



# TOP 10 ERP SOLUTIONS

A complete guide to who and what to look for

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FIRSTLY

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# THANK YOU

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FOR DOWNLOADING

At ERP Research, we believe in making the ERP market more accessible to growing companies around the world and in multiple industries. In this report, we'll help you to understand how to quickly shortlist the right ERP software and partners for your industry as well as kickstart your project in a timely manner.

Thanks for downloading this report and for more ERP resources, be sure to check out:

<https://www.erpresearch.com/en-us/our-resources>

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# CONTENT

|   |     |
|---|-----|
| MEET WITH US - BOOK A FREE CONSULTATION NOW | 4-5 |
| ERP IN BUSINESS                             | 6   |
| BENEFITS OF AN EFFECTIVE ERP SYSTEM         | 7   |
| TOP 10 SME ERP SOLUTIONS                    | 8   |
| SAP BUSINESS ONE                            | 9   |
| ORACLE NETSUITE                             | 10  |
| SAGE X3                                     | 11  |
| INFOR                                       | 12  |
| ODOO  | 13  |
| ACUMATICA                                   | 14  |
| MICROSOFT DYNAMICS 365                      | 17  |
| ORACLE CLOUD                                | 18  |
| SAGE INTAACT                                | 19  |
| SAP S/4 HANA                                | 20  |

# MEET WITH US

BOOK YOUR FREE CONSULTATION NOW

## COMPARE 100+ ERP IN 15 MINUTES



At ERP Research, we help businesses that are evaluating and selecting Enterprise Resource Planning (ERP) software.

Our expert team has dealt with hundreds of IT & finance leaders from startups to Fortune 500s to navigate the confusing world of ERP software vendors.

## OUR MAIN AREA OF EXPERTISE

What we do best

### We can help you to:

- Prepare for your ERP project
- Compare and select ERP solutions according to your industry and requirements
- Find the best ERP implementation partner for your ERP project needs
- Build your ERP functional requirements and business case

### During our call we will:

- Understand your business and industry needs
- Recommend ERP solutions and partners to meet your ERP project objectives
- Offer guidance around your ERP evaluation process
- Offer insights into your industry peers and their ERP choices

Use our interactive form to find a time and date suitable to speak with us.

<https://www.erpresearch.com/en-us/free-erp-advice>

## ERP MODULES & FUNCTIONALITY

ERP software for companies can include a variety of modules and functionalities that allow businesses to scale and be more efficient. We review some of the key functionality for ERP software below:

- Accounting and Financials
- Purchasing
- Production
- Engineering Management
- Inventory Management
- Asset Management
- Reporting and dashboards
- Expenses Management
- Customer service
- Sales management
- Customisation
- Mobility
- Development tools
- Updates and maintenance
- Versatile deployments
- Unlimited support

## WHAT IS THE BEST ERP SOFTWARE FOR YOUR BUSINESSES?

There are many ERP solutions for companies available and each is designed for companies in different industries and sub-sectors and to suit companies of different sizes. The best possible ERP software on the market may not be cost effective for your business and may do more to hinder than help you. We therefore recommend evaluating multiple potential ERP solutions to work out which one suits you best. You can use our [ERP comparison tool](#) to find ERP solutions based on your industry, business size or choice of deployment.

## HOW DO I CHOOSE ERP FOR MY BUSINESS SPECIFIC INDUSTRY?

It's highly recommended that you begin your ERP evaluation process by building an ERP requirements document when choosing ERP software. You can use a prebuilt ERP requirements document to do this, or create one from scratch.

Once you've completed this, we then recommend evaluating 4-8 ERP solutions and vendors. You can reach out to ERP vendors and implementation partners yourself, however this can be time consuming which is why many companies use a comparison service like ERP Research to help them shortlist the best ERP software for their needs. You can compare over 100+ ERP solutions for businesses as well as industries in under 15 minutes by talking to one of our experts [here](#).

