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ANDY COUSSINS,
SVP Head of International at EPICOR

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EDITOR'S NOTE

Each new year offers excitement and hope. What the new year brings to you will depend a great deal on what you bring to the new year. The year 2022 marks a new era for innovation.

If you have begun taking steps toward digital innovation in 2021 then you will have to pace up in 2022. And as always the new year means new customer expectations and business goals. The common goal of all software vendors is to meet these expectations.

In this issue, our focus is the top ERP trends to look out for in 2022. In our cover story, Andy Coussins, SVP & Head of International at Epicor, evaluated the past year and talked about Epicor's strategy of growth in 2022. We have also conducted interviews with C-suite leaders of the industry to find out what awaits us in the coming year. You will also find the latest news of the ERP industry and special articles from the thought leaders in this issue.

Wondering what the year 2022 will bring to us all? Check out the following pages!

We wish all of you happiness, health, and success in 2022!

See you in our next issue!

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ORACLE

ORACLE LEARNING INTEGRATES LINKEDIN LEARNING FOR SKILLS DEVELOPMENT

We are currently at an interesting turning point in the lifecycle of careers. A couple of generations ago, American workers would spend their entire professional lives moving up the ranks of a single company. They would start in entry level roles and—through recognition and seniority—get promotions until they receive their gold watch for 50 years of service. Now, the median number of years for someone to stay with a company is just over 4 and employees are quitting jobs at record rates. This trend will only intensify as the needs of today's workforce continue to evolve. We're already seeing drastic changes in movements like "The Great Resignation" with as many as 1 in 4 people looking to change jobs or careers as workplaces reopen.

Now more than ever, HR departments need to focus on keeping employees engaged, developing top talent, and helping their workforce to drive their careers forward. Otherwise, they risk losing workers to companies offering more personalized opportunities.

The key to this strategy is skills development and learning. Companies need to help workers adapt their skills to meet evolving business goals, and employees want to work for companies that give them opportunities to grow their careers. Employee learning programs can help organizations meet both demands. But many corporate learning systems are disconnected from core HR data, creating more work for organizations to keep their systems up-to-date and making it nearly impossible for employees to find the right learning opportunities to advance their careers.

That is why I'm so excited to share that Oracle Fusion Cloud Human Capital Management (HCM) is extending our collaboration with LinkedIn to bring the library of LinkedIn Learning content—including over 17,000 expertly-produced courses across 7 languages—to our shared customers using Oracle Learning, our learning management solution.

With this integration, joint Oracle and LinkedIn Learning customers are able to access their existing LinkedIn Learning subscription through Oracle Learning. This creates a single, up-to-date catalog of courses for employees to browse and review recommended trainings that align with personal development goals. Over the last year, early customers of this integration have already completed more than 80,000 courses.

LinkedIn Learning offers high-quality, professionally produced content that is fresh and relevant for all types of learners. Oracle Learning is a skills-driven learning platform built into Oracle Cloud HCM, providing learners with a single place to access internal and external learning content to develop skills that will advance their career and align with corporate goals.

With the LinkedIn Learning integration, Oracle Learning empowers employees to develop their careers in more meaningful ways and helps HR leaders build a team of engaged and happy workers. When an employee's career path changes, the integration helps workers meet new skills goals by pushing relevant LinkedIn Learning course recommendations and automatically adding the new skills to their profiles after they complete a course. Organizations can also take advantage of Oracle's advanced suite of skills tracking and development capabilities, such as those released earlier this year in Oracle Dynamic Skills.

This integration builds on our existing collaboration with LinkedIn Talent Solutions to help recruiters find and connect with top candidates through Recruiter System Connect, and help workers improve career mobility with LinkedIn Profile Import. We're excited to continue this incredible collaboration while helping organizations navigate the ever-evolving future of work.

To learn more about how Oracle and LinkedIn work together to deliver powerful HCM capabilities, visit: https://www.oracle.com/human-capital-management/hcm-and-linkedin/

About Oracle

Oracle offers suites of integrated applications plus secure, autonomous infrastructure in the Oracle Cloud. For more information about Oracle (NYSE: ORCL), please visit us at www.oracle.com.

SAP NAMED A LEADER IN LEARNING AND EXPERIENCE PLATFORMS BY INDEPENDENT RESEARCH FIRM

SAP SE (NYSE: SAP) announced that it has been positioned as a Leader in "The Forrester Wave™: Learning Management Systems and Experience Platforms, Q4 2021" report.

Forrester Research Inc. researched, analyzed and scored 10 vendors across 28 criteria and ranked SAP a Leader based on its current offering, strategy and market presence. SAP was noted as ranking highest in the market presence and strategy categories.

According to the report: "[SAP] SuccessFactors is a powerhouse from a resources perspective. In-house research capabilities drive its vision and strategy, and it brings a balanced focus to offering in-suite capabilities and integration beyond [human capital management] into business at all levels.... SAP SuccessFactors has a rich set of capabilities to support learners, administrators, and facilitators. [It] is a strong fit for enterprise buyers looking for a solution that connects learning to business outcomes, provides robust integration, and has a strategy grounded in learning science."

"Learning is a critical differentiator for businesses as they transform for the future," said SAP SuccessFactors President Jill Popelka. "It's no longer limited to compliance training. Today, our customers are using SAP SuccessFactors learning solutions to help their employees build new skills and capabilities, adjust to changing regulations and demands, and discover new career paths. By helping people learn in a way that is consumable and aligned to their interests, organizations can help them develop a career that is personally fulfilling while also benefitting the business."

SAP has continued to build on how it supports organizations with learning. In October, SAP announced the new SAP SuccessFactors Opportunity Marketplace solution, which connects workers with individualized recommendations to promote their growth and development, including learning activities as well as mentors and short-term assignments. It is generally available on November 19.

Learn more about SAP's leadership in learning and download a complimentary report.

About SAP

SAP stands for Systems, Applications, and Products in Data Processing (Anwendungen und Produkte in der Datenverarbeitung in German). SAP was founded in 1972 in Walldorf, Germany and now has offices around the world. SAP innovations help more than 400,000 customers worldwide work together more efficiently and use business insight more effectively. Explore our leadership, history, sustainability, diversity, FAQs, and more.

WHAT ARE THE MAJOR BENEFITS OF AUTOMATING YOUR FINANCE FUNCTION IN 2022?

