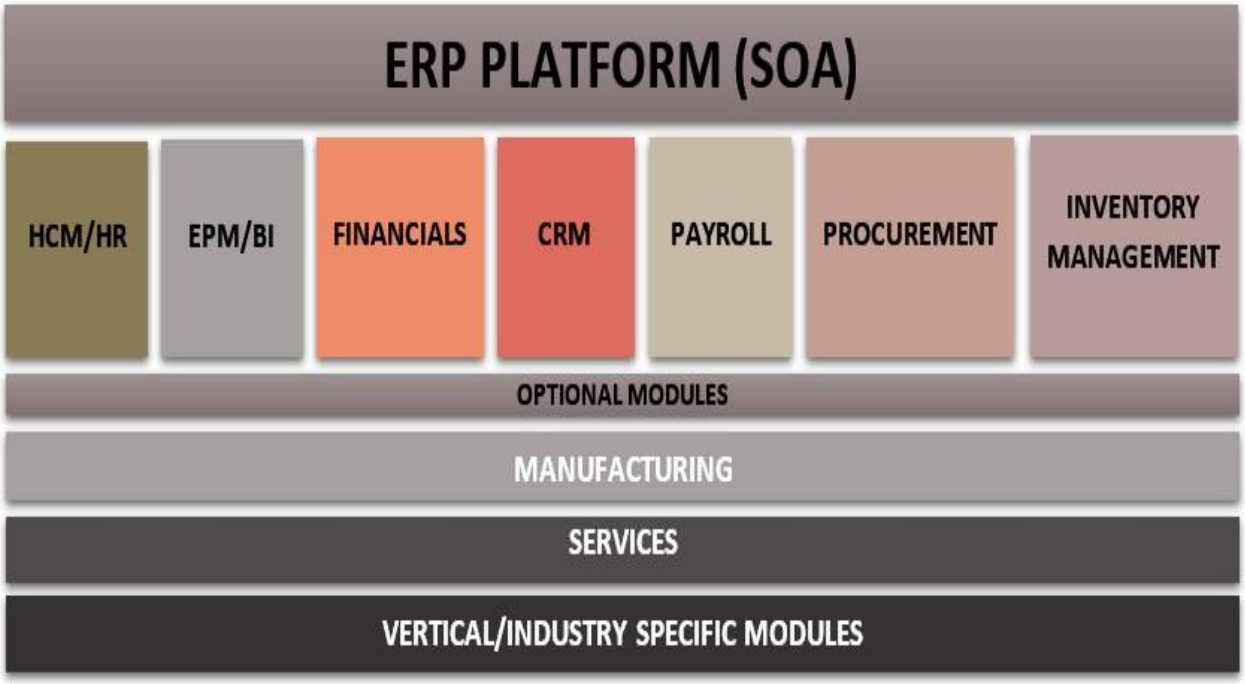
Procurement

These application functions refer to all enterprise sourcing. This includes everything from sourcing suppliers for raw materials to internal requirements such as office supplies. Any procurement functions that generate expenses both internally and externally are recorded and posted within financials.

ERP Module Composition

The figure below illustrates a typical ERP system. These functional areas are considered the base module composition for an ERP system. The relationship of combining all of these modules allows for multiple functions to form a single piece of software. Additional modules can be added due to the SOA platform based on the type of ERP required. Manufacturing, Distribution, Retail and Services have several functional and technical components within each area of functionality that are further divided to specifically fit the type of business either Services-based, Manufacturing-based and/or Vertical/Industry specific modules.

Depending on the vertical or type of system required the module composition can be quite different from system to system and contain different modules.



Vendor Profiles

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- IFS
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- Intacct
- IQMS
- Microsoft
- NetSuite
- Oracle
- Plex
- Sage
- SAP
- SYSPRO
- UNIT4
- VAI

Acumatica ERP delivers adaptable cloud and mobile technology with a unique all-inclusive user licensing model, enabling a complete, real-time view of your business anytime, anywhere.

From **on-line accounting** to feature-rich **ERP applications,** our flexible suite of integrated business management applications is built to serve the needs of a variety of industries including wholesale distribution, mixed mode manufacturing, omni-channel retail and most types of companies providing business, project or repair services.

Acumatica has accounting and financial management, distribution management, manufacturing planning and control, service management, project accounting, and CRM. All are fully integrated, built using standard Microsoft tools and have world class business intelligence (BI) capabilities. These applications help small and mid-sized companies improve business processes while gaining control over all aspects of their operations to accelerate growth.

Flexibility is found not only in the Acumatica applications, but also in the user experience, deployment, and licensing. Users can tailor their screens and dashboards, and with our built-in mobile capabilities, decide what device to work on and where to work. You can choose to implement the suite on your existing servers or move to a modern cloud implementation. Even better, with our non-traditional approach, there are no per user licensing fees.

Assisted by our worldwide network of local partners, you'll receive personalized project evaluation and implementation support. But don't just take our word for it, hear what our customers are saying by visiting Acumatica.com to read how Acumatica and our world-wide network of partners have helped customers solved their business challenges.

Take a look and see what makes us different (and better) than the rest:

- Acumatica is True Cloud, with NO Software installed on the device of your choice
- The ability to view and interact with every web page of the application on any device with minimal resizing, panning or scrolling (adaptive design)
- Business productivity tools integrated within the system, such as team wikis, workflow and document management.

- Built with common Microsoft tools for ease of customizations.
- No per user pricing. We charge on resource level for compute power and storage.
- Flexible deployment models allow on-premise in your facility, private cloud of your choice, or our public cloud using Amazon Web Services (AWS).
- Acumatica's customers always have access to their data and can copy and move it at anytime…

Acumatica is the fastest growing Cloud ERP solution and recently announced it 2000th customer milestone. There is only one true Cloud ERP platform designed for mid-sized customers – Acumatica.

Acumatica		
Address	**11235 SE 6th St. Suite 140, Bellevue, WA, 98004** **info@acumatica.com**	**ADD-ON Modules:** **Advanced Business Intelligence(BI), eCommerce websites, Point of Sale (POS), EDI, Sales Tax, Project Management, Advanced Warehouse Management, Advanced Inventory Planning, Shipping, Non-Profit, Accounting, Property Management, Equipment Management, AP, Processing, Credit Card Processing, HR, Payroll, Equipment Rental**
Global Locations	**Acumatica offices, VARs and OEMs**	**Verticals:** **Services (Professional, Business, Repair and Field), Wholesale Distribution (Durable and Nondurable), Discrete Manufacturing (MTS, MTO, ETO, & Batch), Retail and eCommerce, Property Management and Real Estate, Software & High-tech, Associations & Non-profit, Construction & Engineering, Financial Investments & Holding Companies, as well as Franchises**
Product Lines	**Acumatica ERP - Version 6**	**SMB** **MED** **ENT**

Aplicor provides our customers with cloud enabled applications to drive their core processes, allowing them to concentrate on building revenue and profitability. By leveraging our expertise in the wholesale/distribution and financial service industries, our customers can invest strategically in their resources, capital and time. Aplicor customer relationship management (CRM), enterprise resource planning (ERP) and ecommerce are all accessible through the cloud and is one embedded system, so customers do not have to worry about integrations, end user adoption due to different applications or the maintenance of hardware infrastructure and
software.

Aplicor provides cloud enabled applications that help wholesalers and distributors sell, assemble and deliver goods. Our embedded customer relationship management (CRM) allows sales teams to sell more with confidence because they can see actual inventory. The warehouse management system (WMS) allows your workforce to efficiently pick, pack and ship by intelligent routing on handhelds. All of this on one system that allows management real-time insight into their business and gives them the ability to have faster time to decision, which will help drive customer satisfaction and repeat business.

Aplicor

Address	**1515 South Federal Highway, Suite 301, Boca Raton, Florida, 33432**	**ADD-ON Modules:** **All modules included in ERP**
Global Locations	**Mall San Pedro - San Jose Costa Rica, Denmark, London**	**Verticals:** **Wholesale Distribution, Food & Bev, Automotive Distribution, Medical Distribution, CPG Distribution, Construction Materials Management, Soft Goods Distribution, Pharma and Retail, eCommerce, Professional Services**
Product Lines	**Aplicor ERP**	**SMB** **MED** **ENT**

Deltek

Address	2291 Wood Oak Drive, Herndon, VA 20171-2823 Email: info@deltek.com Phone: 800.456.2009	ADD-ON Modules: HR/HCM/Talent, Business Intelligence, Payroll, Procurement, Project Manufacturing, Advanced Budgeting
Global Locations	London, Denmark, Norway Sweden, Netherlands Germany, Belgium	Verticals: Government, Real Estate, Non-Profit, Project Manufacturing, Architecture, Professional Services, Aerospace and Defense, Marketing
Product Lines	Costpoint, Vision, Maconomy	SMB MED ENT

