

Webinar

ERP Comparison Master Class

This webinar guides businesses in choosing the right ERP solution, comparing RFP vs. non-RFP approaches, and highlighting key factors like scalability and industry support for informed decision-making.

Introduction to ERP Evaluation

When evaluating and selecting an ERP solution, it's essential to plan the process carefully. An RFP (Request for Proposal) might be necessary for organizations with limited knowledge of the ERP market. For more mature organizations, a non-RFP approach may be suitable, focusing on shortlisting vendors and aligning with business needs.

Criteria	RFP	Non-RFP
Goal is to level the playing field		
Focus on specific and rigid requirements		
Formalize scripted demos and checklist process		
Quickest path to shortlist		
Promotes vendor-buyer relationship		
Flexibility and simplification of evaluation		

RFP vs Non-RFP Process

RFP Process

Suitable for organizations with less experience in ERP selection. It establishes formal requirements and ensures a structured approach but may be time-consuming and overwhelming.

Non-RFP Process

Best for organizations familiar with the ERP market. This process is faster, more flexible, and focuses on key areas like the cultural fit of the implementation team and the vendor's expertise.

ERP Areas of Differentiation

When choosing an ERP, focus on these four key areas:

Core CRM

- Sales Force Automation
- Marketing Automation
- Customer Services
- Platform Agnostic (Mobile)

Reporting and Analytics

- Real Time Forecasting
- Cross Business Reporting
- Single Source of Truth
- Multiple Data Sources

Industry Support

- B2B Vs. B2C
- Services and Project-based
- Manufacturing
- Wholesale Distribution
- Retail and eCommerce
- Technology

Scalability

- Multi-Location
- Multi-Language
- Multi-Currency
- High Volume Transactions
- Business Size

ERP Market Tiers

ERP systems are categorized into three tiers:

Tier 1

For large enterprises (1,000+ employees, \$1B+ in revenue), offering high customization and scalability.

Tier 2

For mid-sized companies (100+ employees), offering flexibility and industry-specific solutions, such as NetSuite.

Tier 3

For smaller organizations with simpler needs, often limited to accounting functionalities.

Steps to Evaluate and Select an ERP

Step 1: Define Your Shortlist

- Keep your shortlist small (around three vendors).
- Ensure vendors align with your industry and business requirements.

Step 2: Focus on Differentiation

- Review how each vendor performs in areas like scalability, reporting, and core financials.
- Develop a manageable requirements list to avoid analysis paralysis.

Step 3: Evaluate Support and Delivery

- The success of your ERP implementation depends on the delivery and support team.
- Speak with experienced implementation partners who can provide insights into the solution's post-implementation support and integration capabilities.

Conclusion

Whether your organization opts for an RFP or non-RFP process, a thorough understanding of vendor differentiation, industry alignment, and project support is critical to the success of your ERP implementation.

Capabilities	Accounting Software	Tier 2 ERP Oracle NetSuite	Tier 1 ERP
Financial Management			
Financials & Accounting	✔	✔	✔
Costing and Billing	✔	✔	✔
Financial Consolidation	✘	✔	✔
Revenue Management	✘	✔	✔
Cash Management	✘	✔	✔
Asset Management	✘	✔	✔
Multi-Currency, Multi-Entity & Multi-Book	⚠	✔	✔
Financial Planning and Budgeting	⚠	✔	✔
Sales and Marketing		✔	✔
Sales Force Automation	✘	✔	✔
Marketing Automation	✘	✔	✔
Customer Service	✘	✔	✔
Human Capital Management		✔	✔
Payroll	✔	✔	✔
Human Ressources Management	✘	✔	✔
Employee Center	✘	✔	✔
Legend Supported ✔ Limited ⚠ Not Supported ✘			

Capabilities	Accounting Software	Tier 2 ERP Oracle NetSuite	Tier 1 ERP
Supply Management			
Order and Inventory Management			
Procurement			
Production Management			
Warehouse & Fulfillment			
Demand Planning			
Work Orders & Assemblies			
Shop Floor Control & BOM Maintenance			
Ecommerce and Retail			
Point of Sale			
E-commerce			
Order & Inventory Mgt			
Product Content Mgt			
E-commerce Marketing Automation			
Professional Services Automation (PSA)			
Product Management			
Ressource Management			
Timesheet & Expense Management			
Expense Management			

Capabilities	Accounting Software	Tier 2 ERP Oracle NetSuite	Tier 1 ERP
Business Size			
Enterprise (1000+ Employees)			
Medium (1000+ Employees)			
Small Business (1000+ Employees)			
Scalability			
Globalizatoin - Localization			
Multi-Language			
Implementation			
Enterprise (6+ Months)			
Medium Size (3-6 Months)			
Small Business (0-3 Months)			

Why Choose GURUS for Your ERP Data Migration Project?

GURUS is a leading provider of ERP data migration services, with a team of experienced professionals who have successfully completed numerous NetSuite migrations. We understand the challenges and complexities involved in data migration and are committed to delivering seamless and efficient migration processes.

By choosing GURUS, you can expect:

Encrypt the data during transit and at rest to prevent unauthorized access.

Expertise and Experience

Our team has extensive experience in NetSuite data migration, ensuring that your project is handled by knowledgeable and skilled professionals.

Customized Solutions

We tailor our migration approach to meet your specific business requirements, ensuring a smooth transition to NetSuite ERP.

Data Security

We prioritize data security throughout the migration process, implementing robust measures to protect your sensitive information.

Comprehensive Support

Our team provides ongoing support throughout the migration process, ensuring that any issues or challenges are promptly addressed.

With GURUS as your partner, you can confidently navigate the complexities of ERP data migration and unlock the full potential of your business operations.