Article By ***Chenthil Eswaran*** ,
Practice Head of Enterprise Business Applications,
Aspire Systems

Today, Artificial Intelligence (AI) and Robotic Process Automation (RPA) have become the CFO's best allies because they are the pillars of finance transformation. However, before digging deeper, let's address the fact there's no denying that AI/RPA is yet to reach its potential in this function. After all, even in large enterprises, finance teams continue to spend too much time carrying out low-level tasks like reconciliation that have little to no strategic value. CFOs also seem to face a similar issue these days. They devote a lot of effort and time to proverbially close the books on a timely basis and enable smooth cash flow management. But in the process, they are unable to:

• Stay abreast of emerging regulatory standards and policies to proactively be compliant

• Empower their teams to move away from cumbersome spreadsheet-intensive workflows

• Find the bandwidth to adopt best practices to improve financial planning and forecasting

When powered by AI and RPA, CFOs and their teams can eliminate the inaccuracies and redundancies that are inherent to manual-driven tasks while ensuring convenience, collaboration, and speed. Hence, they can frictionlessly execute and monitor finance processes like accounts payable, reconciliation, tax accounting, invoicing, budgeting, etc. AI/RPA also plays a key role in fraud detection by detecting duplicate or inaccurate information that could lead to costly errors such as improper claim submissions or missed renewal deadlines.

Once the CFO is unshackled by the burden of dealing with daily operational challenges or mundane processes, they can act as a true strategic advisor to the overall enterprise – not just the finance function.

Replacing postmortem data with proactive insights

Now, if AI and RPA can provide the digital firepower to trigger enterprise-wide efficiency, productivity, and growth, why are so many finance teams yet to capitalize on these technologies the right way?

Well, in simple terms, it's largely due to their inability to use data to fix problems before they happen. This can be traced to the two types of mindsets that dictate how data analytics can be leveraged in the finance world.

• One's the postmortem approach, in which ERP systems collect a lot of valuable data points, but since all the information resides in silos – the CFO doesn't get to view them when it matters the most. Instead, data-rich reports get passed around without anyone owning up the process of extracting and sharing business insights at the right time. Such missteps could even lead to missteps like delayed costing analysis, which results in selecting the wrong vendor or investing too heavily in a particular software.

• The other is the proactive approach that puts finance-related insights at the fingertips of decision-makers and process owners. Fueled by AI and ML, all relevant data is collected, stored, interpreted, and readily available – with timely reports sent to them to take immediate action or start planning proactively to meet future expectations. It means that finance teams get their hands on actionable insights to help them strategically contribute to the growth of the enterprise while easily meeting their own KPIs.

Unfortunately, real-time data is a rare commodity for CFOs in real life. It's why many still rely on ambiguous and subjective forecasts despite the availability of cutting-edge data analytics solutions that provide intelligent projections. But with autonomous finance systems emerging in the near future, there's plenty of room for ML to widen its footprints. Finance teams will be able to extract contextual and cross-functional insights to build a culture of continuous forecasting agility that can predict changing economic/ market dynamics and evolving business needs.

Why automate compliance management?

Another reason why AL and ML technologies are the backbone of finance transformation is that they help enterprises to avoid manual dependencies while managing compliance. The lack of automated workflows in this process can not only lead to financial risks like penalties but also to:

• Messy compliance documentation – making audits more complicated

• Restricted flexibility in adapting to regulatory changes

• Reputational loss in the market

• Poor finance data quality

Thus, CFOs should push for a system-based compliance process that eliminates human errors and automatically addresses new requirements to implement changes. They can also use a real-time dashboard to get a bird's eye view of their compliance and audit statuses. Also, factoring in that remote work environments are getting more normalized by the day, compliance automation can be the CFO's best weapon in combating unpredictable changes to how business is conducted.

A matter of achieving low ROI vs. high ROI

In the current scenario, many finance-related processes lie outside the ERP system - and are generally left unautomated. It's why the average finance team is able to achieve low ROI on AI and RPA initiatives. Even though their tasks can be automated with ease, their dependency on inputs from another team (IT, HR, etc.) stops them from accelerating the process.

Unless it's a completely digitally transformed enterprise, this proves to be a stumbling block. In the end, the delayed outcome may paint a giant question mark on the technology itself. Whereas the truth is that in order to get maximum ROI of such initiatives, it is necessary to have automated other key parts of the enterprise.

But it's certainly not a distant utopia to imagine a more fully automated finance team. After all, a lot of time has passed since everyone talked about going paperless. Sure, finance teams haven't gotten away from manually importing and exporting Excel files, which almost seems archaic. But today, it is about creating a path to go spreadsheet-less and do more with real-time insights.

Of course, the benefits of AI and RPA in improving workforce productivity can't be underestimated either. For decades, finance professionals have been responsible for mundane, repetitive, and time-consuming tasks. With AI, automation, and data analytics, they can step up and grow new skill-sets that enable them to add more value to the enterprise.

Chenthil leads go-to-market strategy , implementation , support for ERP,CRM,HCM at Aspire Systems. He joined Aspire in 2008 and is a Thought Leader in ERP,CX transformation. Has strong passion for AI.Prior to his current role, he held various ERP, CRM consulting,application development,application maintenance and managerial positions having overall 25 years experience. He also has experience in multiple ERP, CRM implementations across Australia, Middle East, Africa and North America.

About Aspire Systems

Aspire Systems is a global technology services firm serving as a trusted technology partner for our customers. We work with some of the world's most innovative enterprises and independent software vendors, helping them leverage technology and outsourcing in our specific areas of expertise.
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EPICOR

SMARTER AND MORE INTUITIVE ERP

Interview with ***Andy Coussins,***
SVP & Head of International at Epicor

Today businesses are investing in digital transformation to survive and thrive in an uncertain environment, and they need to keep pace with technological changes to succeed. The leaders are aware that they need to make the right decisions to stay competitive and achieve their business goals. So what is the role of the ERP system in making the right decisions and how does an ERP software speed up the digital transformation process? In this interview, Andy Coussins, SVP & Head of International at Epicor answered these questions and we talked about what awaits us in 2022 and the secret behind the continuous success of Epicor.

Could you tell ERP News readers about yourself and your role at Epicor?

I am the SVP and Head of International at Epicor – a global software leader that provides flexible, industry-specific software for essential businesses that make, move, and sell. Using my 25 years of leadership experience in the international enterprise software industry, I lead my team in driving support and sales, with the focus of accelerating company growth for Epicor and our customers throughout Europe, the Middle East and Africa (EMEA) as well as Asia Pacific (APAC).

Epicor has been a leading vendor in the industry-specific ERP industry for many years. How does Epicor ensure the continuity of this success in this unprecedented environment?

To ensure continuity of success, Team Epicor is investing in three areas that set us apart and that our customers value the most.

First, we are doubling down on our industry-specific expertise in the five industries we serve worldwide (automotive, building supply, distribution, manufacturing, and retail). These industries are more essential than ever, so we serve our customers best by keeping our focus and deep industry expertise on their industries rather than dabbling in new ones. Part of our continued success is that our five solution platforms are designed specifically for our customers' industries, and customers can then choose from a range of optional cross-platform modules to ensure scalability, performance, and security to fit their unique business needs, including dynamic online configuration, reliable EDI, and eCommerce.

