

SOFTWARE
SUGGEST



ERP RESEARCH REPORT

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ERP: 2019 & BEYOND

ERP or Enterprise Resource Planning solutions as we know them today, have come a long way from their earliest incarnations as inventory tools in the 1960s. Today users of ERP systems include small and medium businesses in addition to enterprises, across a spectrum of industries that is no longer limited to manufacturing or supply chain.

Earlier this year, SoftwareSuggest surveyed a total of 740 businesses, with various types such as enterprises, SMBs, and entrepreneurs appropriately represented in the respondent base.



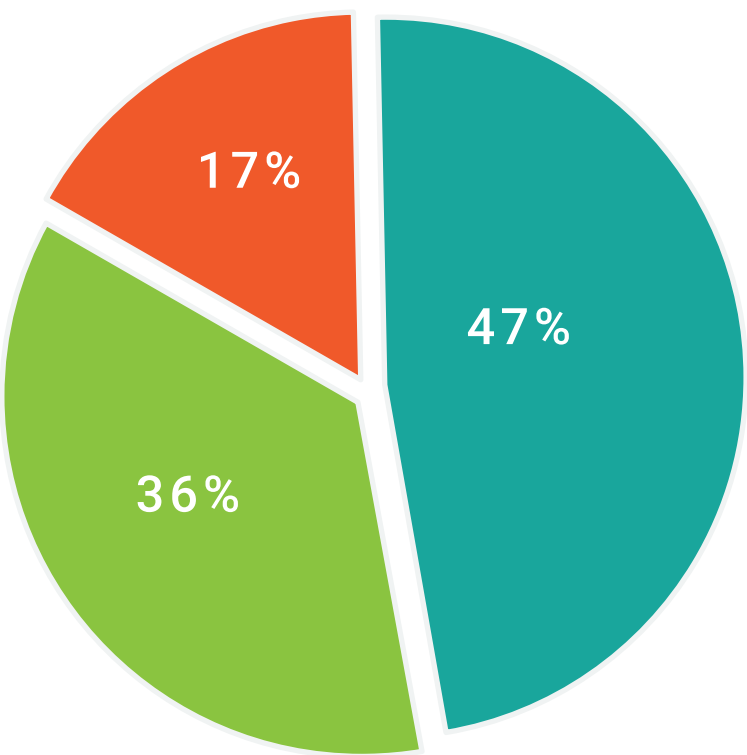
There was an increased participation of organizations from industries like retail, finance, IT, and education.

Although their end goals differ, companies of all sizes are looking at ERP implementation as a way to connect stakeholders across departments and engender optimum resource allocation.

At the end of the day, that's a goal which is universal across organizations.

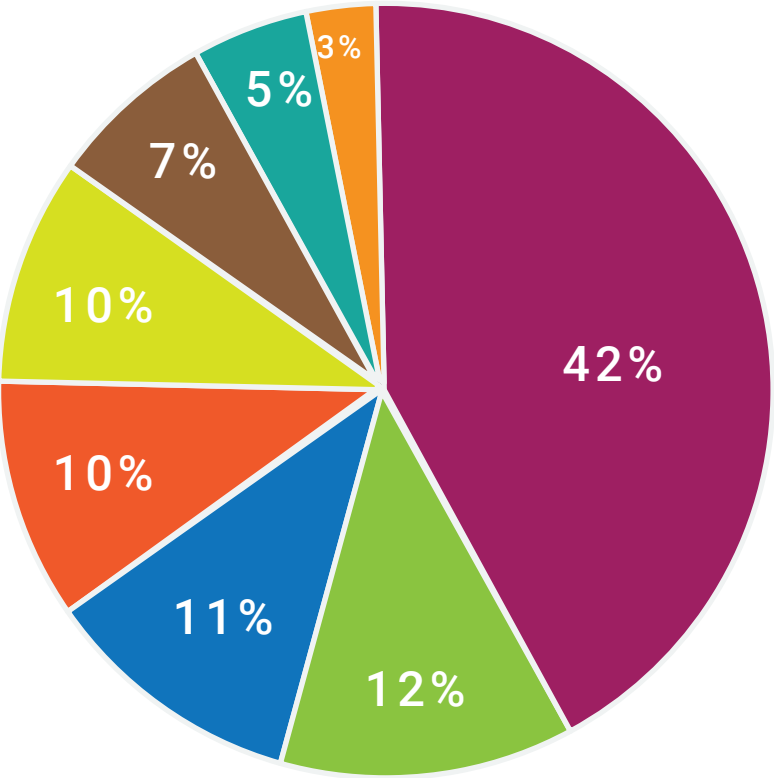
BUSINESSES BY SIZE

- Large Enterprises
- SMBs
- Entrepreneur/
Startup



BUSINESSES BY INDUSTRY

- Manufacturing
- Retail
- Finance
- Insurance and Real Estate
- IT
- Professional Services
- Healthcare and Education
- Other



WHY ERP?