## HOW DO I IMPLEMENT ERP?

Typically most companies will select a third party ERP partner or systems integrator to implement their business ERP software. You will need to have your own internal team dedicated to steering the project, however by using a third party implementation company specialized in your chosen ERP software, your chances of success are much higher.

# BENEFITS OF A SUCCESSFUL ERP SYSTEM

## ERP DEVELOPMENT

We create amazing ERP experiences that don't just look good but work good, helping you to streamline business processes.

- 1) Reducing stock holdings by optimising supply chains.
- 2) Better visibility and reporting across your business.
- 3) Less quality management issues.
- 4) Faster product recall and fault detection processes.
- 5) Enhanced customer satisfaction.
- 6) Lower administrative and accounting costs.
- 7) Higher adherence to compliance across accounting, quality and more.
- 8) Lower IT and systems integration costs.
- 9) Complete Inventory Control
- 10) Automate Work Order Management



# TOP 10 ERP SOLUTIONS

THE BEST SOLUTIONS YOU SHOULD BE CONSIDERING FOR YOUR BUSINESS



SAP Business One has developed many business specific add-ons for various subverticals including textiles, food and beverage production, making it a strong choice for many companies.

## MODULES AND FUNCTIONALITY OFFERED BY SAP BUSINESS ONE



DELIVERY



HUMAN RESOURCES



PURCHASING



ACCOUNTING & INVOICING



INVENTORY MANAGEMENT



PROJECT MANAGEMENT

### PROS

- SAP Business One is more suitable for small and medium scale enterprises
- SAP Business One is : analytics, mobile technologies, cloud technologies
- SAP Business One has exceptional performance in handling business functions such as purchasing and operations and customer relationship management
- An important key features of SAP Business One is Reporting and Analytics.

### CONS

- The Firefox web browser is currently the only web browser supported.
- Multi-currency capabilities- SAP Business One only does the real-time conversion at a period closing, but can simulate an approximation of the conversion for mid-period reports.
- Ancillary system applications such as HR have pared-down feature sets

### FAQ'S

What type of company can benefit from using SAP Business One when it's powered by SAP HANA?

Any small business can benefit by using this solution, especially those that operate in industries that process large volumes of transactions or need insight into their company wide data in real time. The solution makes innovation, previously accessible to only large enterprises, available to smaller businesses and within a small business budget. It may be of interest to net new customers, as well as existing customers of SAP Business One.

## ORACLE NETSUITE

Netsuite has become a popular ERP system choice for businesses that are looking for a Cloud based ERP system to manage growth across sales, production, supply chain, inventory and financials.

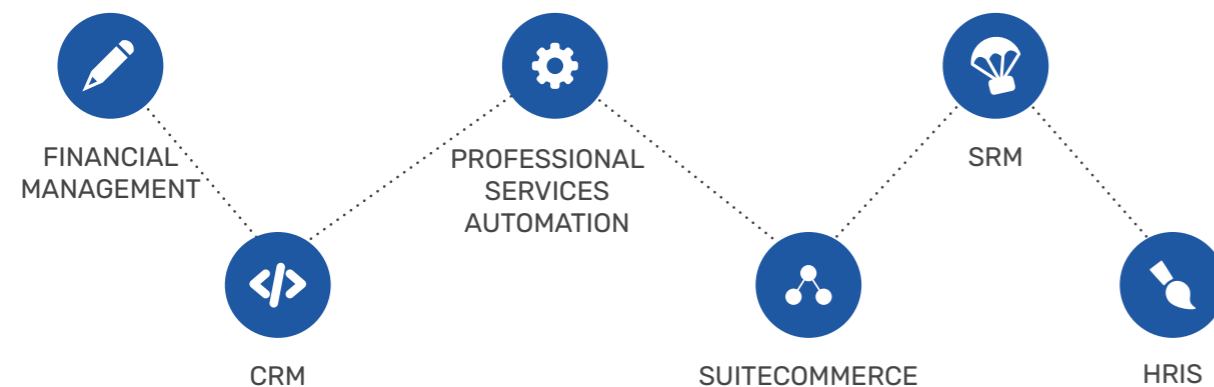
### PROS

- Wide and deep functionality across several key business areas.
- True Software-as-a-service (SaaS) Cloud ERP offering.
- Largest Cloud ERP customer base and ecosystem.
- Simple and transparent pricing model.
- Strong localization capabilities for international businesses.
- Strong consultant market and availability.