Second, we're fine-tuning and digging deeper on all the ways we partner with our customers. While our customers have always played an instrumental role in how we plan our product roadmap, we're increasing our focus on engineering and upholding our promise to our customers that our solutions are "made with you, for you." Customer input is not just an ambition, it's an expectation and reality. We're adding touch points to the customer lifecycle and providing ways for them to provide heavier influence on our company strategy. This includes Customary Advisory Boards, a Cloud Council, early access programs, Ideas Portals, Value Exchange Workshops, and more.

FROM A TECHNOLOGY STANDPOINT, WE ARE CONTINUALLY EVOLVING OUR PRODUCT OFFERING AND RANGE TO MEET MORE OF OUR CUSTOMERS' NEEDS, THROUGH BOTH PRODUCT INNOVATION AS WELL AS STRATEGIC ACQUISITIONS OF COMPANIES AND/OR SOLUTIONS THAT MATCH OUR FIVE CORE INDUSTRIES.

Andy Coussins
SVP & Head of International at Epicor

And third, we also continue to invest in our people at Team Epicor. This ultimately circles back to our deep industry expertise. Part of what makes us experts is that we're "learners" we constantly challenge ourselves to stay ahead of industry trends and challenges. So, we provide education and skills training, encourage employees to take strategic risks, reward innovations, and recognize greatness among our staff. That's because when employees are happy and motivated, collectively we're more productive, effective, and better able to serve our customers

Just as businesses should make an extra effort to stay competitive in the new normal, the software vendors must also transform to meet their needs. How do you think the ERP industry is evolving?

Looking at the big picture, ERP is evolving to be smarter, more intuitive, and extendable so that it can solve businesses' adaptability challenges in a post-Covid world...challenges including remote working, talent shortages, and supply chain issues, just to name a few.

The shift in supply chains is a great example, because many organizations are pivoting from building products to distributing them and using excess capacity to move into new markets. Smart ERP allows businesses to improvise and adapt on the fly to accomplish this pivot.

Customers are also looking for Composable ERP, which includes the hardware. Today, solutions need to be accessible in the warehouse, from the shopfloor, and at remote locations. Additionally, and increasingly, ERP is looking to connect with virtual reality or actual reality vision, robotics, and other rapidly emerging physical technologies.

During this new normal, businesses must act quickly to make the right decisions to stay competitive and speed up their digital transformation. How does Epicor provide value to its customers in this process?

Before I get into specifics on digital transformation offerings, I want start by focusing on the first part of your question – businesses must 'make the right decisions to stay competitive.' At Epicor, because we put to good use our deep industry expertise as well as our understanding of our customers' specific, current business challenges, we're able to give customers the best recommendations and offer solutions that will address their unique business needs.

Now, to answer more specifically how we speed up digital transformation for our customers and provide value during the process, we do a number of things.

First, Epicor delivers cloud ERP solutions that streamline and speed up ERP adoption. To further improve the return-on-investment timeline, our services and select partners deploy rapid implementation methodologies designed to be agile and deliver success, using our deep industry knowledge and ERP know-how.

We also offer easy, customizable access to dashboards, metrics, and scheduling. Our goal is to create an extendable platform to fit the needs of the individuals in an organization. For global customers, multi-company/multi-sites allow consolidation of financials and operations so that organizations can run their businesses globally and tie back to a single financial system.

And to ensure our customers make the most of their data so they can make smart decisions, Epicor has several offerings such as Epicor Data Analytics, Advanced MES, which reveal the data of the business.

Furthermore, to deliver new levels of supply chain management, we introduced a supplier portal that provides sourcing scrutiny and promotes greater choices in supplier selection.

What are the most important criteria for ERP selection in the post-COVID-19 era?

I can't say this enough – one of the most important criteria for ERP selection these days is industry expertise. That's because customers will have a much easier time if their vendor has a solid grasp on their specific industry challenges and can offer solutions that solve those challenges to a deeper degree of specificity.

TODAY, SOLUTIONS NEED TO BE ACCESSIBLE IN THE WAREHOUSE, FROM THE SHOPFLOOR, AND AT REMOTE LOCATIONS.

LOOKING AT THE BIG PICTURE, ERP IS EVOLVING TO BE SMARTER, MORE INTUITIVE, AND EXTENDABLE SO THAT IT CAN SOLVE BUSINESSES' ADAPTABILITY CHALLENGES IN A POST-COVID WORLD

At Epicor, for example, we know that the businesses we serve in the manufacturing, building supply, and automotive industries have worked on a 'right order, first time' basis for decades, but now they must be more dialed into supply chain information, meaning they must understand what product they can get and when they can get it. That's why we offer solutions that address strong two-way communication, which provide an open dialogue, as well as notifications of supply chain issues on an ongoing basis.

What is your strategy of growth for 2022?

Part of our growth strategy stays true to what I shared earlier when stating how Epicor is ensuring the continuity of our success – we're doubling down on our industry-specific expertise, digging deeper with customer partnerships, and investing in Epicor employees.

From a technology standpoint, we are continually evolving our product offering and range to meet more of our customers' needs, through both product innovation as well as strategic acquisitions of companies and/or solutions that match our five core industries.

For example, to improve the buyer experience our customers provide, in May 2021 we acquired a configure price quote (CPQ) solution provider, which further enhances our CPQ offering. Epicor CPQ enables our customers to provide their potential buyers the ability to customize and even view 2D/3D configurations of what a product will look like virtually in their home environment before committing to an expensive purchase. And by tying Epicor CPQ to an ERP solution, it streamlines procurement and production of the order.

Supporting our customers effectively with their growth plans is how we grow together and deepen our strong partnerships locally and globally.