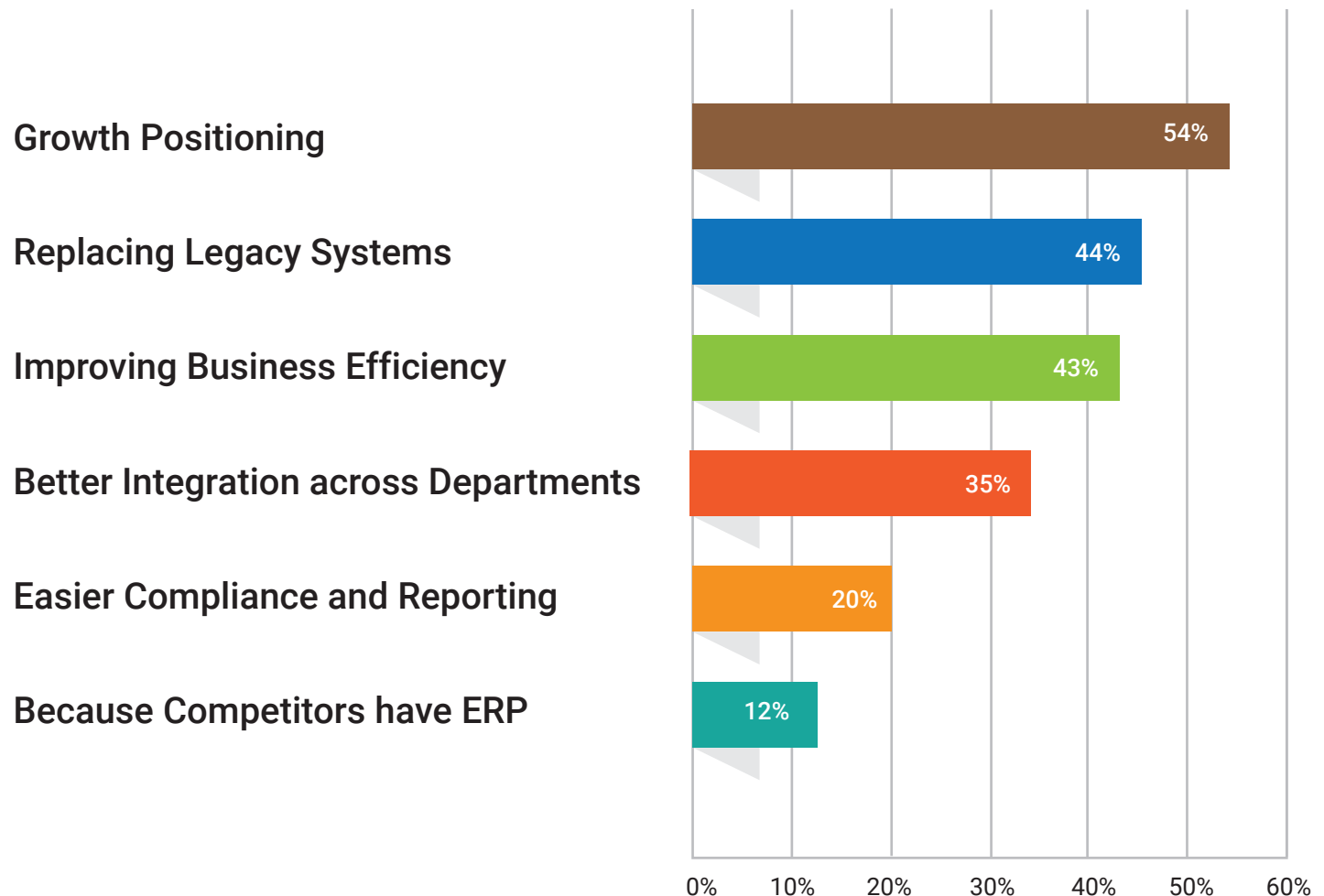
Different firms of different sizes have varying reasons for taking the pain to implement an ERP software.

Reasons range from wanting to offer better customer service to growth positioning. A good portion of the respondents also want to implement a new ERP in order to replace old legacy ERP variants that they've used for a long time.

Reasons also vary with the size of the organization. While a majority of the bigger firms implement ERP for greater connectivity across various departments and locations, quite a few of the smaller businesses implement ERP systems just because their competitors have done the same.