### CONS

- License pricing is complex and can produce hidden costs.
- Some localisations and functionality is not provided out of the box put as part of partner extensions or 'SuiteApps'.
- Many acquisitions over the years have caused some users to suggest the solution is loosely coupled rather than a true suite.
- Some customers have complained about high renewal costs.
- Strong consultant market and availability.

### MODULES AND FUNCTIONALITY OFFERED BY ORACLE NETSUITE



### FAQ'S

#### Can Netsuite do payroll?

Payroll is offered as part of the core Netsuite offering under the SuitePeople umbrella for HCM. Despite this, users have claimed that payroll in Netsuite is not provided by the core Netsuite functionality and is provided by an outsourced provider.

#### Which companies use Netsuite?

Netsuite is used by more than 15,000 companies in multiple industries, all over the world. The typical Netsuite customers are small businesses and SMEs ranging from \$5M in revenue to multiple billions and with as few as a couple of employees to several thousands.

## SAGE X3

### MODULES AND FUNCTIONALITY OFFERED BY SAP BBD



SUPPLY CHAIN  
MANAGEMENT



CUSTOMER  
RELATIONSHIP  
MANAGEMENT



PROJECT  
MANAGEMENT &  
ACCOUNTING



FINANCIAL  
MANAGEMENT



SUPPLIER  
RELATIONSHIP  
MANAGEMENT



HUMAN RESOURCES

### PROS

- Wide and deep functionality across many key business areas.
- Strong industry capabilities for small business and discrete manufacturing.
- True Software-as-a-service (SaaS) Cloud ERP offering.
- Completely SAP developed solution.
- Business ByDesign pricing model is simple and transparent.
- Strong localization capabilities for international businesses.

### CONS

- Configuration rather than customisation approach can limit flexibility in very agile organisations, although this is a benefit in some cases.
- ByDesign consultants are in very high demand.
- SAP has larger ERP solutions such as S/4 HANA that are the companies true strategic focus.
- SAP Business ByDesign lacks productized integrations into the wider SAP portfolio compared with SAP S/4 HANA.

### FAQ'S

#### Is SAP Business ByDesign suitable for small businesses and SMEs?

SAP Business ByDesign was purpose built to meet the specific needs of small businesses (SMB) and small to medium enterprises (SME) organisations. The SAP Business ByDesign customer base ranges from organisations with as little as 20 employees up to several thousands.



Infor CSI is a popular ERP solution for small and medium sized manufacturing companies in discrete and process manufacturing industries. See how Infor compares.