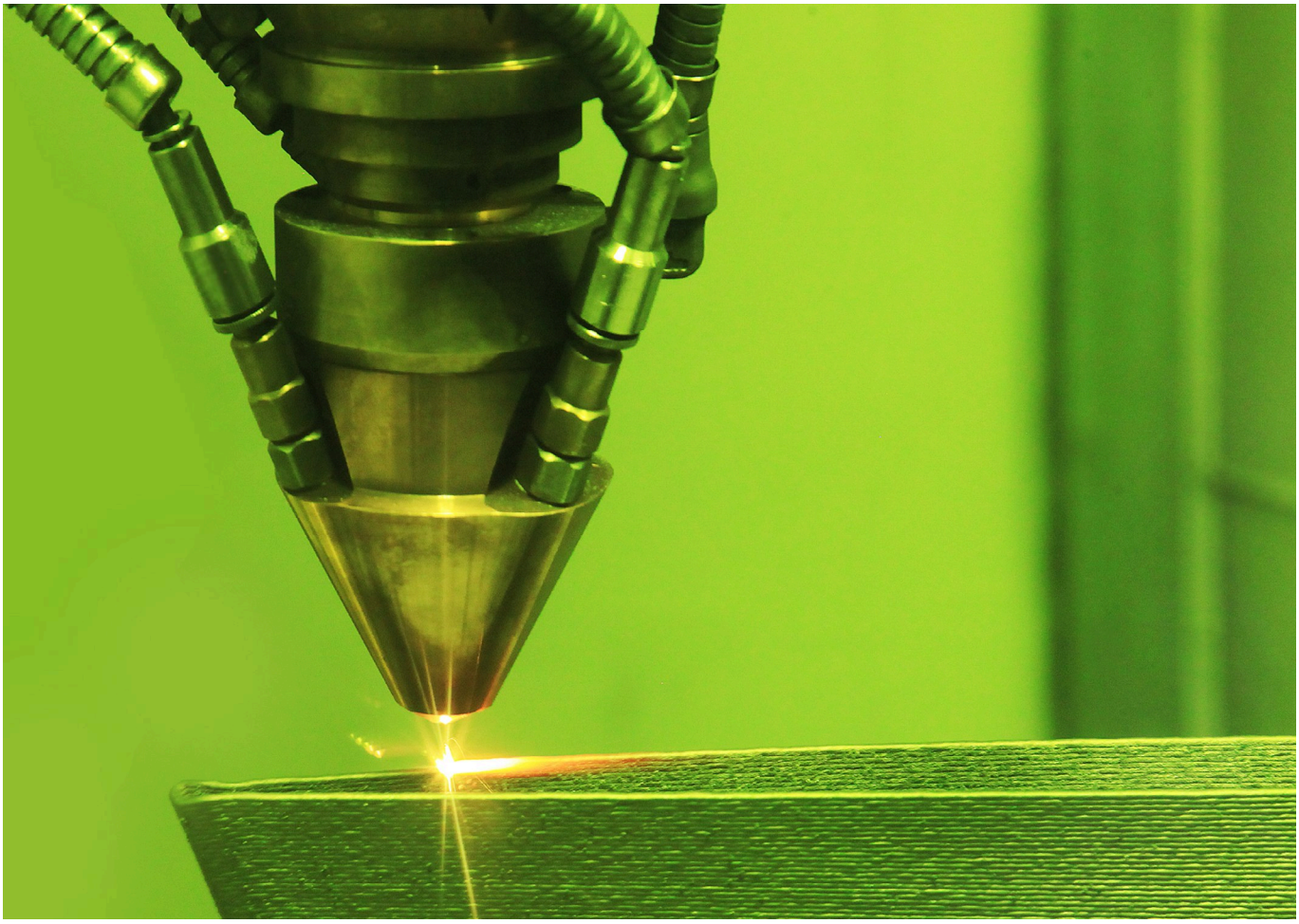
Andy Coussins brings senior international sales, operations and enterprise software industry executive experience to Epicor. In the role of senior vice president and head of international, Coussins is responsible for driving sales, focusing on accelerating company growth throughout Europe, Middle East, and Africa (EMEA), and Asia Pacific (APAC).

Coussins joined Epicor from Hewlett Packard Enterprise where he was vice president for the Alliance Business in EMEA. He has extensive international sales experience and a strong reputation for building high performing teams that are instrumental in driving global growth. Coussins is based in the Bracknell, UK office.

Before joining HP, Coussins spent 13 years with SUN Microsystems where he was chief of staff to the EVP of global sales and services based in Palo Alto. Prior to this role he was responsible for services in southern Europe, Middle East, Africa and Central Eastern Europe. His career with SUN also included managing education for EMEA, the industry business unit for retail travel and transport EMEA as well as various other sales leadership roles. Preceding this, Coussins held various senior sales roles at IBM.

About Epicor

Epicor Software Corporation equips hard-working businesses with enterprise solutions that keep the world turning. For nearly 50 years, Epicor customers in the automotive, building supply, distribution, manufacturing, and retail industries have trusted Epicor to help them do business better. Innovative Epicor solution sets are carefully curated to fit customer needs and built to respond flexibly to their fast-changing reality. With deep industry knowledge and experience, Epicor accelerates every customer's ambitions, whether to grow and transform, or simply become more productive and effective. Visit www.epicor.com for more information.



SEEING MANUFACTURING ERP THROUGH 3D GLASSES

Article By ***Glen Graney,***
Industrial and High Tech at QAD

At a recent technology event in Chicago, there was plenty of buzz about 3D printing also known as additive manufacturing. (AM) This is not a new buzz and AM does indeed have the potential to be the disruptive force in terms of product design and manufacturing. It is easy to get lost in the emerging technology of the printing process. There is more than enough geek talk for even the nerdiest of engineers around topology optimization, powder bed fusion, laser sintering, isotropics, and the latest composite materials. The bottom line is that AM is just cool.

Many of QAD's customers in the industrial, automotive, and life sciences verticals have growing AM programs that vary in terms of maturity. This is only going to grow and QAD needs to position itself for the inherent changes.

What impact that AM will have on ERP and supporting manufacturing systems?

As AM becomes more mainstream for production parts it will require changes to the supporting manufacturing systems. The good news for QAD is that adaptability will be a very important aspect of these systems. Here are just a few of the characteristics of the AM manufacturing environment that can be addressed with a QAD Adaptive ERP approach.

• AM capacity planning and scheduling will present unique challenges. Nearly all AM part routings include both the printing and a set of what the industry calls post-processing steps. These are traditional machining operations like

> **"AS AM BECOMES MORE MAINSTREAM FOR PRODUCTION PARTS IT WILL REQUIRE CHANGES TO THE SUPPORTING MANUFACTURING SYSTEMS. THE GOOD NEWS FOR QAD IS THAT ADAPTABILITY WILL BE A VERY IMPORTANT ASPECT OF THESE SYSTEMS.**