Regardless, ERP systems have seen greater implementation across businesses of different sizes, primarily due to their ability to integrate cross-functional areas in the value chain.

REASON FOR ERP IMPLEMENTATION



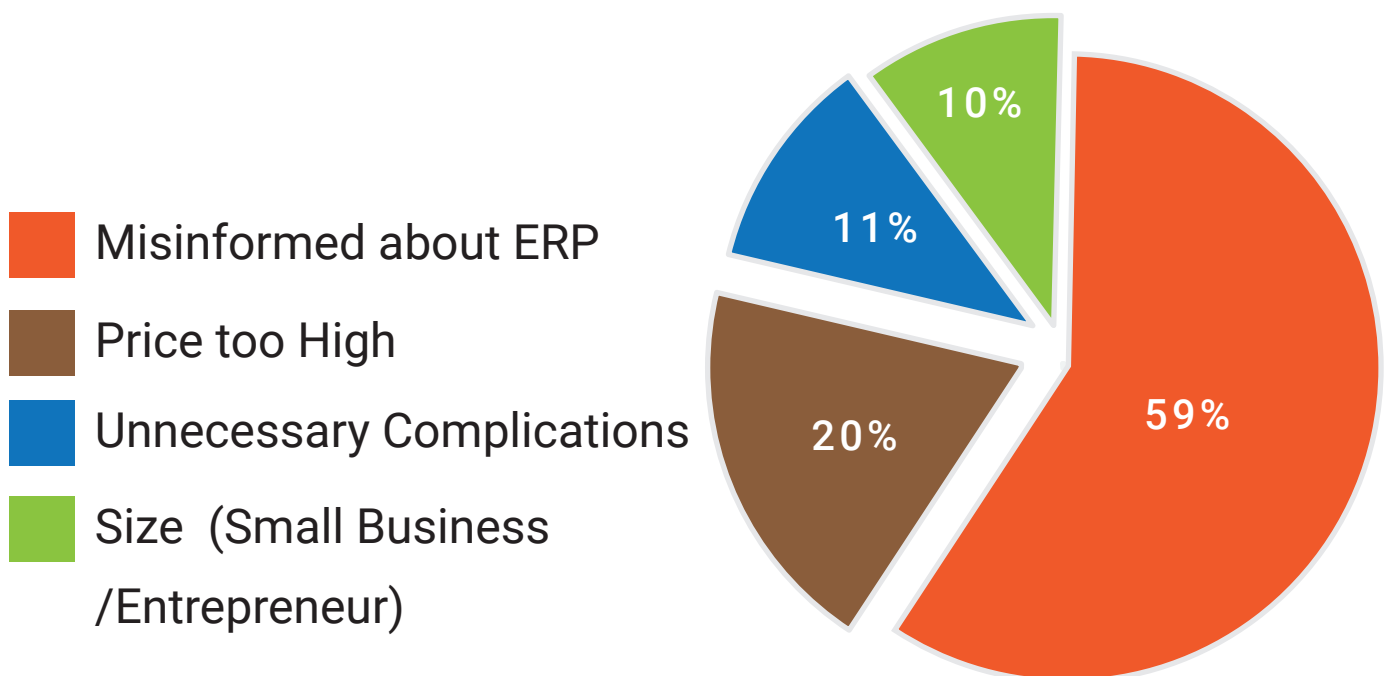
WHY THE HESITATION?

Just as the reasons for ERP implementation vary across the board, the reasons for businesses, especially small businesses, hesitating to opt for an ERP solution also differ.

By and large, we found that many businesses are ill-informed about what an ERP can do for their business. There's a big misconception that it is just another bulky addition to an already bulky suite of disparate systems. Many respondents also stated intimidating prices as being a major barrier in making that final call. Small businesses and entrepreneurs in particular are hesitant to adopt ERP systems because they don't know any better and mistakenly believe that exorbitantly priced ERP solutions are the only options.

Additionally, businesses fear the scope of change that will accompany such an extensive, company-wide technological upheaval. But, as we will see, there is little truth to such myths.

HESITATION FOR ERP IMPLEMENTATION



DISPELLING THE MYTHS



ERP implementation may seem like a tedious process, but such a perception can keep businesses from learning more and elevating their operational efficiency with an ERP software.

Here are some common ERP myths, dispelled:

#1 ERP Cost is Way too High!

Good quality ERP software is available for much lower than you might have thought. This has been made possible to the rise of the SaaS model, and with more ERP providers encouraging the pay-as-you-use model

#2 ERP is only suitable for Large Corporations

The previous point makes it clear that ERP providers are making an effort to cater to businesses of all sizes. In fact, even huge companies like SAP and Oracle now have ERP solutions tailor-made for small businesses!