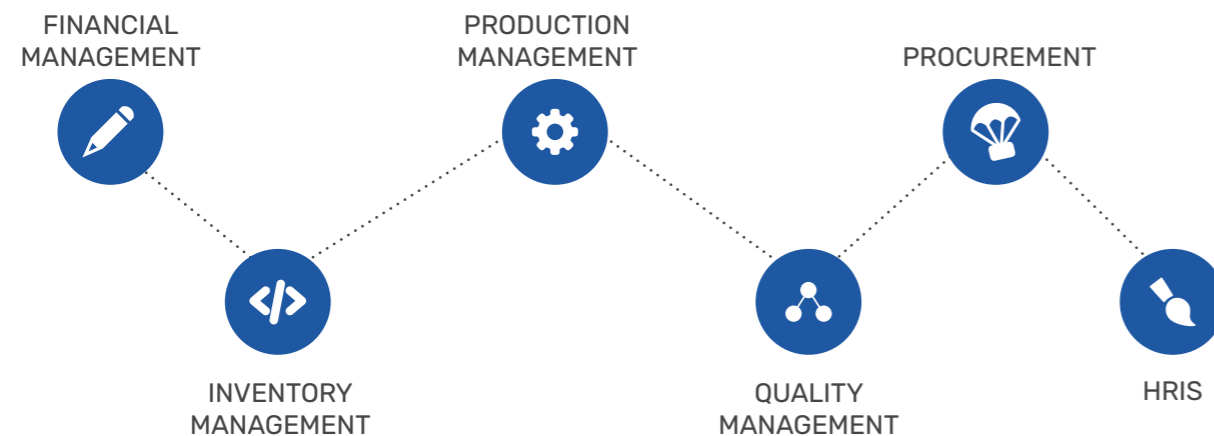
## PROS

- Deep functionality for small and fast growing organizations.
- Lots of room to change and adapt the solution to suit specific company needs.
- Configure, Price, Quote functionality is robust enabling for seamless order entry through to production & fulfilment.
- Flexibility for both On-Premise & Cloud deployments.
- The system comes with extensive Infor Syteline training manuals, Infor ERP Syteline training, access to the Infor Syteline support and Infor Syteline user guide

## CONS

- Some functionality in the Infor Syteline or CloudSuite Industrial portfolio have not been fully migrated to the Cloud or are actually separate Infor products which need to be integrated with Syteline.
- User Experience and User Interface is slightly behind versus many modern ERP solutions.
- Reporting and analytics can be challenging according to some users.

## MODULES AND FUNCTIONALITY OFFERED BY INFOR SYTELINE



## FAQ'S

### How much does an Infor ERP solution cost?

The cost of implementing the technology will vary from project to project. Software licenses can be bought for Infor either outright or rented monthly on a SaaS (Software as a service) basis. Because every business is different, so is every solution Infor's offerings can be tailored to suit your requirements.

### What training does Infor provide?

Infor provide full system training of the relevant functionality as part of their system implementations. They can also provide bespoke training packages for companies who may have been using their system for many years but for whatever reason need some refresher training.



Odoo is an open source ERP platform which has been used by small and fast growing organizations.

## MODULES AND FUNCTIONALITY OFFERED BY ODOO



ODOO ECOMMERCE



ODOO HUMAN RESOURCES



ODOO PROJECT MANAGEMENT



ODOO ACCOUNTING & INVOICING



ODOO INVENTORY MANAGEMENT



ODOO TIMESHEETS

## PROS

- Low-cost when investing in a small number of modules.
- Free trial offer for 15 days and free "Community" version available.
- Offers a comprehensive selection of Odoo apps and integrates with many third-party add-on software apps such as eBay, Whatsapp and more.
- Uses Open Source software which can be easily customized.

## CONS

- Requires IT knowledge to install and maintain, this is not a "plug and play" solution
- Steep learning curve on initial implementation
- Can become costly when all the functionality is applied utilizing the variety of Odoo Modules and third party apps
- Does not have the same lengthy history as other well established ERP players

## FAQ'S

### What is the Infrastructure Provided?

For every OpenERP Online subscription, ODOO provides access to the following infrastructure to guarantee you maximum reliability and security:

- OpenERP Server and Web Interface
- PostgreSQL database
- Backup servers
- Access to the control center, so that you can control your OpenERP Online instances and perform actions: create new instances, migrations, duplicate instances, access to backups, etc.



Acumatica is a cloud and browser based ERP, developed for small and medium businesses. Acumatica allows businesses choice in how the ERP is set up, from Software as a service (SaaS) to on site software.