Epicor

Address	804 Las Cimas Parkway, Austin, Texas 78746	ADD-ON Modules: Retail, HCM, Point Solutions
Global Locations	Worldwide Headquarters is in Austin, TX with an additional 56 corporate offices in 34 countries	Verticals: Construction & Engineering, Non-Profit, Project Manufacturing, Ecommerce, Utilities, Software& Hightech, Hospitality, Wholesale Distribution, Pharmaceutical, Aerospace & Defense, Automotive, Food and Beverage, Consulting, Professional Services
Product Lines	Epicor Prohet 21 (Distribution) Epicor Eagle (Retail) Epicor ERP (Manufacturing) Epicor (Bistrack)	SMB MED ENT

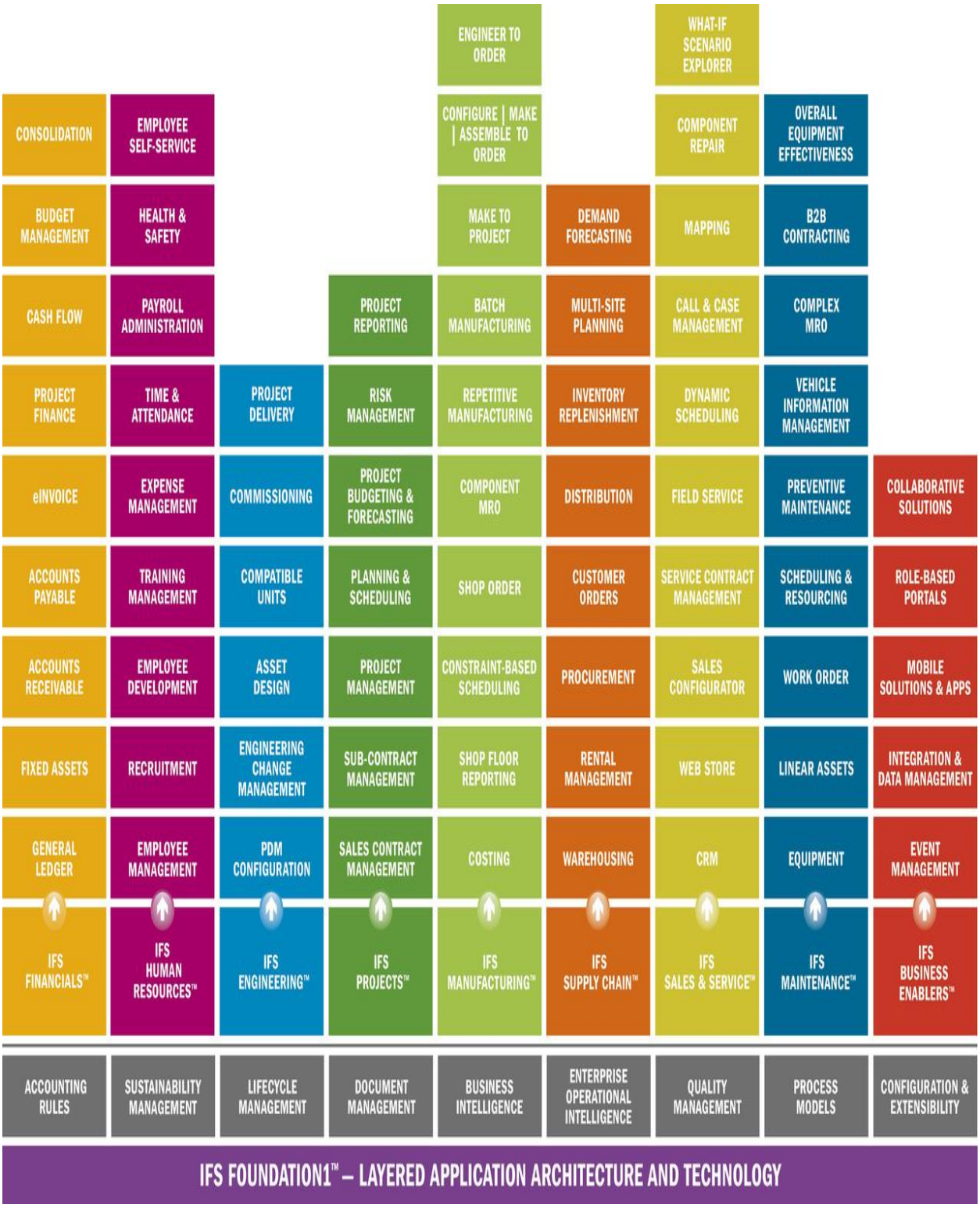
Financial Force

Address	**595 Market St. Suite 2700 San Francisco, CA 94105 United States**	**ADD-ON Modules: All of these applications can be implemented individually or collectively. Financial Management, Supply Chain Management, Human Capital Management, Professional Services Automation, Supply Chain, CPQ, Contracts, Revenue Recognition**
Global Locations	**EMEA Headquarters Cardale Park, North Yorkshire, UK, Spain, Ontario, Canada**	**Verticals: Software and Hightech, Consulting, Wholesale Distribution, Professional Services**
Product Lines	**Financial Force ERP, built on the SFDC platform**	**SMB MED ENT**

IFS™ is a globally recognized leader in developing and delivering enterprise software for enterprise resource planning (ERP), enterprise asset management (EAM) and enterprise service management (ESM). IFS brings customers in targeted sectors closer to their business, helps them be more agile and prepare for what's next in their industry. IFS is a public company (XSTO: IFS) founded in 1983 and currently has over 2,800 employees. IFS supports more than 1 million users worldwide from its network of local offices and through a growing ecosystem of partners. For more information, visit: IFSworld.com

IFS Applications takes a modular approach to solve your business pain points. Below is a representation of IFS's full solution, configurable to meet customer's needs.

The graphic below depicts the SOA for IFS world and its modular approach.



IFS		
Address	IFS North America 300 Park Boulevard, Suite 555 Itasca, IL 60143 United States Phone: +1-888-437-4968	ADD-ON Modules: IFS Applications is architected using a highly modular, Service Oriented Architecture allowing customers to choose the combination of modules necessary to meet their business requirements. IFS and its partners also offer integrations to various third party products to extend the scope of the solution that can be offered
Global Locations	IFS Corporate HQ – Sweden Many locations throughout the world	Verticals: Industrial Manufacturing, Process Manufacturing, High Tech Manufacturing, Oil & Gas, Aerospace & Defense, Automotive, Service Providers, Asset Intensive, Energy & Utilities, Construction and Engineering.
Product Lines	IFS Applications	SMB MED ENT

Developed by experts in discrete manufacturing, Infor CloudSuite™ Industrial (SyteLine) ERP has more than 25 years of experience built in. That means you can be confident you've got the tools you need to get the job done-and that you're getting it all from an experienced support team. You get a solution that works for you, and that lets you define your own business processes. So you can make the system your own instead of letting it dictate to you, and quit trying to drive a square peg into a round hole. You'll find it much easier to deal with daily disruptions from employees, equipment, and suppliers because manufacturing best practices and process flows are embedded within CloudSuite Industrial. You'll finally have an enterprise resource planning solution that lets you make your system your own, puts out daily fires, and gives you the tools and support you need to be successful.

No matter the size, scope, or scale of your company, CloudSuite Industrial can be configured to meet your company's operational needs. Whether you are a mid-size manufacturer with mixed mode processes or an enterprise-size OEM with a complex MTO and ETO business model, CloudSuite Industrial can help you operate more efficiently.

Cloud deployment. Combine and multiply the performance-enhancing and cost-cutting benefits of Infor CloudSuite Industrial by subscribing to it through the Infor cloud computing platform. You can deploy CloudSuite Industrial on-premise or in the cloud. To deploy in the cloud, all you need is an Internet connection and a subscription to cloud-based Infor CloudSuite Industrial. Plus, you can expand Infor CloudSuite Industrial to any location you want−without IT involvement − thanks to Infor's advanced cloud computing technology.

Reliability & guaranteed performance− Attain the processing power and bandwidth needed to keep the business running.

No need to buy hardware− Concentrate on your business instead of technical details. When you run CloudSuite Industrial as a cloud computing solution, your account will be hosted on datacenters that are maintained and optimized by certified experts.

Security− Survive and keep operating in any worst-case scenario with the help of full redundancy and world-class disaster recovery systems. Plus, get the latest and most powerful defenses against intrusion, hacking, and unauthorized access.

Unlimited, instantaneous growth potential− Get your business software solution to your expanded facilities and new.