#3 ERP Implementation Takes Up an Exorbitant Amount of Time

The truth is that the time taken for ERP implementation varies in accordance with the size and type of business. With a SaaS cloud platform implementation, maintenance and updates have come to require minimal downtime.

Moving ahead, let's look at some of the latest ERP trends which could help you pinpoint exactly what you should look for in an ERP solution for your business.

DEPLOYMENT MODES

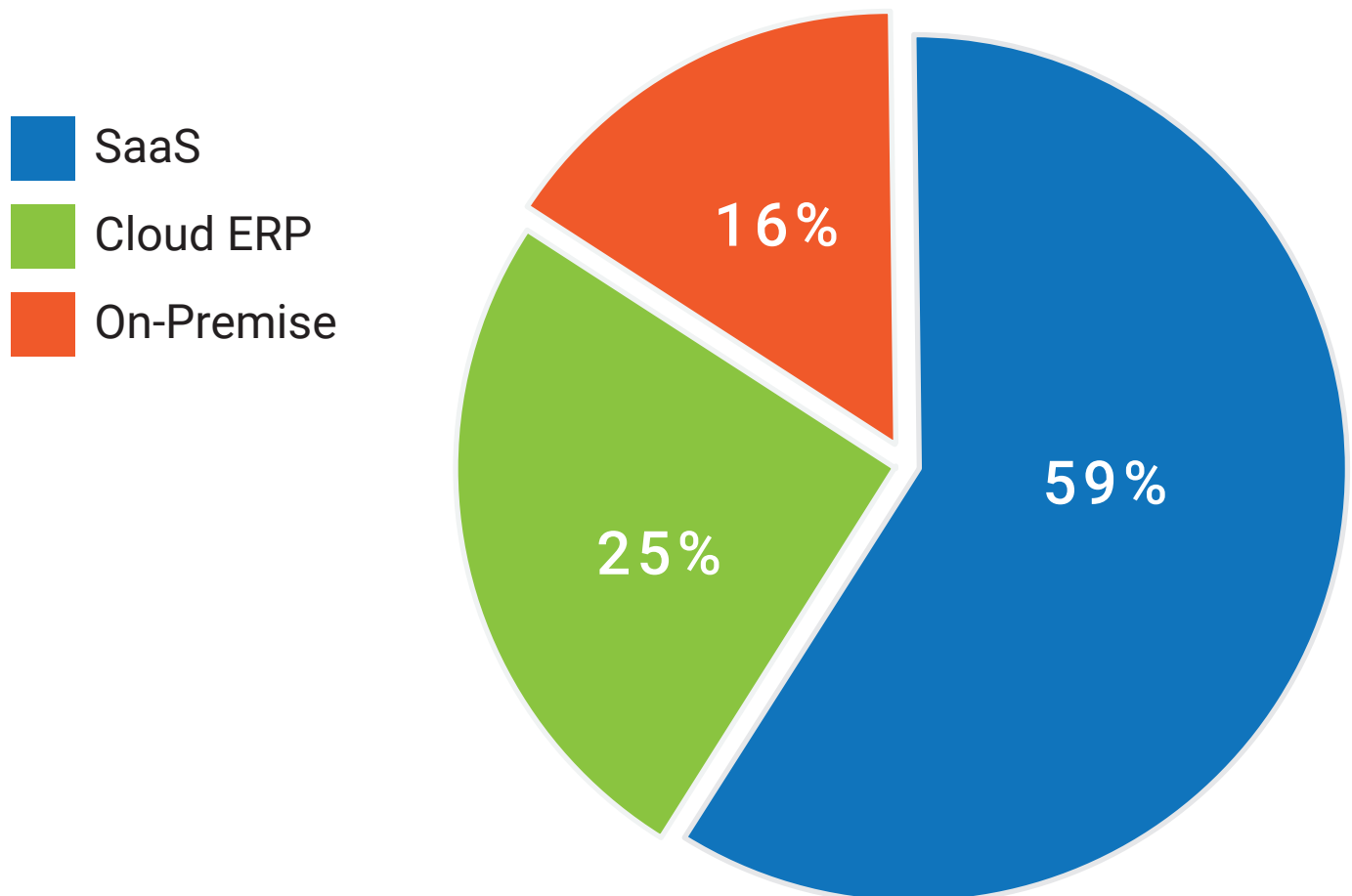
SaaS ERP software have received a huge push when it comes to preferred deployment modes, with 59% respondents opting for it

Many businesses are gravitating towards SaaS models due to the lower cost and the customization options. There is a major uptick in the number of organizations opting for cloud-based ERP.