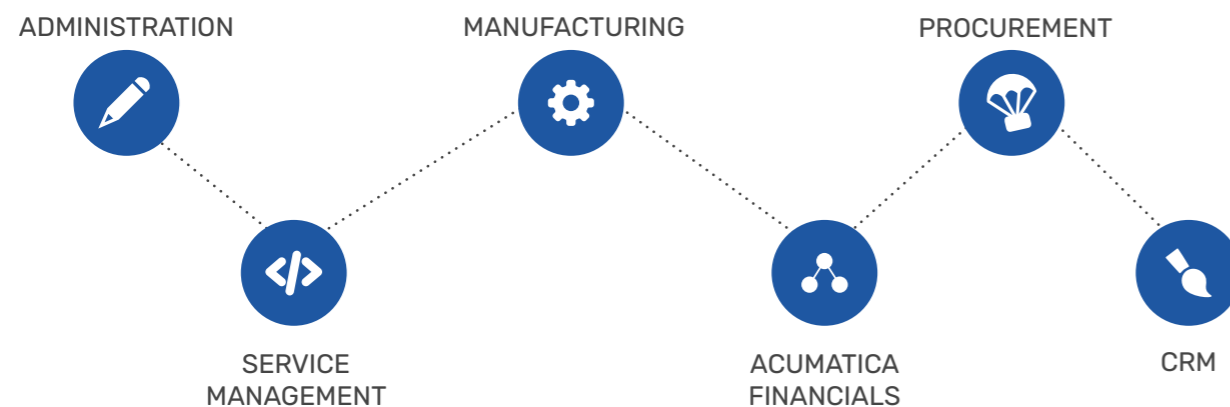
## PROS

- A range of solution options - Acumatica ERP are completely flexible on the type of solution which you purchase: On-Premise, SaaS or Private Cloud.
- Pricing approach may benefit some businesses - especially those who are looking to scale and grow as you can add functionality when it is needed, without the upfront cost.
- Can be used on mobile devices and tablets due to HTML5 user interface.
- Can be customized easily using C# and .NET, without the need for proprietary knowledge for customizations.

## CONS

- Estimating licensing costs can be difficult and the Acumatica VAR or reseller may need to support your organization on the costing journey. This can make it difficult when trying to understand a ball park cost for an initial business case.
- Reliance on third-party add-ons needed if implementing Acumatica in companies outside of the manufacturing and distribution vertical.
- Short business history in comparison to traditional ERP vendors such as SAP, Microsoft and Oracle which means they don't have the same reference base and have fewer 'big wins'.