Infor

Address	Godlan Inc. www.godlan.com info@godlan.com 586-464-4445 Infor Cloudsuite Industrial (SyteLine)	ADD-ON Modules: Infor CloudSuite Service, Infor CloudSuite Workbench Suite, Infor CloudSuite Request for Quote, Infor CloudSuite Doc-Trak, Infor Campus, Infor CloudSuite APS, Infor CloudSuite Quality, Infor CloudSuite Tax Interface, Infor CloudSuite Credit Card Interface, Infor Ming.le , Infor ION
Global Locations	Throughout the world with local offices and multiple partners	Verticals: Automotive, Tier supplier and Aftermarket, Specialty Vehicle & RV, Boat & Shipbuilding, High Tech & Electronics, A&D Electronics, Aerospace & Defense, Military & Government Contract, Industrial & Capital Equipment, Machinery, Tool & Die, Medical Device, Metal Fabrication & Stamping, Rubber & Plastics, Window & Door, Furniture & Fixtures
Product Lines	Cloudsuite Industrial SyteLine version 9.00.30	SMB MED ENT

Intacct

Address	300 Park Avenue, Suite 1400 San Jose, CA 95110 info@intacct.com	ADD-ON Modules: Electronic Vendor Payments, Fixed Assets, Inventory Management, Multi-Currency Management, Multi-Entity Management, Consolidations, Customer Collections, Project Accounting, Revenue Recognition/Revenue Management Sales Commissions, Sales and Use Tax, Subscription Billing Time and Expense Management
Global Locations	Banglore India, Cluj-Napoca Romania	Verticals: Accounting firms, Finance and Insurance, Franchise, Healthcare, Hospitality, Non-Profits, Services, Software & SaaS, Hightech, Wholesale Distribution
Product Lines	Intacct Cloud ERP	SMB MED ENT

Since its beginnings on the shop floor over 25 years ago, IQMS EnterpriseIQ has been built to enable manufacturers to optimize productivity, quality and profitability in their operations. IQMS has continually innovated its capabilities to bring advanced yet practical technology to mid-market companies.

IQMS uniquely combines ERP and manufacturing execution system (MES) functionality to provide a comprehensive, end-to-end suite for running the business, backed by the real-time performance and scalability that companies demand.

Optimized industry solutions are available for suppliers in:

- ✓ Aerospace & Defense
- ✓ Automotive
- ✓ Contract Assembly
- ✓ Electronics
- ✓ Food & Beverage
- ✓ General Manufacturing
- ✓ Medical Device
- ✓ Metal Forming
- ✓ Packaging
- ✓ Plastics/Rubber
- ✓ Process Manufacturing
- ✓ Recycling

Developed specifically for mid-market repetitive, discrete and batch process manufacturers, IQMS provides robust capabilities for addressing strict customer and regulatory certification and compliance. IQMS achieves this by delivering traditional ERP functionality for GAAP and cost accounting, sales orders, material requirements, inventory and purchasing, plus extended native features for CRM, human resources, payroll, production scheduling, project and launch management, shop floor control, bar code labeling, fixed asset / maintenance, quality and shipping modules.

IQMS EnterpriseIQ enables manufacturers to manage the entire lifecycle of their products. It optimizes the flow of critical information, from sales opportunities to detailed estimates, flexible quotes, integrated product/process design, sales order setup, production, quality, supply chain communications, engineering change orders, and program launches. With EnterpriseIQ, manufacturers are prepared to meet customer requirements successfully and profitably.

IQMS EnterpriseIQ empowers decision-makers to manage cash flow, identify real cost drivers, and rollup bottom line financial results with a large suite of standard and easily customizable reports. From login, users can access their own personalized menu and dashboard on IQMS' configurable Smart Page gateway.

Manufacturers also can find the hidden capacity in production assets with fast, easy-to-use drag-and-drop scheduling based on finite capacity logic that enables best-runs/best-fits analysis. Then, companies can maximize uptime to meet OEE cost targets with the preventative maintenance management for equipment and tooling.

To provide manufacturers with the strong traceability they need to assure compliance with customer and regulatory requirements, a lights-out quality system can be structured with the exclusive IQMS RealTime™ automated machine and process monitoring solution, which includes hardware, software and configuration support from IQMS' skilled integration engineering team.

With IQMS, *choice is the new cloud*. EnterpriseIQ is available via both on-premise and hosted deployment models. The single database, modular nature of the IQMS manufacturing ERP core and the optional extended features means customers can select the appropriate functionality to start with and have confidence that they can grow the scope and scale of the system when ready. Solution pricing can be configured as licenses or as monthly subscriptions to meet a manufacturer's business needs.

IQMS implementations are managed by certified IQMS consultants, trainers and product specialists, as well as a growing network of approved support partners. Manufacturers can get up and running quickly with IQMS' unique blend of pre-configured setup templates based on a company's specific production process type(s) and industry.

Optimized industry solutions are available for suppliers in:

- ✓ Aerospace & Defense
- ✓ Automotive
- ✓ Contract Assembly
- ✓ Electronics
- ✓ Food & Beverage
- ✓ General Manufacturing
- ✓ Medical Device
- ✓ Metal Forming
- ✓ Packaging
- ✓ Plastics/Rubber
- ✓ Process Manufacturing
- ✓ Recycling

IQMS

Address	2231 Wisteria Lane, Paso Robles, CA 93446 (805) 227-1122 info@iqms.com	ADD-ON Modules: IQMS RealTime™ Production and Process Monitoring, EDI, CRM, Document Management, Advanced Quality Management, Preventative Maintenance, Product Lifecycle Management, Project Management, B2B/B2C Web Portal
Global Locations	Worldwide Headquarters in Paso Robles, CA with offices in Chicago, Charlotte, London, Mexico City, Shenzhen, Stockholm, Toronto	Verticals: Aerospace & Defense, Automotive, Plastics/Rubber, Contract Assembly, Electronics, Food & Beverage, General Manufacturing, Medical Devices, Metal Forming, Packaging, Plastics, Process Manufacturing
Product Lines	Enterprise IQ Manufacturing ERP	SMB MED ENT

Microsoft AX

Address	Civica Office Building 205 108th Ave. NE, Suite 400 Bellevue, WA 98004	ADD-ON Modules: The Microsoft Dynamics® ERP product family covers Microsoft Dynamics® AX, Microsoft Dynamics® GP, Microsoft Dynamics® NAV, and Microsoft Dynamics® SL
Global Locations	Throughout the world with local offices and multiple partners, subsidiaries in 110 countries	Verticals: Manufacturing, Distribution, Retail, Professional Services, Public Sector, Healthcare, Pharmaceutical, Food and Beverage and Industrial Distribution, Financial Services, Public Sector
Product Lines	Dynamics AX 2016	SMB MED ENT

NetSuite OneWorld Delivers Product Innovations, Agility, Flexibility and Scalability

The latest release of NetSuite OneWorld brings enterprise-ready capabilities to meet the challenges faced by global businesses of all sizes including:

- **Omni-business model**. Able to support B2B, B2C and B2Anything across ecommerce, in-store, telesales, social channels and more, NetSuite OneWorld, in conjunction with SuiteCommerce Advanced, gives businesses flexibility and agility to adapt to the speed of modern business while operating on a global scale.

- **Comprehensive tax compliance**. NetSuite OneWorld's global tax engine now supports more than 100 countries with simple-to-deploy indirect tax calculation and reporting capabilities, materially simplifying tax management, tax compliance, filing and audit accountability. By also providing Tax Audit File generation in various formats, including SAF-T, NetSuite OneWorld bridges the gap between traditional ERP and external tax engines and provides seamless access to the key data required to satisfy those tax authorities that are increasingly adopting standards-based eGovernment and audit methodologies. NetSuite OneWorld's Global Tax is a key capability for supporting omnichannel, omni-country business operations, taking into account where businesses are shipping from and where they are shipping to in order to calculate the correct tax for the correct jurisdiction for a given transaction.

  Within the EU, NetSuite Global Tax also handles triangulation reporting requirements for business engagements that span three countries or more in addition to Mini-One-Stop-Shop (MOSS) tax calculation and reporting obligations for companies delivering electronic services to European customers.

- **Multi-subsidiary management**. With support for an arbitrary number of subsidiaries and multi-level hierarchies, NetSuite OneWorld's multi-subsidiary management capabilities provide the foundation for the deployment of a legal business structure on a global basis.

- Coupled with real-time financial consolidation at every level and the ability to view local reports in local currency or regional/global HQ currency, NetSuite OneWorld provides not only key business intelligence to support decision making, but also aids business leaders in efficiently communicating with their overseas teams by enabling them to look at identical reports and key business data at the same time.

- **Multi-location inventory management**. Whether businesses have one retail store with multiple sub-locations or hundreds of stores and regional distribution centers, multi-location inventory enables them to keep track of and optimize the physical location of goods to meet the evolving needs of their customers.

- **Multi-currency management**. NetSuite OneWorld now supports automated exchange rate updates for all 190+ ISO currencies and, in conjunction with global order management, enables businesses to transact with any customer, anywhere.

- **Multi-book accounting**. NetSuite OneWorld's multi-book capabilities automate the manual effort of ensuring accounting transactions meet local standards as well as global reporting requirements and empower controllers to manage their local period close reporting requirements with per book period end close. Multi-book accounting supports book-specific consolidation rules, so you can automatically roll up financials to comply with reporting requirements according to multiple accounting standards and meet your reporting deadlines in a timely manner.

- **Multi-language support**. Global companies can communicate with customers and employees in the language of their choice by: creating localized forms to communicate order status, shipment notification, and invoice details, and match them to the language of the customer; issuing purchase orders to vendors in the preferred language of the business relationship; and representing the business to customers as a local business with translated websites and web stores and email communications.

- **Support for multi-payment methods**. NetSuite's SuitePayments Program now counts 10 partners, and NetSuite supports electronic payments in an unlimited number of bank formats including over 80 predefined formats (including SEPA) across more than 20 countries. Additionally, the Alternate Payment Methods API enables any payment type for any country—from bank transfers to gift cards.

