Focused. On you.

Trends in Today's Manufacturing Solutions

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Objectives and Focus

There are dozens of ERP solutions marketed to today's small and medium-sized businesses. Solutions differ from complexity, price and technology making it difficult for customers to distinguish the products. Today, we will:

✓ Explore 10 trends in the industry
✓ Identify & define industry buzzwords
✓ Recognize the leading solutions

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Trends in the Industry

1. Vertical or Horizontal
2. Deployment Options
3. Social Platforms
4. Mobility
5. User Experience
6. Automation
7. Specialization
8. Business Intelligence
9. Performance
10. Self Help Tools

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Vertical or Horizontal

	Vertical (Industry)	Horizontal (Best of Breed)
Benefits	• Minimal customization • Industry templates • Quicker rollout • Fewer 3rd party add-ons or customizations	• Complementary business • Resource availability • Ease of use • Leverage experience across industries
Challenges	• Can overlook common requirements, i.e. GAAP • Narrow footprint • Business model changes	• Less functional depth • Implementation made-to-fit • Requires 3rd party add-ons or customizations
Examples	• Infor – Hospitality • Deltek – Gov't Contracting • Epicor – MTO/ETO	• Sage • Microsoft • Netsuite

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Deployment Options

On-Premises, Hosted, or Cloud?

	On-Premises	Cloud-Hosted	Cloud - SaaS
IT Required – Resources & Infrastructure	More Intense	Moderate	Less Intense
Total Cost of Ownership	Greatest Initial Investment	Moderate Investment	Lowest Initial Cost, Most Costly over time
Software License	You Own It	You Own It	You Rent It
Use License Expires	Never	Never	Upon non-payment
Accounting Principles	Capital Lease / Asset	Capital Lease / Asset	Operating Lease / Expense
Frequency of Upgrades	18-24 Months	18-24 Months	Automatically
Customization	Unlimited	Unlimited	May Be Limited
Add-ons	Based on Compatibility	Based on Compatibility	May Be Limited
Disconnected Support	Does not Apply		
Access to data	User-Based Security	User-Based Security	May be Restricted Corporate-wide
Extra Data Storage Required	Add Hardware	Extra Fees may apply	Extra Fees may apply
Server Security	Internally Controlled	Externally Controlled	Externally Controlled

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Social Platforms

1. Communicate
2. Alert
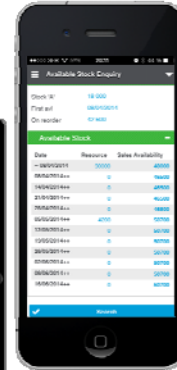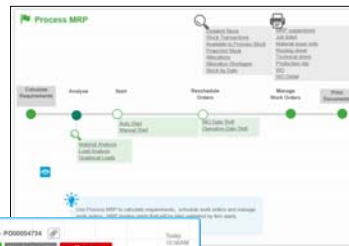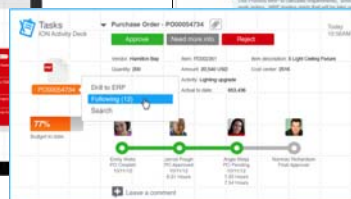3. Take Action
4. Share

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Mobility

1. Anywhere from any device
2. Browser agnostic
3. Functional "apps"

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User Experience

1. Consumer-grade experience
2. Optimized for connected devices
3. Visual displays
4. Workflows and role-based
5. Dashboards
6. Personalization toolkits

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Automation

1. Barcoding
2. EDI
3. Employee Self Service Portals
4. Customer Portals
5. Vendor Portals
6. Connectivity with standard tools
   - XML
   - Microsoft Outlook
   - Microsoft Exchange

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Specialization

Publishers today are focusing on their core competencies while partnering with specialized solution providers and industry experts.
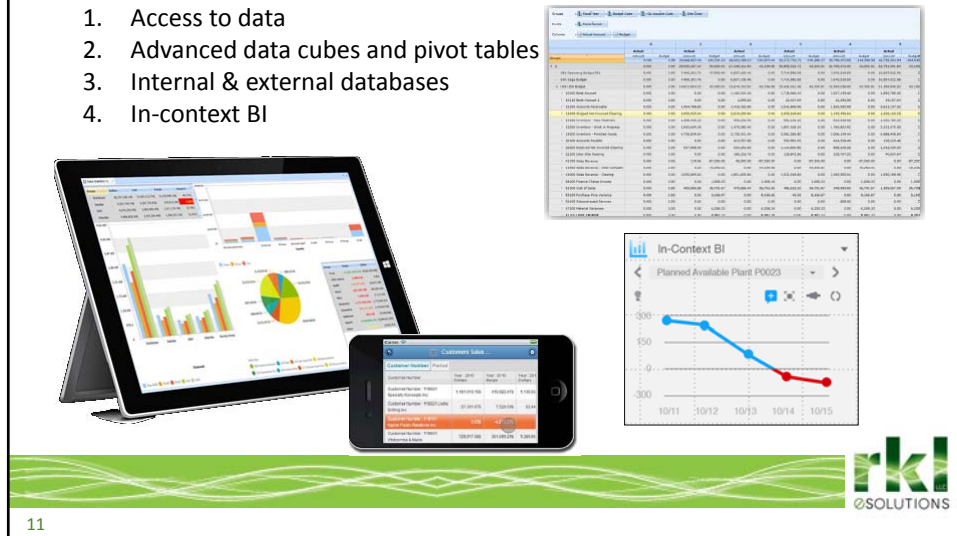
1. Avalara for Sales Tax
2. HRMS
3. Transportation and Logistics
4. Restricted Party Screening
5. Crystal Reports

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Business Intelligence

1. Access to data
2. Advanced data cubes and pivot tables
3. Internal & external databases
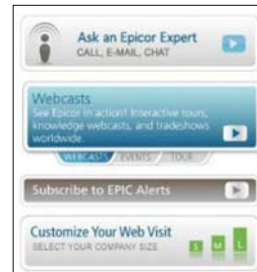4. In-context BI

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Performance

1. Real-time updates
2. Batchless processing
3. Date-driven versus period-buckets
4. Optimized for Microsoft SQL Server and Windows OS

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Self Help Tools

1. Extensive knowledge bases
2. Pre-recorded training events
3. Live web streamed training classes
4. Chat communities
5. Remote Desktop Support
6. Customer Advisory Councils
7. User Groups

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Summary

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