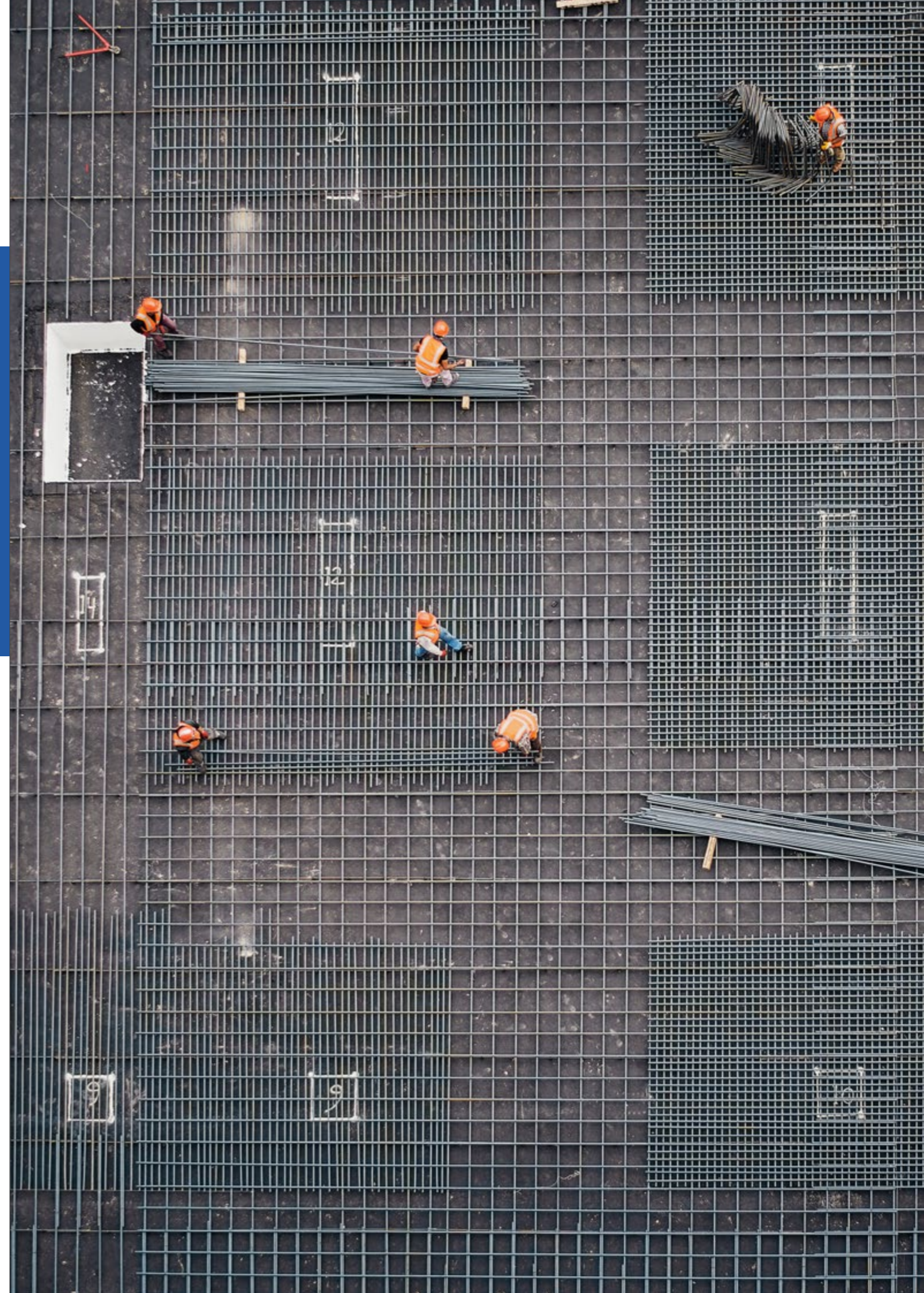
## MODULES AND FUNCTIONALITY OFFERED BY MICROSOFT DYNAMICS



## FAQ'S

[How do I get technical support for Acumatica ERP?](#)

As Acumatica is sold through partners, we can help match you with an implementation partner which will be able to help you with technical problems. If your Acumatica partner then cannot resolve the problem, they will raise a support ticket with Acumatica directly.





Microsoft Dynamics 365 has become extremely popular with organizations that need a greater degree of flexibility in their ERP system. Microsoft has also heavily invested in AI & ML capabilities to improve automation and efficiencies.

## MODULES AND FUNCTIONALITY OFFERED BY MICROSOFT DYNAMICS



BUSINESS CENTRAL



PROJECT AUTOMATION



CUSTOMER SERVICE



SUPPLY CHAIN  
MANAGEMENT



MARKETING



FINANCE AND  
OPERATIONS

### PROS

- Is integrated with the Microsoft products you and your teams already love.
- The Low-code platform is easy to use and configure to your exact needs.
- Develop your own apps on the platform or integrate the third-party apps you already use.
- The cloud ecosystem allows users to connect to company systems from any device over the internet.
- Since it's built on the Azure platform, Microsoft Dynamics 365 leverages the highest security standards and is fully compliant with GDPR and other data privacy legislation.

### CONS

- It takes some training to get up to speed on all functions. Most user complaints state that the interface is not very user-friendly out of the gate.
- Data storage limits are very low, and you'll likely need to purchase more, which adds to your total cost of ownership (TCO).
- The mobile app has some problems and does not offer all features. Some users report having difficulty connecting to certain apps and tools while using the mobile app.

### FAQ'S

**What's are the differences between Sales Premium and Sales Insights?**

Sales Premium refers to the license and Sales Insights refers to the capabilities. The Sales Premium license includes both Sales Enterprise and Sales Insights capabilities. The basic Sales Insights capabilities are also available with the Sales Enterprise license.