- **Global item record**. With NetSuite OneWorld's unified system, businesses have a single view of their product inventory with real-time visibility into availability by location, enabling them to make optimization decisions to ensure the right amount of inventory is always available where it is needed.

- **Global vendor record**. In conjunction with NetSuite OneWorld's procurement capabilities, businesses not only have a unified view of their vendor relationships across all subsidiaries and locations, they can also automate the process of selecting vendors for particular procurement needs based on pre-negotiated prices, reliability and other criteria particular to their business.

- **Global Vendor Management.** NetSuite's global vendor management will allow multi-company users to centralize and manage the global vendor relationships including credit limits across multiple companies and cleaning up duplicate vendor data by merging vendor records across subsidiaries. For example, when a business unit creates a new bill or purchase order with a vendor, the amount will be checked against the subsidiary credit limit and also the overall global vendor credit limit simplifying credit spend compliance while doing business with global vendors.

- **Omnichannel customer view**. NetSuite's unified system also provides a single view of the customer relationship across all channels, including purchase history, marketing engagement activity, after-sales interactions, cross-sell/upsell recommendations and more to provide a truly personalized customer experience.

- **Omni-device capabilities**. With support for Apple and Android devices and accessible from anywhere with a web browser and an Internet connection, NetSuite delivers the full power of NetSuite OneWorld to the user's device of choice, enabling customers to run their business from their desk, tablet or phone and engage with customers and trading partners on the device of their choice.

NetSuite

Address	2955 Campus Drive, Suite 100 San Mateo, CA 94403-2511 United States. Multiple US Offices	ADD-ON Modules: Many partners have created Netsuite Specific add-ons for all NetSuite products in all verticals targeted. With localized support for additional modules
Global Locations	Throughout the world with local offices and multiple partners. Australia, Canada, Czech Republic, Hong Kong, japan, Singapore, Spain, Philippines, UK, Uruguay	Verticals: Manufacturing, Distribution, Retail, Professional Services, Public Sector, Healthcare, eCommerce, Industrial Distribution, Financial Services, High Tech, Media & Publishing, Non-Profit, IT Services, Consulting, Energy, Education, Advertising & Digital Marketing Agencies
Product Lines	NetSuite ERP, OneWorld, SuiteCommerce, Services Resource Planning, Business Intelligence	SMB MED ENT

Oracle

Address	500 Oracle Parkway, Redwood Shores, CA, 94065 1-800-392-2999	ADD-ON Modules: Many partners have created Oracle Specific add-ons for all Oracle products in all verticals targeted. With localized support for additional modules
Global Locations	Throughout the world with local offices and multiple partners. Canada, Americas, South America, Europe, Africa, Middle East, Asia Pacific	Verticals: Aerospace & Defense, Automotive, Chemical, Communication, Construction & Engineering, Consumer Goods, Education & research, Financial Services, Healthcare, Health Services, High tech, Hospitality, Industrial Manufacturing, Insurance, Life Sciences, Media & Entertainment, Natural Resources, Oil & Gas, Professional Services, Public Sector, Retail, Travel & transportation, Utilities, Wholesale Distribution
Product Lines	Cloud, Mobile, Technology, Business, Industry & Customer Experience Solutions	SMB MED ENT

Plex

Address	900 Tower Drive Suite 1400 Troy, MI, 48098	**ADD-ON Modules:** All modules included as part of ERP solution. Plex offers additional modules with over 100+ modules
Global Locations	Subsidiaries abroad through multiple business partners and integrators	**Verticals:** Aerospace and Defense, Automotive, Food & Beverage, Hightech & Electronics, Industrial Manufacturing, Precision Metal-forming
Product Lines	Plex Online ERP	SMB MED ENT

Sage

Address	6561 Irvine Center Drive. Irvine, CA 92618	**ADD-ON Modules:** Sage Intelligence – Financial Reporting, Sage Payment Solutions – Sage Exchange, Project Manufacturing Management, Warehouse Management, Sage Electronic Document Management, Sage Electronic Document Delivery, Project and Job Cost, Sage Inventory Advisor, Sage Sales Tax, Sage Shipping
Global Locations	Offices throughout the U.S.A and the rest of world. A very large partner network in all parts of world.	**Verticals:** Accounting and Finance, Business and Resource Management, Human Resources and Payroll, Payment Processing, Construction and Real Estate, Manufacturing, Wholesale Distribution. The matrices cover functionality of all Sage products not just the cloud software.
Product Lines	Sage ERP X3, Version 6.5, Sage 100 ERP Online, Version 2013 Sage 300 ERP Online, Sage 500 ERP, Version 2013	SMB MED ENT

SAP

Address	**SAP America, Inc. (US Headquarters) 3999 West Chester Pike Newtown Square, PA 19073**	**ADD-ON Modules: SAP has over 500 add-on modules available that cover both industry and business process functionality spanning all their verticals**
Global Locations	**Offices throughout the U.S.A and the rest of world. A very large partner network in all parts of world.**	**Verticals: Aerospace & Defense, Automotive, Banking, Chemicals, Consumer Products, Defense & Security, Engineering, Construction & Operations, Healthcare, Higher Education & Research, High Tech, Industrial Machinery, Components, Insurance, Life Sciences, Media, Mill Products, Mining, Oil & Gas, Professional Services, Public Sector, Retail, Sports & Entertainment, Telecommunications, Travel & Transportation, Utilities, Wholesale Distribution**
Product Lines	**SAP B1, ByDesign, Enterprise Suite, SAP Anywhere**	

SYSPRO is a pioneering vendor of business software solutions and services, with a 37-year heritage of helping companies around the world compete and win. Operating in over 60 countries and backed by more than 1,600 accredited channel partners, SYSPRO provides enterprise resource planning (ERP) software to more than 15,000 licensed customers in industry sectors from manufacturing to financial services.

A privately held company, SYSPRO is based in Johannesburg, South Africa, and has regional offices in Australia, Canada, Singapore, South Africa, the United Kingdom and the United States.

SYSPRO is fully-integrated business software that provides complete control over the planning and management of all facets of business, including accounting, manufacturing and distribution operations in a variety of industries. The system's modular approach allows companies to define how best to use SYSPRO technology to meet their exact requirements, and license only those components they need.

SYSPRO's latest product release, SYSPRO 7.1, is one of the most comprehensive, single-source ERP solutions on the market, containing over a thousand new features and functions. With the range of functionality built into the product and accessible via a single SYSPRO portal, companies need never go outside of SYSPRO to gain increased operational effectiveness.

By adopting a single-source approach that does not require external applications to run the business, SYSPRO's underlying structure and processes, as well as the look and feel, have remained the same, making it easy for people to learn new features of the software and to grow and progress with the product over the years.

SYSPRO is implemented and supported through a tightly integrated reseller and consultant network. This network embodies the company's "Team SYSPRO" vision for providing highly skilled, in-market consulting and technical services to SYSPRO customers. The company cultivates its partner network with regular training, product updates, resources and business development support.

SYSPRO Business Live is the SYSPRO ERP solution packaged as an on-demand, cloud SaaS (Software as a Service) offering.

SYSPRO Business Live provides all the features of SYSPRO's powerful, market-leading ERP solution, but removes the hassle of purchasing and maintaining hardware or managing an IT department.

SYSPRO software is priced according to the modules required and number of users, making it more widely accessible and adaptable to business needs. Product upgrades are included in the annual license fee (ALF).

SYSPRO		
Address	**959 South Coast Drive, Suite 100, Costa Mesa, California, 92626, USA**	**ADD-ON Modules:** **Document Management, Payroll, Quality, Shipping, EDI, Quality Management, Warehouse Management, Logistics**
Global Locations	**Africa, APAC, Canada, UK and Europe. Many more available through the extensive partner channel.**	**Verticals:** **Aerospace, Automotive components and accessories, Chemicals and fertilizer, Construction, Consumer durables, Electronics, Food and beverage, Components Commercial Printing, Stationary, paper and related products, Computers and electronics, Machinery and equipment, Medical devices, Metal Fabrication, Mining, Pharmaceutical, Plastics and rubber Wholesale suppliers and distributors, Packaging Specialized vehicles, Toys and Recreational products**
Product Lines	**SYSPRO 7.1**	**SMB** **MED** **ENT**

Unit4

Address	**Stationspark 1000, 3364 DA Sliedrecht, Netherlands**	**ADD-ON Modules:** **UNIT4 Consolidation, UNIT4 Cashflow Planning, UNIT4 Business Analytics**
Global Locations	**Netherlands, Belgium UK, Ireland, Norway, Denmark, Sweden, Germany, Poland, Hungary, Czech rep. Italy, France, Spain, Portugal, United States, Canada, South Africa, Singapore Malaysia, Indonesia, Eq. Guinea,**	**Verticals:** **Local Government, Central Government, Higher Education, Not for Profit, Health, Professional Service, Financial Service, IT Services, Architecture, Construction and Engineering (AEC), Technical research, Real Estate, Business Services, Utilities/Energy**
Product Lines	**UNIT4 Business World, UNIT4 Financials, UNIT4 People Platform**	**MED** **ENT**

Vormittag Associates, Inc.

