

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	V	*
Focus on specific and rigid requirements	V	*
Formalize scripted demos and checklist process	V	*
Quickest path to shortlist	*	A
Promotes vendor-buyer relationship	*	W)
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

Scalibility

- 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.

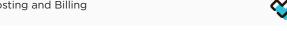
Conclusion

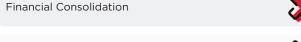
Whether your organization opts for an RFP or non-RFP process, a thorough understanding of vendor differentiation, industry alignment, and project support is critical to the success of your ERP implementation.

Financial Management



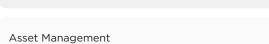








Cash Management











Sales Force Automation



Customer Service



Human Ressources Management

Employee Center

Payroll











































































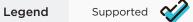














Expense Management

Tier 2 ERP Oracle NetSuite Capabilities **Accounting Software** 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.

Data Security

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

Customized Solutions

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

Comprehensive Support

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

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