

# The New ERP Workstyle

## Cloud ERP: An Adaptable & Flexible Option For Medium-Sized Businesses

### THE MARKET SHIFT TOWARDS SAAS

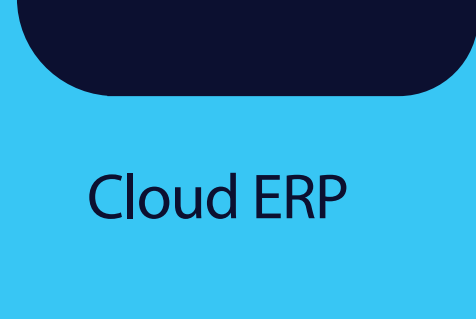
Medium-sized businesses have become open to exploring business application deployment models other than on-premises software, in particular software-as-a-service applications.



On-Premises ERP



Market Force



Cloud ERP

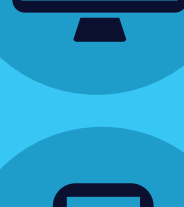


SaaS Adoption

### EVERYTHING ELSE IN YOUR BUSINESS RUNS IN THE CLOUD

SaaS application adoption is outstripping that of on-premises alternatives in some categories of business software, such as customer relationship management (CRM) and elements of human capital management (HCM), notably talent management.

#### Accessible



Open up and improve knowledge-sharing and decision-making with Cloud ERP.

#### Mobile



Cloud ERP connects with any device that has an internet connection and web browser.

#### Flexible



Provide flexibility in data location and switching between deployment options with Cloud ERP.

#### Customizable



Take advantage of Cloud ERP's customizable reporting and workflow.

#### Low Cost



Lower overall IT costs and free up IT resources to work on more important tasks by setting your business up with Cloud ERP.

EXPECT CLOUD ERP TO BE

### MEDIUM-SIZED BUSINESSES WANT CLOUD ERP TO:\*

52%

Lower their overall costs

41%

Open up and improve business access

33%

Be accessible from any browser

23%

Be accessible from any device

### BENEFITS OF CLOUD ERP

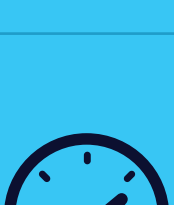
#### Improve my business intelligence reporting

The No. 1 requirement that medium-sized businesses would like the software to address is to improve their reporting and business intelligence (BI) capability from within the ERP application. Firms want to be able to easily customize reports, and BI is not the only area where companies are keen to be able to tailor cloud ERP and benefit from its flexibility.



No Vendor lock-in

Lower Total Cost and Flat-fee pricing



Bank-Level Security and Privacy

Integrates with other applications



High Application Performance

Free up IT Resources



### TRADITIONAL

VS.

### CLOUD ERP



Per User Licensing



Unlimited User Licensing



Slow Installation and Deployment



Fast Setup and Install



New Features Require Installation



Continuous Addition of New Capabilities



Higher IT Costs



Lower IT Costs



Not Mobile



Mobile

### CONCERNS WITH CLOUD ERP

One misconception that medium-sized businesses have is that cloud ERP necessarily charges on a per-user basis. There are alternatives to this pricing model, such as paying a flat fee for unlimited users, which can have a large positive return on investment (ROI).

Will I be able to run custom reports?

Can I integrate with other applications?

Will I be able to move my data in and out?

Is it secure?

Yes.

### WHAT SHOULD BUSINESSES LOOK FOR IN CLOUD ERP?\*

Support for strong customizable reporting and business intelligence

31%

The ability to support strong workflow

13%

The ability to use HTML5 that provides a rich user experience

15%

The ability to access a strong ERP application ecosystem

8%

The ability to support role-based security

15%

The ability to run websites within cloud ERP software for e-commerce

8%

The ability to support document management

4%

The ability to use cloud ERP vendor's deployment platform

6%

Cloud ERP is designed to address many specific issues medium-sized businesses are endeavoring to deal with as they struggle to use software that is either insufficient or too overwhelming for their current and future business needs. Medium-sized firms also have the ability to choose from deployment and pricing models and scale up (or scale back) their cloud ERP usage as their businesses respond to internal and external change.

↓ The bottom line

CLOUD ERP IS A FLEXIBLE, USABLE, AND COST-EFFECTIVE OPTION FOR MEDIUM-SIZED BUSINESSES

\*Based on a commissioned study conducted by Forrester Consulting on behalf of Acumatica