A Leader in Enterprise Management Software

VAI is an award winning software developer and an IBM Premier Business Partner. We are headquartered on Long Island, New York, with branch offices in Florida, California and Illinois. In conjunction with IBM, the company designs customer driven enterprise management software for the IBM Power Systems. These systems allow VAI to offer a cost effective business system to the midrange market. VAI's S2K Enterprise Software is used by a wide variety of companies worldwide, with a number of clients in the manufacturing, distribution, retail, food and related service industries. Advanced applications such as Warehouse, EDI, CRM and e-Business provide companies the power to leverage their information technology investment.

With more than 100,000 IBM Business Partners worldwide, only a select few are IBM's Premier Partners. VAI has earned this status by exhibiting skills and expertise in creative problem solving and innovative services. VAI's growth as a global partner continues to emerge. Our expansion into the Mid-East, Europe and the Caribbean has provided us with worldwide recognition as an industry leader for ERP solutions.

The VAI team remains committed to on-going research and development. Our industry experience and product knowledge has enabled us to provide customers with a fully integrated solution that can expand their business and improve business processes. We offer consulting services, education and training, implementation services, system integration and support.

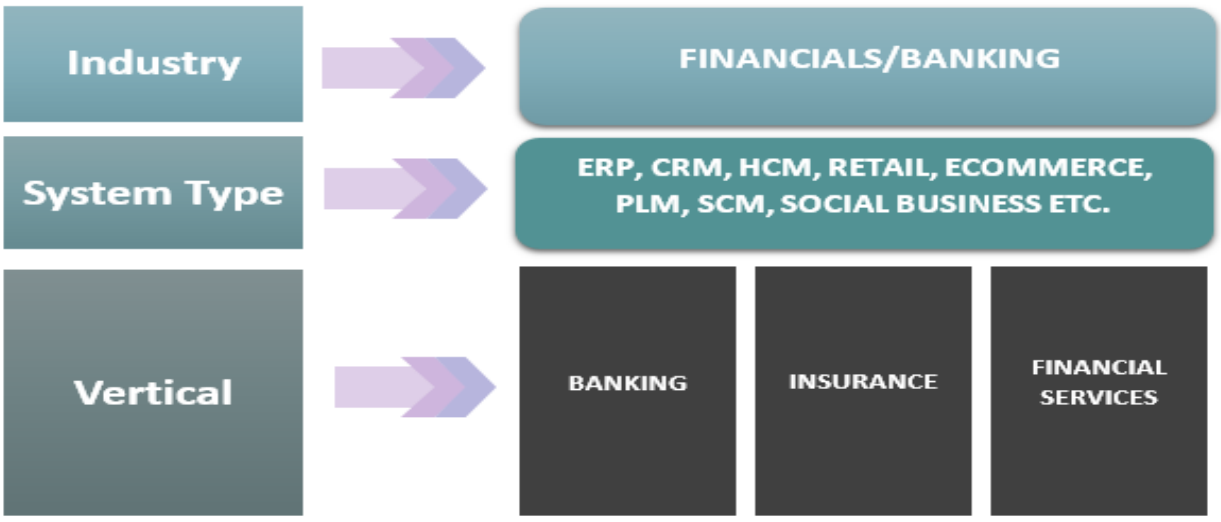
VAI		
Address	**120 Comac Street, Ronkonkoma, NY, 11779** **1 800 824-7776** **Sales@vai.net**	**ADD-ON Modules:** **S2K Enterprise, S2K Smart Center, S2K Enterprise for Food, S2K Warehouse Management, S2K Pharmaceutical, S2K Sales Force, S2K Analytics, S2K Service & Repair, S2K Rental Management, S2K Route Route Management, S2K Distribution Management, S2K Enterprise Portal, S2K Mobile, S2K Integrator and additional business solutions available**
Global Locations	**NA**	**Verticals:** **Apparel, Automotive, Building Supply, Electrical Supply, Food and Beverage, HVAC Plumbing and Heating, Industrial, Janitorial Distributor, Medical, Pharmaceutical, Plastics**
Product Lines	**S2K Enterprise ERP**	**SMB** **MED** **ENT**

ERP Categorization

ERP systems are categorized into several dozen areas. Different systems such as manufacturing, distribution, services retail, and many other industry specific ERP systems exist. Customers should be cognizant of the type of industry they are in and the system type they require. ERP categorization is segmented by industry as the overall category. That industry is then segmented by vertical and then system type. In the case of ERP which refers to the general term of enterprise resource planning it is further broken down by the types of ERP within the market segment in which a company resides.

Understanding how software vendors categorize their software and ERP systems can greatly simplify the software systems selection process. Often, many companies miscategorize the proper software required leading to the incorrect system type that the organization requires, causing an organizational misstep. Within the ERP space, further categorizations exist as in the case of manufacturing; where there are manufacturing categories such as discrete, mixed mode, process and engineer-to-order (ETO). In the case of services, further classifications as professional services, business process outsourcing, commercial real estate and construction are a few examples of sub categories within the services space. All of the industry types in the ERP Categorization chart all are part of the ERP category of software and are subsets of those industry specific solutions. The diagram below is an example of how to select the correct system type to evaluate. To properly categorize an ERP system:

- Select the industry that your company operates within
- Select which type of system you require: ERP, HCM, Supply Chain, Financials etc.
- Select the vertical: This is the specific functionality required within your industry



These categories represent a broad range of verticals and functionality that are considered base systems. This is high-level and a detailed selection process of the correct types of vendors and functionality should still be pursued by the organization. The solutions represented are not exclusive to what is listed here, in some cases these solutions address further system types, verticals and functionalities. This chart represents the SaaS solutions from these vendors.

ERP Categorization - System Capabilities (Categorization by Vendor)

Categorization / Vendor	Discrete	Mixed Mode	Process	Project Manufacturing	Services
Acumatica	✓	✓	✗	✓	✓
Aplicor	✗	✗	✗	✗	✓
Deltek	✗	✗	✗	✓	✓
Epicor	✓	✓	✓	✓	✓
Financial Force	✗	✗	✗	✗	✓
IFS	✓	✓	✓	✓	✓
Infor	✓	✓	✓	✓	✗
Intacct	✗	✗	✗	✗	✓
IQMS	✓	✓	✓	✓	✗
Microsoft Dynamics	✓	✓	✓	✓	✓
Netsuite	✓	✗	✗	✓	✓
Oracle	✓	✓	✓	✓	✓
Plex	✓	✓	✓	✓	✗
Sage	✓	✓	✓	✓	✓
SAP	✓	✓	✓	✓	✓
SYSPRO	✓	✓	✓	✓	✓
UNIT4	✗	✗	✗	✗	✓
VAI	✓	✗	✓	✗	✗

Solution Matrices

Functionality
About the Vendor
Total Cost of Ownership
Subscription Services
Security Components
Integration Components
Cloud Features

ERP Module Functionality by Vendor

Vendor / ERP Functionality by Module	Acumatica	Aplicor	Deltek	Epicor	Financial Force	IFS	INFOR	Intacct	IQMS
Financials	✓	✓	✓	✓	✓	✓	✓	✓	✓
Payroll	✓	✗	✓	✓	✗	✓	✓ US Companies Only	✗	✓
Human Capital Management (HCM/HR)	✓	✗	✓	✓	✓	✓	✓ US Companies Only	✗	✓
Inventory Control	✓	✓	✓	✓	✓	✓	✓	✓	✓
CRM/SFA	✓	✓	✓	✓	✓ SFDC	✓	✓	✗	✓
Procurement	✓	✓	✓	✓	✓	✓	✓	✗	✓
BI/EPM	✓	✓	✓	✓	✓	✓	✓	✓	✓
Mixed-Mode Manufacturing	✓	✗	✗	✓	✗	✓	✓	✗	✓
Process Manufacturing	✗	✗	✗	✓	✗	✓	✓	✗	✓
Discrete Manufacturing	✓	✓	✗	✓	✗	✓	✓	✗	✓
Engineered-To-Order (ETO)	✓	✗	✓	✓	✗	✓	✓	✗	✓
Retail	✓	✓	✗	✓	✗	✓	✗	✗	✓
Professional and Public Services	✓	✓	✓	✓	✓	✓	✗	✗	✓
Project Management	✓	✓	✓	✓	✓	✓	✗	✗	✓
Time & Billing	✓	✓	✓	✓	✓	✓	✓	✗	✓
Approvals Management	✓	✓	✓	✓	✓	✓	✗	✗	✗
Delivery Management	✗	✓	✓	✓	✓	✓	✗	✗	✗
Helpdesk & IT Services	✓	✗	✗	✓	✓ SFDC	✓	✗	✗	✗
Practice Management	✓	✗	✓	✓	✓	✗	✗	✗	✗
Additional Modules	Customer Portals, Inter-Company Accounting, Field Services, Equipment Maintenance, POS, WMS, Fixed Assets, Deferred Revenue, Job Costing, Document Management	WMS, eCommerce, Marketing Automation, Customer , Supplier and Employee portals			Integrates to SFDC Platform			Modules available by partner solutions	