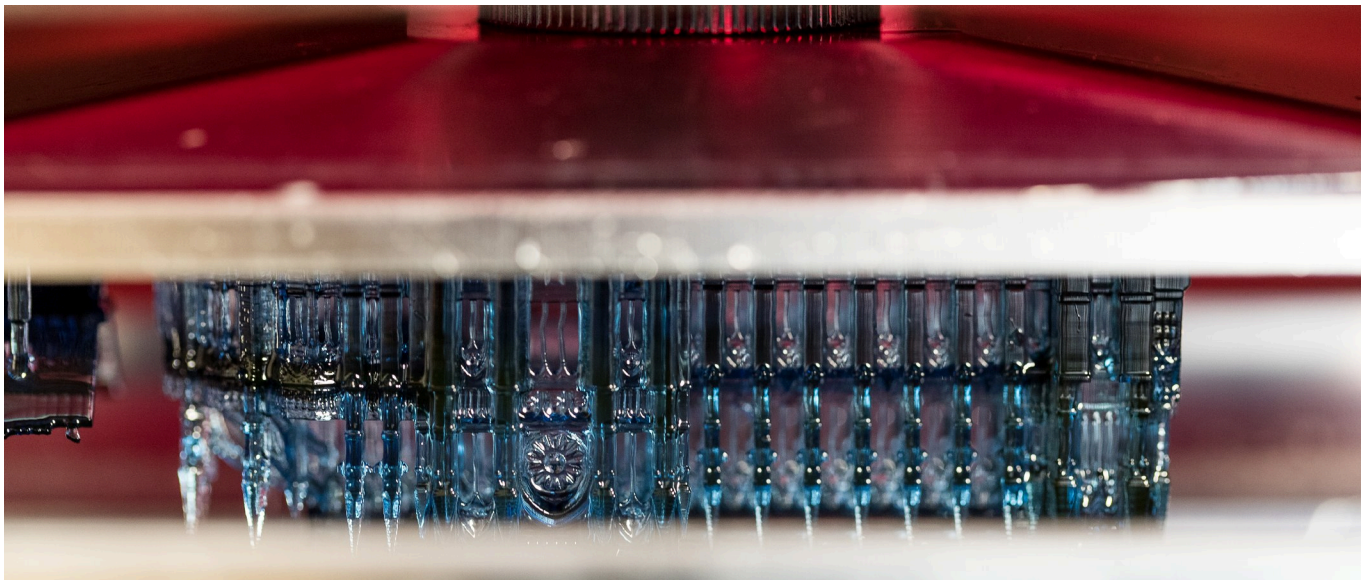
milling or hole tapping that are required to finish the part. The AM operation is most often the longest in duration while the other operations require the sharing of the traditional equipment. Variation in processing time can be impacted by printer performance, material availability, and access to shared resources.

• AM material planning and consumption require special considerations. Material preparation is a critical aspect of AM. The compounds and powders used for AM are evolving rapidly. Each part may be optimized for blends and combinations. The proper management of these raw materials is real work and is critical to the creation of a successful part. The AM process plays havoc with the traditional issuance of material and lot tracking techniques. Many AM printing processes require a large amount of powder material of which only a portion is consumed into the part. This material is neither scrap nor consumed but still requires tracking. Material reusability, part-costing, and unique backflushing requirements will require system adaptability.

• AM supply chains will also present challenges. Boeing and other leaders in AM manufacturing are often not printing their own parts. They have smaller labs for design iteration. Once the manufacturing viability of the product is finalized then production parts are printed by third-party contract manufacturers. Managing this subcontracting and the protection of design intellectual property is still evolving.

• The digital thread and traceability are accentuated for AM. The amount of data that can be collected and associated with AM parts is in some ways overwhelming. Traditional manufacturing, quality, and product inspections scenarios will have to evolve to fully embrace this information tsunami.

Additive Manufacturing has the potential to disrupt and revolutionize entire sectors of manufacturing. QAD's customers are going to need assistance in developing system support for evolving AM requirements. QAD's emphasis on adaptability is a strong message for developing solutions for these very dynamic requirements.



Proven business leader with 35-years of impactful experience driving business growth and managing cost-focused simplification in manufacturing and utility environments. Broad business acumen across management, sales, marketing, and product management leadership. Repeatedly recognized for excellence, innovation and leadership in critical roles.

About QAD

In 1979, QAD was founded by Pamela Lopker, who was later joined by her husband Karl Lopker, as a small startup solution to address a large gap in complete, integrated business software for manufacturing companies.

We began with a few local customers, supporting them from our headquarters in Santa Barbara, California. But as our customers took their brands to the next level—international—we adapted quickly to keep up. Today we support customers in over 100 countries around the world. Our products have gone global, too, and we have spent years innovating and growing our offering as our customers expand their businesses overseas.

You'll often hear us say that at the heart of QAD is a strong and loyal customer community. We really believe that to create the best full-featured manufacturing ERP software for our customers we need to work together. We pride ourselves on our customer engagement and our commitment to continually evolve as the manufacturing industry changes.

It's been over four decades; we still focus solely on manufacturing—we live and breathe it every day alongside you. Together we are building an Adaptive Manufacturing Enterprise.

AGILOFT IS MOVING CLM FROM LEGAL TECH TO ENTERPRISE TECH

Interview with ***Andy Wishart,***
CPO of Agiloft

The pandemic has brought lasting changes to how companies do business and accelerated digital transformation. As digitization continues, Contract Lifecycle Management (CLM) becomes even more critical for businesses. In this context, Andy Wishart, CPO of Agiloft talked about the Winter Release of Agiloft, and the new features, and benefits of the new release.

Could you tell our readers about yourself and your role at Agiloft?

I am the Chief Product Officer at Agiloft and have over 20 years of experience building innovative legal technology solutions. Most recently, I worked as Vice President of Product Management at Thomson Reuters where I led a team focused on legal drafting and productivity solutions. I was co-founder and chief technology officer of Contract Express, the contract automation solution that Thomson Reuters acquired in 2015. With a degree in artificial intelligence and psychology from the University of Edinburgh, I am passionate about enhancing legal productivity through intelligent and easy-to-use solutions.

Over the past 2 years, businesses have had to make an extra effort to stay competitive in an unprecedented environment. What are the benefits of CLM Software in the post-Covid-19 era?

Before the pandemic, digital transformation roadmaps were frequently more aspirational than realistic. Organizations that had not already invested in new technology were stuck between needing to digitally transform and conserving cash to survive. But where there is a crisis, there is opportunity, and digital transformation can do more than just help companies become proactive. Contract lifecycle management (CLM) software provides faster contract approval times to create an ease of business and positive customer experience that can't be easily measured. And as many organizations continue to work remotely or in hybrid work environments, automated workflows help keep teams on task and up to date. Increased visibility of contracts across departments creates a greater level of ownership that cannot exist with a manual process.

The market for CLM is evolving rapidly. What are your reflections on the future of the market?

There is a new conversation happening around contracts, and much of the excitement comes from businesses realizing what is now possible with CLM technology. For too long we've thought of contracts as a shield, relegated to dead-end digital representations of paper. We are reimagining contract data as a digital asset, the DNA of your business or the instruction set for every single business relationship both inside and outside of your company. The leading CLM vendors recognize this and are moving beyond digital repositories for contracts to maximize value and minimize risk using more accessible contract data.

> **AGILOFT EMPOWERS ORGANIZATIONS BY CONNECTING THEM TO CONTRACT PROCESSES AND DATA, INCREASING COLLABORATION AND ACCELERATING CLM AS THE CONNECTED SYSTEM OF RECORD ACROSS THE ENTERPRISE.**

Agiloft announced its 2021 Winter Release, extending the business value of CLM across the entire enterprise. Could you give us more information about these innovative new CLM features?

With the 2021 Winter release, Agiloft is moving CLM from legal tech to enterprise tech. With the new release, Agiloft empowers organizations by connecting them to contract processes and data, increasing collaboration and accelerating CLM as the connected system of record across the enterprise. Agiloft's next-generation no-code platform allows customers to add and configure new capabilities and functionality precisely to their needs. In today's distributed workforce, enabling teams to work through deeply connected experiences—while maintaining ease of use and flexibility—is critical to business value.