Oracle ERP Cloud is a popular ERP solution amongst companies, particularly in process industries. ERP Cloud offers integrated functionality across large enterprises including supply chain, production, HCM, financials and more.

## MODULES AND FUNCTIONALITY OFFERED BY ORACLE CLOUD



SUPPLY CHAIN  
MANAGEMENT



CUSTOMER  
RELATIONSHIP  
MANAGEMENT



PROJECT  
MANAGEMENT &  
ACCOUNTING



FINANCIAL  
MANAGEMENT



SUPPLIER  
RELATIONSHIP  
MANAGEMENT



HUMAN RESOURCES

### PROS

- Its reporting capabilities are now enhanced and need very less efforts and skills to develop which empowers the user with analytics they want.
- Oracle Cloud ERP has real strength in balancing control and flexibility through its modular yet integrated business functions approach
- Cloud based enterprise allows ease of management through one single platform.

### CONS

- Documentation and support could be improved. Some features aren't mentioned in Oracle's online available guides. Users only come to know after using or exploring it.
- Navigation can be difficult while using Oracle ERP Cloud, as it can be hard to navigate things on through the design of their dashboard.
- Core production processes could be improved.

## FAQ'S

[How does Oracle Cloud ERP work?](#)

Oracle ERP Cloud is a cloud based end-to-end Software as a service (SaaS) suite that manages enterprise functions including accounting, financial management, project management, and procurement. The product runs on Oracle technology stack in Oracle's cloud centers. It is accessible through both public and private cloud implementation and supports hybrid deployment.



Sage Intacct, also known as Intacct is an enterprise resource planning software from British software house Sage. It is a multi tenant Cloud or software-as-a-service ERP tool

## SAGE INTACCT HISTORY

Intacct was incorporated in 1999, San Jose, California. The Cloud enterprise resource planning (ERP) solution was one the first ERP platforms built from scratch to be delivered online. Hence the name Intacct (Int) representing internet and (acct) representing accounting. Clever, right? Although growth was organic in the early days, several investors quickly swooped in over the years, allowing Intacct to grow rapidly. Since then, Intacct has gathered over 14,000 customers.

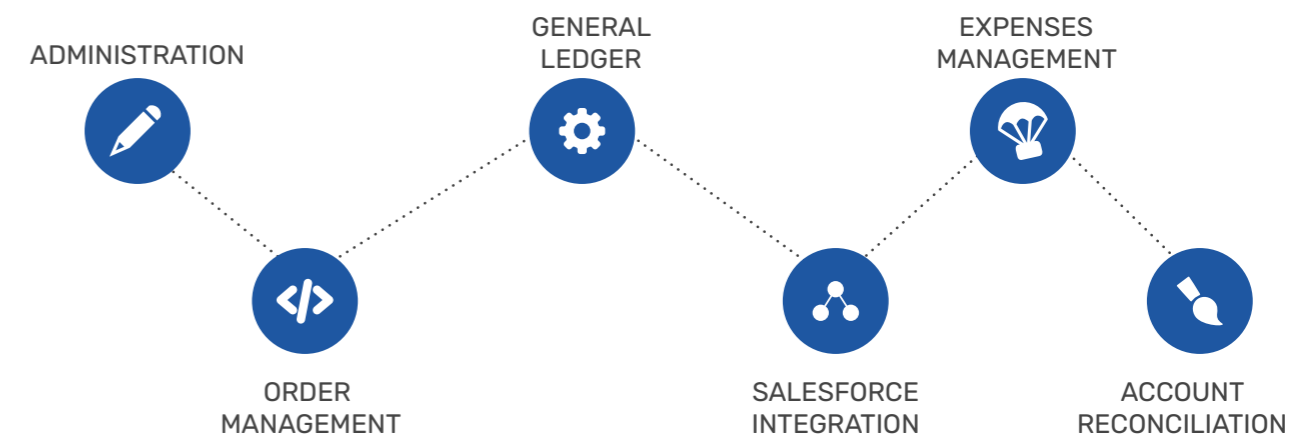
### PROS

- Wide and deep functionality for financial management and people centric businesses.
- True Software-as-a-service (SaaS) Cloud ERP offering.
- Strong integration with Salesforce for best of breed finance & sales, service and marketing automation.