ERP Module Functionality by Vendor

Vendor ERP Functionality by Module	Micorsoft AX	NetSuite	ORACLE	Plex	Sage	SAP B1	SYSPRO	UNIT4	VAI
Financials	✓	✓	✓	✓	✓	✓	✓	✓	✓
Payroll	✓	✓	✓	✗	✓	✓ IPS	✗	✓	✗
Human Capital Management (HCM/HR)	✓	✓	✓	✓	✓	✓	✗	✓	✗
Inventory Control	✓	✓	✓	✓	✓	✓	✓	✓	✓
CRM/SFA	✓	✓	✓	✓	✓	✓	✓	✗	✓
Procurement	✓	✓	✓	✓	✓	✓	✓	✓	✓
BI/EPM	✓	✓	✓	✓	✓	✓	✓	✓	✓
Mixed-Mode Manufacturing	✓	✗	✓	✓	✓	✓	✓	✗	✗
Process Manufacturing	✓	✗	✓	✓	✓	✓ IPS	✓	✗	✓
Discrete Manufacturing	✓	✓	✓	✓	✓	✓	✓	✗	✓
Engineered-To-Order (ETO)	✓	✓	✓	✓	✓	✓	✓	✗	✓
Retail	✓	✓	✓	✗	✗	✓	✓	✗	✓
Professional and Public Services	✓	✓	✓	✗	✓	✓	✓	✓	✗
Project Management	✓	✓	✓	✓	✓	✓	✓	✓	✗
Time & Billing	✓	✓	✓	✓	✓	✓	✗	✓	✗
Approvals Management	✓	✓	✓	✓	✓	✓	✓	✓	✓
Delivery Management	✗	✓	✓	✓	✓	✓	✓	✗	✓
Helpdesk & IT Services	✓	✓	✓	✓	✓	✓	✓	✗	✗
Practice Management	✗	✓	✓	✗	✓	✓	✗	✗	✗
Additional Modules						Integrated Partner Services			

Subscription Components

Components included in the monthly subscription	Hardware Costs	OS Licenses	Database Licenses	Middleware Licences	Software Licences (User Counts)	Software Support	Hardware Maintenance	Software Maintenance	IT Operations	Upgrades	Training Provided
Acumatica	Yes	Yes	Yes	N/A	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Aplicor	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No - But Available
Deltek	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Epicor	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No - But Available
Fininacial Force	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
IFS	Yes	Yes	Optional	Optional	Optional	Optional	Yes	Yes	Yes	Optional	Yes
INFOR	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Provided by Godlan
Intacct	N/A	N/A	Yes	Yes	Yes	Yes	N/A	Yes	Yes	Yes	Yes
IQMS	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Microsoft	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No - But Available
Netsuite	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No - But Available
Oracle	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Plex	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Process Pro	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Sage	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No - But Available
SAP	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No - But Available
SYSPRO	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	No - But Available
UNIT4	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No - But Available
VAI	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No - But Available

About the Vendor

	Acumatica THE CLOUD ERP	APLICOR	Deltek Know more. Do more.™	EPICOR Business Inspired™	FINANCIAL FORCE.COM ERP at Customer Speed	IFS
Strategic cloud partners	Amazon, Microsoft, Century Link	Microsoft	Amazon Web Services	Latisys, Microsoft, Progress	CLD, BlueWolf, Centerstance, IKON	Microsoft
Do you offer fixed bid implementations (Y or N)	No	Yes	No	Yes	No	Yes
Is on-premise available (Y or N)	Yes	No	Yes	Yes	No	Yes
Years in business	8	10	32	44	7	33
Ability to move to on-premises	Yes	No	Yes	Yes	No	Yes
Social networking capabilities (Y, N)	Yes, Internal Wiki	No	Yes	Yes	Available through SFDC & Chatter	Yes
Product name/ current version	Acumatica ERP Version 6	Aplicor ERP	Costpoint 7.1, Vison 7.3, Maconomy 2.2	Epicor 10 Express SaaS	Financial Force ERP	IFS Applications 9
Solution cost/ billing cycle & cost per additional user	Perpetual or Annual subscription on resources. No per user fees	Yearly Contracts, Avg price is $175/user/month	$300-$1000 per user per year	Per Concurrent User, Monthly or Annual Billing	Fees vary by user type ranging from $25- $175 Month	Varies. Licensed on named user basis in combination with software modules needed
Size of business served	Small and Medium	Small and Medium	Small, Medium, Enterprise	Small, Medium, Enterprise	Small, Medium, Enterprise	Medium, Enterprise
Number of SaaS Customers Worldwide	2000	N/A	6000+	200+	Hundreds of thousands of users	N/A
Avg time to deploy (from scratch based on base ERP functionality)	6 Months	3 Months	6-12 Months	2-3 Months	3-6 Months	Varies depending on the approach, scope and number of sites needed
Database	MS SQL, MYSQL & Amazon Aurora	MS SQL	MS SQL or Oracle	SQL Server	Oracle/Force.com	Oracle

About the Vendor

	infor	Intacct	IQMS Manufacturing ERP	Microsoft	NETSUITE	ORACLE FUSION APPLICATIONS
Strategic cloud partners	Endowance, YourSource, Qbuild, Advoco, Vaxxe, 323 Support	Many Cloud partners. ERP is built mostly with Add-ons	Amazon Web Services, MS Gold Certified Partner	Watserv ERP Cloud Computing, SaaS Plaza and many others	SaaS Plaza, Data Resolutions, My Apps Anywhere	Many Cloud partners for all types of functionality
Do you offer fixed bid implementations (Y or N)	Yes	Yes	Yes	Yes	Yes	Yes
Is on-premise available (Y or N)	Yes	No	Yes	Yes	No	Yes
Years in business	32	17	27	41	17	39
Ability to move to on-premises	Yes	No	Yes, can be easily moved from one to another	Yes	No	Yes
Social networking capabilities (Y,N)	Yes	No	Yes	Yes	Yes	Yes
Product name/ current version	INFOR Syteline 10x	Intacct Cloud Accounting and Financial Software	Enterprise IQ 2015.2	Dynamics AX 2016	NetSuite OneWorld NetSuite CRM+ SuiteCommerce	Oracle Fusion ERP
Solution cost/ billing cycle & cost per additional user	N/A	Starting at $400 month	Varies according to module configuration and users	Varies Setup fee + an on-going, + monthly, per user	$999.00 One-Time charge, + $99 per Month/per User	Varies based on user counts and storage and module configuration
Size of business served	Small, Medium, Enterprise	SMB	Small, Medium, Enterprise	Small, Medium, Enterprise	Small, Medium, Enterprise	Medium Enterprise
Number of SaaS Customers Worldwide	N/A	Tens of thousand of entities are using Intacct	N/A	N/A	30000+	N/A
Avg time to deploy (from scratch based on base ERP functionality)	2 – 6 Months	1 – 3 Months	3 – 9 Months	Varies depending on customer size and module configuration	3 – 6 Months	Varies based module configuration
Database	MS SQL, Oracle, IBM DB2, Other	Oracle	Oracle	MS SQL	MS SQL, Oracle	Oracle

About the Vendor

	PLEX	sage	SAP	SYSPRO Simplifying your Success	UNIT4	VAI
Strategic cloud partners	MS Certified Gold Business Partner, Multiple hardware and software partners	Microsoft Azure, Sage Managed Hosting (QTS)	Many partner channels and alliances	MS AZURE, Others	Microsoft, VMWARE, Cisco, HP	IBM and Others
Do you offer fixed bid implementations	Yes	No	Yes	Yes	Yes	Yes
Is on-premise available (Y or N)	No	Yes	Yes	Yes	Yes	Yes
Years in business	21		44	38	36	
Ability to move to on-premises	No	Yes	Yes	Yes	Yes	Yes
Social networking capabilities (Y,N)	No	Yes	Yes	Yes	Yes	Yes
Product name/ current version	Plex Online – Always current	Sage ERP X3, V6.5 Sage 100 ERP Online Sage 300 ERP Online	Version 9.1	SYSPRO 7.1	Business World Milestone 6	S2K Enterprise Applications
Solution cost/ billing cycle & cost per additional user	Monthly subscription starting at $2K/month. Enterprise license is unlimited users,	From $52 Month	Each partner has the flexibility to determine pricing to the end customer. Varies	Per User - $199 Month	Typically annual. Cost per additional user depends on the chosen modules.	Varies depending on solution
Size of business served	Small, Medium, Enterprise	Small, Medium	Small, Medium	Small, Medium, Enterprise	Medium, Enterprise	Small, Medium, Enterprise
Number of SaaS Customers Worldwide	1200+	N/A	41500	N/A	260+	N/A
Avg time to deploy (from scratch based on base ERP functionality)	6 – 8 Months	From Days to Several Months	Weeks to Months	3 to 6 Months	3 - 6 Months	Weeks to Months
Database	SaaS/Cloud	SQL, Oracle, Linux	SAP HANA, MS SQL	MS SQL	SQL Server & Oracle	DB2, Oracle, SQL