To maximize the value and speed of contracting, enterprises must boost collaboration by bringing more departments into the CLM process, and one way to do that is to bring CLM functionality to them in the apps they already use. Business collaboration tools have grown at a record pace, with Microsoft Teams users growing to over 145 million in 2021. With Agiloft's 2021 Winter Release, Microsoft Teams users can see the progress of contracts and even approve contracts directly within Teams.

How do these new features allow enterprises to drive better business outcomes through improved contract management practices?

Our latest release is focused on delivering connected experiences that enable users to connect contract processes with the trusted tools they use daily. Distributed workforces are the new norm, and the ability for teams to collaborate is critical. This newest product release makes it easier than ever to use contract management solutions across the enterprise. Agiloft helps reduce cycle-time from RFx to signed contract, automate supplier onboarding, and maintain contract and regulatory compliance. It also does the heavy lifting when automating contracts across procurement departments. Users gain speed and control when enabling CLM to reduce time spent onboarding, optimize key procurement processes, and standardize contract language with templates and a dynamic clause library.

The pandemic caused most businesses to accelerate their digital transformation. What advice would you give to those who are ready to take their digital transformation to the next level?

COVID-19 greatly accelerated digital transformation efforts for organizations, requiring enterprises to change rapidly to adapt, and there's little sign of going back to a pre-pandemic way of doing business. Enterprise decision makers need to adopt agile and configurable technology as businesses expand and evolve over the years to come. As companies change due to growth, new initiatives, and competitive situations, technology systems must adapt to constantly meet the evolving needs of the business. Rather than staying locked into traditional processes with legacy technology, organizations must continuously scale at the pace that their business grows.

What are the most important criteria for CLM software selection?

With a rapidly growing market, it's easy to be overwhelmed when shopping for a new CLM solution. Transitioning an entire organization to a new contract management system is a significant undertaking, and it all begins with selection. It's important to look for these features when selecting the right CLM for your organization:

- Software with flexibility and configurability to be maintained in-house will reduce vendor dependence and total cost of ownership.
- Automated approval workflows ensure efficient and timely approval task communication and free staff members to focus on more specialized activities.

- System integrations and connected systems facilitate the flow of contract information. Integrations with ERP and CRM systems remove data silos, making contract data visible and actionable across the enterprise.

- A central repository provides an organized location to access and store contracts, reducing office interruptions. This feature minimizes the time staff members spend on recurring tasks.

What is your strategy of growth for 2022?

With two more product releases planned for 2022, we will deliver more Connected Experiences to allow our customers to utilize Agiloft CLM functionality in the tools they are already using. This will be in addition to the Microsoft Teams, MS Dynamics, and Tableau Connected Experiences released this November. We are excited to roll those out in 2022, so please stay tuned.

About Agiloft

Agiloft, Inc. is a trusted provider of agile software for contract and commerce lifecycle management. Our unique platform enables our pre-built and custom modules to be tailored to your exact needs without writing custom code, so deployment times and costs are a fraction of those required for other systems.

WHAT ARE THE TOP ERP TRENDS TO LOOK OUT FOR IN 2022?

The top ERP trends in 2022 are as follows:

1. Integration and extensibility
2. Chat-based ERP software
3. Vendors will offer more personalized solutions
4. Integration with new advanced technologies
5. eCommerce and digital transformation

Nishant Joshi,
Technical Writer, Sage Software Solutions Pvt Ltd

WHAT ARE THE TOP ERP TRENDS TO LOOK OUT FOR IN 2022?

Will ERP exist by the end of the decade? As we enter a world where businesses think in workflows not resources, ERP will become part of the digital operations platform of the future. Resources will be able to intelligent plan themselves and humans, helped by automation will spend a lot less time on processing activities and more on tasks that add value.

Lucy Thorpe,
Head of Content, InCloud Solutions

INCLOUD SOLUTIONS

THE TOP ERP TRENDS TO LOOK OUT FOR ...

*Article by **Lucy Thorpe**,*
Head of Content, InCloud Solutions

It may be a cliché but we are living in an era of unprecedented technological change. The opportunities for business have been broken wide open and top of the leader board for development of the decade is undoubtedly cloud. But writing another article about cloud would be dull!

We have spent the last ten years talking about cloud and the opportunities it offered to smaller businesses to take a seat at the table, using their flexibility and agility to find global markets and become players.

So what about the next big story? Digital transformation – a grab bag of ideas with something important at its heart – the fact that technology was now a business tool – an agent of transformation and not something that lived in basements with people in dubious band t-shirts.

That is now a reality too and much has been written in its name.

What is the future for ERP?

So what will we be writing about at the end of 2029 as the decade draws to a close? My colleague Chris Gabriel, Chief Strategy Officer at Sapphire Systems Group, believes that ERP is about to become more than itself, as the technology around it expands and incorporates it into the Digital Operations Platform of the Future. Here are some of his ideas as we throw the ball into the 2030s and see where it lands!

ERP 2030 – The Digital Operating Platform of the Future

ERP: Will it exist in 2030? In true maverick style Chris thinks we may have ditched the term in 8 years' time. Enterprises will still need to plan resources, but the wide range of different systems and functions within a business will start to connect and blend. As organisations and whole industries become more highly digitized, the ERP industry is going to have to re-imagine itself to stay relevant. Already automation and the IoT is seeding this change.

What's more, our business models are being turned upside down and – "as a service" will take over from buying "a thing" – e.g., lighting as a service or transport as a service rather than lights and cars. The most important metric by which we measure success will be outcomes. Customers will be driving the whole thing, accompanied by high expectations. Staff too will want the kind of experiences at work that they get from their technology at home.

> **THE CORE FUNCTIONALITY OF ERP WILL NOT CHANGE FUNDAMENTALLY BUT MAY NOT REMAIN INSIDE A THING CALLED AN ERP.**

The core functionality of ERP will not change fundamentally but may not remain inside a thing called an ERP. All major systems, from IT service management to HR and customer relations software are likely to face huge disruption by the end of the decade, so it's not just ERP that faces extinction.
We are entering a world where businesses think in workflows not resources. Resources will be able to intelligent plan themselves and humans, helped by automation will spend a lot less time on processing activities and more on tasks that add value.

Hands Free ERP: The Rise of Automation

If the digitization of society continues in all sectors at the pace we see today, the question is not if hands-free-ERP will happen but when. The reality is that far fewer people will need to interact directly with an ERP system in the future.
For example, at the garage of the future - your car will talk directly to an ERP system to get what it needs - so a part will be pre ordered and ready when you arrive. This could apply to your phone, parcel or medical implant or an entire production line. Humans may only get involved in the exceptions.