### CONS

- Strong customer focus has meant very high customer satisfaction for Sage Intacct clients.
- Not well suited to product centric or supply chain heavy industries such as manufacturing or distribution.

## SAGE X3 THIRD PARTY EXTENSIONS



## FAQ'S

[How much does Sage Intacct cost?](#)

The cost of implementing Sage Intacct will vary from project to project. As with any ERP solution, Intacct has its own set licensing, implementation and support costs. So [Intacct costings](#) are tailored to suit the requirements of their customers.



SAP S/4 HANA is a next-generation business suite that simplifies core business processes and enables you to operate more efficiently.

### HISTORY OF SAP S/4 HANA

SAP S/4 HANA was first launched in 2015 as an On-Premise ERP solution. The ERP solution is the next generation, flagship ERP solution from SAP, succeeding predecessors R/3 & ECC6. Since 2015, several other flavours of S/4 HANA have been launched, including public and private Cloud offerings.

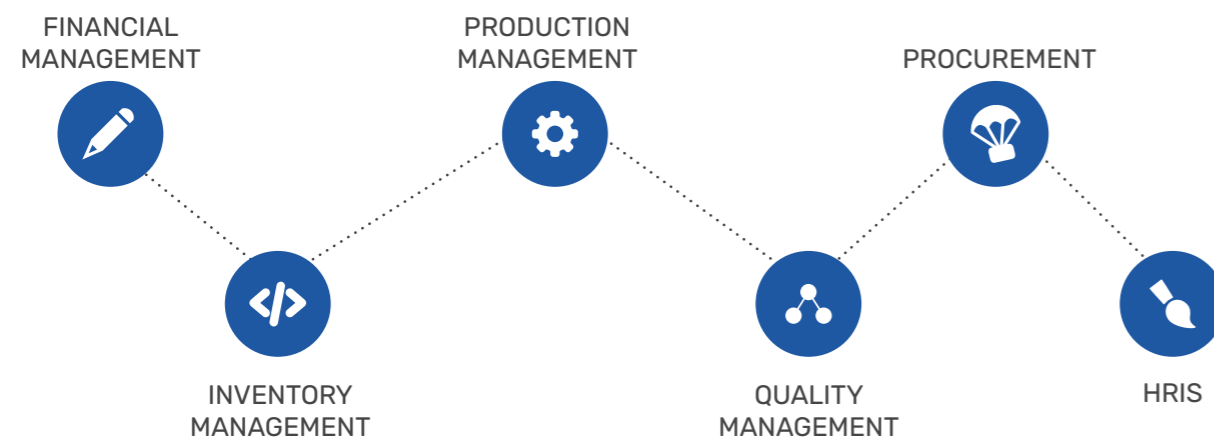
### PROS

- Tier 1 ERP solution which can handle almost any business scenario and eventuality.
- Large ecosystem of wider SAP products which can expand functionality.
- High availability of consultancy resources within the market.
- Huge localisation coverage.

### CONS

- Support costs and agility can be hampered by the scale of the system.
- Implementations can be complex and expensive if not controlled correctly.
- Wider functionality such as CRM, HR is loosely integrated with the core ERP platform.

### MODULES AND FUNCTIONALITY OFFERED BY SAP S/4 HANA



### FAQ'S

**Is SAP S/4 HANA only suitable for large organisations?**

SAP Business ByDesign was purpose built to meet the specific needs of small businesses (SMB) and small to medium enterprises (SME) organisations. The SAP Business ByDesign customer base ranges from organisations with as little as 20 employees up to several thousands.

**Can I deploy SAP S/4 HANA as a Cloud ERP Solution?**

Yes SAP S/4 HANA can be used On-Premise or offers a variety of Cloud options ranging from SaaS to private cloud.





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<https://www.erpresearch.com/en-us/free-erp-advice>