Total Cost of Ownership

	Acumatica THE CLOUD ERP	APLICOR	Deltek Know more. Do more.™	EPICOR Business Inspired™	FINANCIAL FORCE·COM ERP at Customer Speed™	IFS
Subscription terms	Yearly	Monthly, yearly	Yearly	Monthly, yearly	Yearly	Yearly
Business Continuity/Data Recovery	Yes	Yes	Yes	Yes	Yes	Yes
Maximum User count	Unlimited	2500	50, 000	N/A	Unlimited	No specific limit
Minimum User count	1, Average is 25	1, most users 15-75	10	1	3+	100
Is there a set-up fee (Admin fee)	No, but VARS charge for config, customizations, training & data migration	Yes	No	Yes	No	Yes
Vendor Lock-in for data release	No, clients own their data and can get it when they want	No	Yes	N/A	Oracle database of Force.com, data can be provided in many formats	No
Scalability (up/down grade capable)	Up/down capable	Yes	Up/down capable	Up/down capable	Up/down capable	Up/down capable

Total Cost of Ownership

	infor	Intacct	IQMS Manufacturing ERP	Microsoft	NETSUITE	ORACLE FUSION APPLICATIONS
Subscription terms	Monthly, yearly	Yearly	Monthly, yearly	Per user, per month	Monthly, yearly	Yearly
Business Continuity/Data Recovery	Yes	Yes	Yes	Yes	Yes	Yes
Maximum User count	Technically unlimited (generally 1500 per site)	No practical limit	Practically unlimited	2250 concurrent users	Unlimited	Virtually unlimited
Minimum User count	25	1	15	1	15	35
Is there a set-up fee (Admin fee)	Included as part of the SaaS fees	Optional, yes	NA	Yes	Yes	Yes
Vendor Lock-in for data release	No	Yes	No	No	NA	Yes
Scalability (up/down grade capable)	Up/down capable	Up/down capable	Up/down capable	Up/down capable	Up/down capable	Up/down capable

Total Cost of Ownership

	PLEX	sage	SAP	SYSPRO Simplifying your Success	UNIT4	VAI
Subscription terms	Monthly, yearly	Monthly	Monthly, subsription pricing with minimum 1 year contract	Monthly, Quarterly	Monthly, Yearly	Yearly
Business Continuity/Data Recovery	Yes	Yes	Yes	Yes	Yes	Yes
Maximum User count	Unlimited	Unlimited	Upto 150	999	10, 000+ concurrent users on one customer site	Virtually unlimited
Minimum User count	1	1	A starter package for SAP B1 Cloud is available for companies with between 1-5 users	4	10	10
Is there a set-up fee (Admin fee)	Yes	No	Yes	Sometimes	Yes	Yes
Vendor Lock-in for data release	Yes	Customers own their data. A copy of their data they can obtain it any time	Customers own their data. A copy of their data they can obtain it any time	No	No	No
Scalability (up/down grade capable)	Up/down capable	Up/Down capable	Up/Down capable	Up/Down capable	Up/Down capable	Up/Down Capable

Security Components

	Tenancy	Cloud Structure	Data Security by Vertical: HIPPA, SOX, SAS 70, 80 DSS, IFRS Capable	Encryption Type	Session Management	Application Level Security	How Is Data Separated From Other clients
Acumatica	Multi-tenant - SaaS & Single Tenant (cloud or on-premise)	Public/Private	Data Security provided by Amazon Web Services (AWS)	SSL	Yes	Yes	Every client's data is stored in a separate database
Aplicor	Hybrid (multitenancy on front end, Back end database is single-tenancy)	Public, we deploy through a series of public providers	Many compliances by verticals	HTTP/SSL during transport	Yes	Yes	Separate DB's for each customer
Deltek	Single	Public powered by Amazon Web Services	OWASP Top 10	SSL and Encryption in transit	Yes	Yes	Each environment is virtualized specific for the client so no co-mingling of critical data takes place
Epicor	Multi	Private Cloud managed by Epicor	Tier III, SAS 70 II certified	SSL w/128-bit encryption	Yes	Yes	Logical separation in the database with company unique identifiers
Financial Force	Multi	Runs on Force.com cloud, single login with Salesforce CRM & sharing structure	SSAE 16/ SOC 1 Type II Report, HIPPA, Trusted and ISO 27001	Connection to the Salesforce environment	Yes	Yes	Partitions created by Force.com platform
IFS	Single	Private	Yes	Https/SSL	Yes	Yes	Secure separate database instances

Security Components

	Tenancy	Cloud Structure	Data Security by Vertical: HIPPA, SOX, SAS 70, 80 DSS, IFRS Capable	Encryption Type	Session Management	Application Level Security	How Is Data Separated From Other clients
INFOR	Multi/Single/Hybrid	AWS and alternate Service Providers	Compliance with AWS offerings	As per AWS	Yes	Yes	By data center, partition, server farm or virtualization
Intacct	Multi	Private Cloud	SAS 70 Type II audited, SOP 97-2, 98-9, EITF 08-01, EITF 09-03	N/A	Yes	Yes	Multi-tenant database, and clients separated through tenant identification codes
IQMS	Single/Hybrid	Private Cloud	Various	SSL	Yes	Yes	?
Microsoft	Single	Private Cloud	Various	SSL	Yes	Yes	Distinct ERP databases, distinct SQL Server instances
NetSuite	Multi	Public	SAS 70 Type II, PCI DSS, EU-US Safe Harbour	128 Bit SSL	Yes	Yes	NetSuite Virtualization
Oracle	Multi	Private Cloud	All	TLS encryption, 128 bit and stronger, Cypher key at least 2048 bits	Yes	Yes	Provision a cloud pool, database and schema for each customer
Plex	Single/Multi/Hybrid	Private	SSAE 16 Type 2	SSL V3 & TLS V1	Yes	Yes	Virtualization, data separated by Plex Customer Number (PCN key)

Security Components

	Tenancy	Cloud Structure	Data Security by Vertical: HIPPA, SOX, SAS 70, 80 DSS, IFRS Capable	Encryption Type	Session Management	Application Level Security	How Is Data Separated From Other clients
Sage	Multi	Private	SAS 70, IFRS	128-bit SSL	Yes	Yes	Database level security
SAP	Multi	Partner option - Public &/or Private depending on the customer	IFRS	N/A	Yes	Yes	Core ERP data/tenant data resides in separate databases. Windows active directory provides user authentication
SYSPRO	Single	Private	ISO 27001	N/A	N/A	Yes	Data center, partition, server farm, virtualization
UNIT4	Multi/Hybrid	Private/Public	ISO/IEC 27001, ISO 14001, OHSAS 18001, PCI DSS, & SSAE16 Type 2	PCI-DSS + AES 256 Encrypted	Yes	Yes	Each customer has own data store within multi-tenancy infrastructure - Customer has own db, application, information and process layers
VAI	Single	Private	Various	N/A	N/A	Yes	N/A

Integration Components

	Application Customizable by User: Y/N	Database Customizable by User: Y/N	Business Processes Definable by Users: Y/N	Is There Storage Limit: Y/N, if so how is it charged ?	Data Center Locations	Are there API'S Included, what kind or SDK'S	What Other Systems Can Integrate with Solution
Acumatica	Yes	Yes	Yes	No for on-premise perpetual license. For SaaS 10GB included, expandable in 10 GB increments	SaaS is hosted in the Amazon (AWS) data centers	Acumatica SDK built on .NET includes Web Services, SOAP & REST API's	Any modern system can integrate using Web Services 50+ integrations already exist
Aplicor	Yes	No	Yes	No	US East and Frankfurt	SQLAPI and also web services	Any type
Deltek	Yes	Yes	Yes	No	Amazon Web Service Global Locations	Yes, Web service APIs	Any systems that want to share information via web APIs
Epicor	Yes	Yes	Yes	Yes	Irvine, CA & Denver CO	N/A	N/A
Financial Force	Yes	Yes	Yes	Yes	East and West Coast US, Singapore, Japan, France, Germany and soon UK	Yes, Salesforce and FinancialForce API's. A full development and customization environment, including mobile apps and we provide tools such as FinancialForce ClickLink	FinancialForce is embedded with Salesforce Sales and Service cloud. They share objects, reporting, dashboard, workflow, social and mobile applications.
IFS	Yes	Yes	Yes	No Specific Limit	Multiple, Global	IFS API's, Web Services, COM, .NET, Oracle, XML or JAVA.	No limit using Web Services technology