Transparent ERP: A 100% Traceable World

When we go to the supermarket, we have come to expect a certain level of information about the produce - by 2030 that will have exploded. If you are buying organic meat for example, you will get 100% transparency about every pesticide or medicine the animal has been on contact with, provided by a fully digitized agriculture sector with all the data readily available.

A reportable world

As sensors start to connect everything, we will be able to report on and quantify everything, including environmental and social impact. Business will be won and lost on this data as consumers and companies start to award their business in line with how a company treats the planet or their staff.
And if you can't provide total production transparency for your customers including your product lifecycle plans, then you won't see customers return.

ESG ERP: In-Built Environmental Social and Governance Control

How your business behaves, across environment social or corporate governance will decide how you are taxed, and it will happen inside the operating platforms you use to run your business.

As old school fuels leave our economies so will the tax associated with them. The tax you pay will be linked to your business activity, from the emissions of the ships that bring your goods across the ocean, to how you treat your staff (Office 365 are already well on the way to knowing more about your staff than you do.)

The technology, ledgers and real time intelligence [AI] already exist to make this a reality. In the UK we are already seeing the advent of environmental taxation based on business choices.

And finally, Quantum ERP.

Can you imagine closing your books on New Year Eve Close in a Millisecond? – OK, this one is a bit of a long-shot for 2030, but with the rise of quantum computing and the shift of ERP to cloud happening apace, the largest and richest companies in the world will by 2030 have access to operating platforms that can run their business in absolute real-time.

By 2030 a CFO will sing in the New Year at 12:00midnight and by 12:01 their entire year will have been consolidated, closed, and audited by an AI algorithm running on quantum cloud platforms. Imagine the business impact of running your business at this speed! Imagine the power in the hands of a board who know how their last year ended with absolute accuracy before the new one has begun?

Today quantum is seen as the ultimate data research tool, but within a decade it could be the platform to underpin a new world of hyper-real time ERP.

Are you ready for the new age of ERP?

Lucy Thorpe is an in-house writer and content creator for cloud solutions consultancy In Cloud Solutions based in Reading & London in the UK - they are members of the worldwide United Vars network of SAP consultancies.

About InCloud Solutions

In Cloud Solutions is an SAP Platinum Partner offering ERP software solutions, training, and consultancy to SMEs. Based in the UK In Cloud Solutions are experts in the ERP solution SAP Business ByDesign, cloud-based ERP for mid-sized business. www.incloudsolutions.co.uk

Prophix®

DIGITAL TRANSFORMATION IS NO LONGER A "NICE TO HAVE."

*Interview with **Alok Ajmera,***
CEO and president of Prophix

The importance of digital transformation for the modern enterprise is an undeniable fact, but it also has a broad range of aspects and finance is one of the most essential. In this interview with Alok Ajmera, CEO and president of Prophix, we talked about the importance of CPM software in digital transformation and the future of CPM software. He also explained how their customers will benefit from their latest acquisition of Sigma Conso and he gave some tips about their growth strategy.

Could you tell our readers about yourself and Prophix?

Prophix Software is the global leader in mid-market Corporate Performance Management (CPM) software. Prophix helps companies achieve their goals more successfully with innovative, cloud-based software. With Prophix, finance leaders improve profitability and minimize risk by automating budgeting, forecasting, and reporting to put the focus back on what matters most — uncovering business opportunities. Over 1,700 global companies rely on Prophix to transform the way they work.

I'm the company's President and CEO and my mission is to ensure each of our customers, prospective clients, partners, and employees around the world has a memorable and positive experience with Prophix. I joined the company in 2004 as a consultant and have served in multiple roles across our business before being named CEO in 2020. I'm proud to lead a very fast-growing global organization that has a passion for continued innovation with a product portfolio that reinvents the way finance departments conduct business.

I also believe deeply in the value of giving back to the community and established Prophix's Corporate Social Responsibility program to drive change through meaningful programs, projects, and donations.

Prophix has announced the acquisition of Sigma Conso, a CPM software and services provider with recognized expertise in financial close management and financial planning and analysis. What does this acquisition reflect about Prophix's strategy of growth?

DIGITAL TRANSFORMATION IS NO LONGER A "NICE TO HAVE." BUSINESS LEADERS MUST BE ABLE TO RELY ON THE VALIDITY, TRUSTWORTHINESS, AND RELEVANCE OF THE DATA USED TO ANALYZE AND REPORT ON END-TO-END PLANNING, BUDGETING, AND FORECASTING PROCESSES.

Alok Ajmera,
CEO and president of Prophix

Acquiring Sigma Conso is part of a broader strategy that began in January 2021 when Hg, a leading global software investor, took a majority ownership position in Prophix. This investment has allowed us to significantly advance our global goals, both in terms of staff and our software portfolio. We plan to continue growing both organically and through strategic acquisitions as we add new capabilities to Prophix that address the full spectrum of financial planning & analysis needs of global mid-market organizations.

How will your customers benefit from this acquisition?

Over the past 30 years, we've developed deep domain expertise in software for finance teams. But there's more to finance than budgeting, planning, and forecasting. So, we knew that we wanted to broaden our portfolio to better serve finance leaders. The addition of Sigma Conso's technology and resources strengthens Prophix's consolidation capabilities while also extending our global reach. With Sigma Conso, we'll be able to take bigger and bolder steps to achieve our goals in an accelerated way.

As the demand increases in the software industry, the competition also gets fiercer each passing day. As a CPM software provider, can you evaluate both the CPM industry and the features that differentiate Prophix from its competitors in the market?

Prophix puts a keen emphasis on continued product innovation as a competitive differentiator. With that in mind, we have a product portfolio that transforms the way finance departments conduct business and helps them navigate today's business landscape to drive competitive advantage.

Some of the CPM capabilities Prophix pioneered in the market include the industry's first Virtual Financial Assistant. The Virtual Financial Analyst, powered by Prophix AI, transforms the way finance leaders work by simplifying engagement, improving insights, and reducing risk. The product helps organizations budget, plan, and report faster and more efficiently than ever before.

The pandemic has clearly accelerated digital transformation in every industry. What is the importance of CPM software in digital transformation?

Digital transformation is a critical factor in the evolving role of finance. For instance, in Prophix's 2021 global survey of 500 North American finance leaders, we found organizations at the forefront of digital transformation in finance have superior speed, agility, and flexibility compared to their peers. These capabilities are essential for business success and were invaluable for companies' survival during the pandemic.

In short, digital transformation is no longer a "nice to have." Business leaders must be able to rely on the validity, trustworthiness, and relevance of the data used to analyze and report on end-to-end planning, budgeting, and forecasting processes. The cost of continuing business as usual is duplication of the efforts, fragmented systems that take lots of people and time to reconcile, challenges to meeting regulatory compliance, an inability to determine where to prioritize resources, and lower stakeholder confidence.

What are the most important criteria for CPM software selection?