The cloud model allows access to various stakeholders via any devices, from wherever they might be. A majority of the businesses going for cloud solutions are SMBs, as it fits their needs more than an extensive, on-premise ERP suite could.

Larger organizations still have some hesitation with opting for such solutions and with being early adopters of this relatively new ERP deployment mode.

There are still many IT heads and CIOs who want to control every aspect, including ERP, from within the organization due to privacy and security concerns.



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68%

of businesses would like an ERP solution that is equipped with superior Analytics capabilities

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“

80%

companies are confident that AI, IoT, and Machine Learning are going to be instrumental in making ERP systems more effective and competitive

”

“

40%

of organizations surveyed are looking for significant levels of customization in their ERP solutions (25-50% of code modified)

”

“

3%

of the companies surveyed want a fully customized solution for ERP, with 100% of the code modified

”

“

35%

organizations have used their present ERP solution for 2+ years and want minor customization only (1-25% of code modified)

”

“

22%

is the fraction of companies surveyed who are not looking for any customization in their ERP software; a majority of these are first-time ERP users.

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WE ARE THE SOFTWARE EXPERTS!

AND THESE ARE THE MOST SOUGHT AFTER ERP SOLUTIONS ON SOFTWARESUGGEST



Released in 2010 by Oracle, the Oracle ERP Cloud is designed to get the best out of each facet of your business. It automates manual tasks so that leaders can focus on strategic initiatives. It helps businesses forge the way ahead by delivering predictive insights from real-time data, allowing for better decision-making and enhanced operational efficiency.

Oracle was named the 2018 ERP Cloud Leader by Gartner.



TCS is committed to making its users worldwide future-ready. Its Enterprise 4.0 cloud solutions are hosted ERP solutions that cater to core processes like accounting and finance, procurement, supply chain, and sales. TCS offers quick deployment, and its deep ERP expertise allows for overall business agility and efficiency.



SAP provides intelligent on-premise + cloud ERP solutions for businesses of all sizes. Finance, supply chain, CRM - whatever your business needs, SAP delivers a streamlined solution that is easily implemented and immensely customizable. The cloud ERP even has a conversational UX with complete digital assistance.



CAMS-Exact is an ERP solution with a focus on SMEs (Small and Medium Enterprises). The software is multi-module, and also has auto SMS and auto mailer features. Moreover, it is fully GST compliant, so you never have to worry about tax compliance while using this solution.



Sage offers simple and flexible ERP solutions to small, mid-sized, and large enterprises. It connects various functional areas seamlessly, providing insights about which areas can be improved, and how to go about the same. Sage ERP is scalable and provides businesses with on-site support and unmatched expertise.



CaniasERP is another flexible ERP solution. It is platform-independent and is an open source offering. It makes processes transparent and efficient for enterprises of all sizes, in a simple and scalable manner. You can choose from a range of databases and operating systems to implement Canias. Its TROIA base maximizes flexibility, allowing users to make quick adjustments in their system whenever required.



Focus provides custom ERP solutions based on the client's industry, be it manufacturing or service. Based on its business analysis of the client, it will provide a unique streamlined ERP solution tailor made for the client. Its intuitive interface, custom dashboards and automated updates ensure that minimum training is required. It automates complex processes specific to your industry to deliver transparency and mobility to your organization.



SAP's SME offering, Unecops Business One caters to small and medium-sized businesses specifically. Unecops offers efficient customer and lead management, in addition to payroll management, payment and invoicing automation, and complete accounting and financial management, all at a budget.



Zeta simplifies processes for all departments. In addition to regular modules such as accounts and sales, it also provides field force management, time tracking, inventory management and quality control. Strong CRM, finance and operational modules allow Zeta users to accelerate and expand their business at an astounding rate.



Pact has offerings for all types of organizations. Its ERP solution is especially suited to SMEs. It has a responsive UI and incredible scalability + security. Whether it's procurement, asset management, sales management or CRM, Pact speeds up your internal processes to deliver the fastest turnaround times. Streamline your business functions to empower your key decision makers with Pact ERP.

**We know what the right ERP solution for your business is!
Just fill this form and we'll get back to you**

Fill This Form!

Please Note: If this button is not clickable then simply copy the following link and paste it in your browser.

<https://docs.google.com/forms/d/e/1FAIpQLSex4uHLJUS01W4F510UwNmJOpywTTYrSiDeBOySuWctwwBFvQ/viewform>