Integration Components

	Application Customizable by User: Y/N	Database Customizable by User: Y/N	Business Processes Definable by Users: Y/N	Is There Storage Limit: Y/N, if so how is it charged ?	Data Center Locations	Are there API'S Included, what kind or SDK'S	What Other Systems Can Integrate with Solution
INFOR	Yes	Yes	Yes	No	AWS Locations	IDO Webservice / SOAP / REST	(Project Management, CRM, etc.) Infor ION (OAGIS BOD derivative) MS CRM, Salesforce
Intacct	Yes	Yes	Yes	Yes, if the user exceeds a maximum per user capacity set at 15GB	San Jose, Failover undisclosed location	Yes, complete web service API set to allow customization and integrating other business applications	N/A
IQMS	Yes	Yes	Yes	No	Provided by IQMS and Customer	IQMS API's	Any systems that want to share information via web APIs
Microsoft	Yes	Yes	Yes	No	Canada, US and more	Web Services	Microsoft Dynamics CRM, Microsoft Office, and more*
NetSuite	Yes	Yes – with limitations	Yes	Yes-Additional storage charged for an additional fee	3 Centers in the US, 2 in Europe	API's and SDK available at additional costs	CRM, Inventory, Service, Supplier systems and much more. NetSuite publishes its pre- built integrations on SuiteApp.com
ORACLE	Yes	Yes – with limitations	Yes	Yes	Multiple data centers worldwide	API's for Oracle products available	Any systems that want to share information via web APIs
Plex	Yes	Yes	Yes	No	Auburn Hills, MI Ashville, NC	PLEX API & SDK	CRM, QMS, PLC, CAD, EDI, Payroll, Print management, barcode devices, budget & planning, shipping solutions, tax reporting, and fiscal compliance

Integration Components

	Application Customizable by User: Y/N	Database Customizable by User: Y/N	Business Processes Definable by Users: Y/N	Is There Storage Limit: Y/N, if so how is it charged ?	Data Center Locations	Are there API'S Included, what kind or SDK'S	What Other Systems Can Integrate with Solution
Sage	Yes – with limitations	No	No	No	Primary data center located in Atlanta, currently using Amazon for disaster recovery (Virginia)	SDK for Accpac available to development partners only. Not included for customers	CRM, Asset Management, Print Management, EFT Processing, Inter- Entity transactions, Procurement, Service & Maintenance Management
SAP	Yes	Yes	Yes	Maybe in some cases storage limits may apply	Worldwide. Reselling partners may work the data center of their choice.	Yes - SDK is a set of APIs that allow for the customization and integration of the SAP Business One interface	With SAP & 3rd party systems, other software packages, Microsoft Office, Crystal Reports, BI, ecommerce, mobile and social solutions.
SYSPRO	Yes	Yes	Yes	No, per GB	Philadelphia	SDK as part of application	Document Management, Budgeting & Planning, Quality Management, Tax Reporting, CRM, EDI, Advanced Financial Reporting, Shipping Solutions
UNIT4	Yes	Yes (Information Layer)	Yes	No	Amsterdam, Wales (UK), Stockholm	Various Web-Services to enable interoperability with all key master files	Various: POS, CRM, third party HR, leasing applications, third party logistics applications, PM tools, market-places etc.
VAI	Yes	Yes	Yes	No	Private VAI Datacenter	Various Web-Services to enable interoperability	Other VAI Apps, other ERP, supply chain, CRM, Document Management etc.

Cloud Features

	Mobile Capabilities	Age of Cloud Offering	Vendor Uptime Rating	Offer Free Trials/Sandbox Testing	Offer Data Migration Services	Version Release Schedule	Current version released
Acumatica	Yes	8 Years	99.90%	Yes, by special permission only	Yes, offered by VAR partners	Continuous release Cycle handled by Acumatica. LTS (Long Term Support) allows customer to choose upgrade schedule	Acumatica 6
Aplicor	Yes	10 Years	99.88%	No	Yes	Always Current	5.5
Deltek	Yes	Since 2011	99.9%	Yes	Yes	Twice a year	Costpoint 7.1, Vision 7.3, Maconomy 2.2
Epicor	Yes	3 Years	99.5%	Yes	Yes	Minor updates monthly, major updates annually	Always current
Financial Force	Yes	7 Years	99.99%	Yes	Yes	3 releases per year	14
IFS	Yes	3 Years	99.5%	No	Yes	Major releases occur once every three years in addition to quarterly aggregate group patches with additional functionality	IFS Applications 9
INFOR	Yes	5 + years	99.95%	Yes - Client must have AWS account	Yes	Patches released as required, Major Annual Release	9.00.30
Intacct	No	7 Years	99.7%	Yes	Yes	Quarterly	Always current
IQMS	Yes	3 Years	99.9%	Yes	Yes	NA	EnterpriseIQ 2015.2
Microsoft	Yes	14 Years	99.9%	Yes	Yes	Patches released as required, Major Release 12-18 Months	AX 2016 V7

Cloud Features

NetSuite	Yes	17 Years	99.95%	Yes	Yes	Every 6 months	NetSuite 2016
Plex	Yes	3+ Years	99.99%	No	Yes	Constantly updated	Always current
Sage	Yes	5 Years	99.8%	No	Yes	Minor updates Quarterly, Major updates annually	Sage 300 ERP online
SAP	Yes	4+ Years, 13+ for B1	99%	Yes, Limited by Partner capabilities	Yes	Quarterly	Always current
SYSPRO	Yes	2+ Years	99.80%	Yes	Yes	On-request, monthly, quarterly	SYSPRO 7.1
UNIT4	Yes	Since late 90's	99.9%	Free trials-No, Sandbox Testing - Yes	Yes	Updates every 3 months, Hotfixes as needed, Milestones once yr. Experience packs - quarterly (optional new functionality)	Business World - Milestone 6
VAI	Yes	NA	NA	Free trials-No, Sandbox Testing - Yes	Yes	NA	S2K - Enterprise management Software 5.5

EVAL-SOURCE

Enterprise Evaluation Services (End-to-end)

Eval-Source provides software evaluations services for companies to achieve greater ROI, avoid IT failure and achieve success in their IT initiatives. IT failure can be devastating to a company. Eval-Source has designed specific services to help your company avoid disruptive technology investments. Our range of services can assist your organization in any phase of the software evaluation process. We understand every organization is structured differently so we have created products and services to address all aspects of a software selction initiative. Our services range from Market Overviews to full enetrprise software evaluation and even project management.

A la Carte Services

We offer partial evaluation process components to assist you with company's software selection. We understand not every organization needs an end-to end process but assistance in particular areas of software evaluation. Whether resources are an issue or to supplement your team we can help. Any area of of your evaluation where you may requie additional assistance such as creating the RFI, vendor or project management, scoring, vendor demonstration script creation etc. We are avialble to supplement your team and to quickly decipher the mountains of information generated by the evaluation process.

Evaluation Project Plans

- Specifically designed to speed & facilitate software evaluation
- Plans consist of Milestones, objectives & evaluation techniques specific to software evaluation
- Project plans consider: size fo team, solution size, project scope to deliver a timely & oragnized project

Requirements Gathering

- Our services provide structured methodoligies for gathering requirements & categorizing your needs based on your specific priorities
- We translate your business processes and map your business requiremnts to vendor speak
- Assist in creation of functional, technical specifications with "Current" and "Future" functionality

RFI Creation & Vendor Management

- Our services create business based RFI's that blends your IT and Business vision
- We business process map your requirements and align the proper solution to your business
- Our vendor management services provide structure to your evaluation process by managing the vendors, RFI delivery and scripting the demos

Scoring System

- Use of our proprietary scoring system thay provides a "Percentage of best fit" within the overall evaluation including a TCO analysis
- Companies can evaluate software from their own methods and apply our scoring techniques to validate and provide auditable and quantfiable decision support

Market Research Overviews

- We provide market research and overviews of any enterprise software landscape – Great primer when starting an evaluation. ***Reduces weeks and months from initial market research***
- This includes identification of vendors, target markets, verticals, system categorizations, solution and strategic sizing

Project Management and Recovery Services

- After the evaluation Eval-Source can manage the project to keep everything on track from both sides both organizational and vendor
- Our recovery services reconfigure and adjust the project plan to recover lost time, mangage scope, budget, time and manage accountability
- Eval-Source also augents resourcing for organizations in a BA and PM capacity where in-house expertise may be limited

Benchmarking & Solution Validation

- Eval-Source ccan benchmark solutions based on organizational and industry best proactices to compare competing solutions and measure them against your industry
- When narrowing down solutions Eval-Source can provide an assessment to validate the solution is capable of living upto marketing, industry and demo hype. We can also compare one soution to another and provide valuable insights, actionable, quantifiable and auditable results

Software Evaluation Training Course

- Our one of kind training course is the most comprehensive software evaluation training on the market
- Provides professor-led instruction of: writing a business plan, creating projet budget, build an evaluation team, Build an RFI, vendor managament techniques, create a scoring system, how to build and issue an RFI, creation of demo scripts, creation of project plans, project maanagement techniques, sourcing techniques, complete with tools, templates, our proven software selection methodology and a multitude of helpful project management tips

Software Evaluation Toolkits

- Ideal for the Do It Yourselfer – Complete with templates, methodologies, project plans, business-based RFI

Software Evaluation Kits Benefits

- Achieve greater ROI on your software evalution project
- Avoid costly IT failure in implementation
- Reduce the risk of selecting inappropriate software that does not comply to organization expections
- Aligment of correct tecnology to orgainzational needs
- *Saves Time & Money*
- Provides auditable results and enhances accountability
- Business process-based RFI's included
- Reduces market research time
- ***Available for all types of enterprise software – Cloud & On-premise***

Contact: info@eval-source.com