It's important for companies to do some homework when assessing potential Corporate Performance Management solutions. This includes outlining the essential features they need from a solution, sitting in on some demos or presentations for potential CPM vendors, comparing costs and pricing models for each solution you're considering, reading reviews or industry analysis reports about the solutions, and seeking recommendations from industry peers.

> "PROPHIX PUTS A KEEN EMPHASIS ON CONTINUED PRODUCT INNOVATION AS A COMPETITIVE DIFFERENTIATOR.

Prophix was built from the ground up to serve the specific FP&A needs of mid-market companies. This contrasts with enterprise solutions that offer a "light" version of their product that doesn't truly address the midmarket. Prophix is proud of the honors we've received from influential third-party experts. For instance, in 2021 Prophix was named the overall Experience & Credibility Leader for the seventh consecutive year in the Dresner "Wisdom of Crowds" study. We were also named a 2021 Stratus Award winner based on our contributions to driving FP&A innovation in the cloud.

What are your strategic goals for 2022?

Prophix's goal is nothing less than to dominate the mid-market CPM industry. Our journey so far has shown us there is still so much to play for in our industry. We have significant ambitions for the business, and Hg's investment and operational experience in software will help us accelerate these goals. We plan to serve our customers better than ever before in 2022, as we invest further in our sales and marketing functions, expand our R&D capabilities, accelerate our transition to the cloud, and scale our business across several geographic regions, including in Europe.

About Prophix Software

Your business is evolving. And the way you plan and report on your business should evolve too. Prophix helps mid-market companies achieve their goals more successfully with innovative, cloud-based Corporate Performance Management (CPM) software. With Prophix, finance leaders improve profitability and minimize risk by automating budgeting, forecasting, and reporting and puts the focus back on what matters most – uncovering business opportunities. Prophix supports your future with AI innovation that flexes to meet your strategic realities, today and tomorrow. Over 1,700 global companies rely on Prophix to transform the way they work. For more information, visit http://www.prophix.com.

SAP RELEASES NEW SOLUTION TO ACCELERATE THE CIRCULAR ECONOMY

SAP SE (NYSE: SAP) announces the availability of SAP Responsible Design and Production, a solution for designing products sustainably and transitioning to a circular economy.

This is the latest offering in a growing portfolio of sustainability-specific software applications that help businesses increase their measurement and data management capabilities.

As sustainable business regulations, such as plastic taxes, are put in place, the SAP Responsible Design and Production solution enables brands to accelerate their transition to circular-economy business practices. The new solution helps companies gain better visibility of material flows through their processes including tracking and complying with rapidly changing regulations, especially those concerning product packaging and plastics. As businesses increasingly develop sustainable products, managing materials and regulatory data is becoming one of the most complex challenges across the consumer industry today.

"The circular economy is based on three principles, driven by design — eliminate waste and pollution, circulate products and materials, and regenerate nature," said Andrew Morlet, CEO, Ellen MacArthur Foundation. "Digital solutions play an important role in the transition to a circular economy. They enable businesses to embed circular practices across their operations, from designing products to reduce waste from the outset, to tracking the lifecycle of the materials they use."

With SAP's new solution, businesses can embed circularity principles into core business processes, helping eliminate waste and unlock new value by designing products to be sustainable from inception. For example, a shampoo brand manager has visibility into the full product lifecycle, including their extended producer responsibility (EPR) obligations and the plastic taxes of different markets. This visibility helps the brand manager make design changes to reduce waste and decisions on how to lower the costs of the downstream reuse and recycling systems.

"Every year, we use almost twice the amount of resources than the planet can regenerate," said Scott Russell, member of the Executive Board of SAP SE and head of Customer Success, "Business can play a crucial role in keeping value in our systems for longer through smart, responsible product design that reuses resources rather than disposing of them. There is inherent complexity in designing products that eliminate waste and use responsible materials, but SAP Responsible Design and Production tackles that complexity and offers a 'gold-standard' solution to our customers, helping to deliver circular products and achieve a regenerative economy."

SAP Responsible Design and Production, a cloud-native solution co-developed with Accenture on SAP Business Technology Platform, provides tailored intelligence that enables businesses to keep pace with EPR regulations and plastic taxes, embed circularity principles into core business processes and optimize design for sustainable business. Learn more by reading the blog "Helping Business Thrive in a Circular Economy."

SAP has led by example as a sustainable business for more than a decade. In addition to being named the software industry leader in the Dow Jones Sustainability Indices (DJSI) for 14 consecutive years, the SAP Integrated Report and SAP's membership in the Value Balancing Alliance illustrate our commitment to integrating economic, environmental and social performance to drive business decisions.

To learn more, check out SAP at COP26 and SAP solutions for sustainability.

About SAP

SAP stands for Systems, Applications, and Products in Data Processing (Anwendungen und Produkte in der Datenverarbeitung in German). SAP was founded in 1972 in Walldorf, Germany and now has offices around the world. SAP innovations help more than 400,000 customers worldwide work together more efficiently and use business insight more effectively. Explore our leadership, history, sustainability, diversity, FAQs, and more.

VALIDERE

A MODERN APPROACH TO ERP FOR THE OIL AND GAS INDUSTRY

Article By ***Nouman Ahmad***
Co-founder and CEO, Validere

Today's global energy supply chain consists of $40 trillion dollars' worth of oil and gas commodities. Despite its size and the billions in investment that has gone into managing it, a lack of transparency into commodity inventories still exists, trapping significant hidden value that has yet to be fully realized.

A Lack of Visibility Lead to Deadly Consequences

A 2013 rail disaster provides an unfortunate illustration. A massive freight train accident near the town of Lac-Meganitc in Quebec, Canada resulted in the fire and explosion of multiple tank cars carrying crude oil that killed 47 people. Multiple factors contributed to the accident, but investigators were surprised by the speed and ferocity of the fire. Eventually, the post-accident investigation revealed that dissolved gas content in crude oil transported by rail at the time varied widely and could sometimes be dangerously high for standard tank cars. The lack of visibility to the actual crude composition was a major contributing factor to the accident's scale.

While regulatory and business practices were adopted to prevent a similar disaster, a residual lack of visibility into the volumes, quality, and composition of commodities still contribute to operational, commercial, and environmental inefficiencies.

Energy companies take numerous measurements of the quality and volume of the commodities at various points in the supply chain. The challenge is making the data accessible and usable. The data has traditionally been siloed at remote production sites because of the cost of data transmission. The data is also "messy," more so than with other industries. It usually contains errors because of fouled or uncalibrated sensors that result from measurements taken with sophisticated scientific equipment far from scientists. Lastly, while it may be technically possible to measure some inventory properties, it may not be practical. Either the equipment is too expensive to deploy widely or is not feasible because of the lack of qualified field personnel to maintain the equipment. The result is gaps in inventory data.

In a nutshell, no system of record for the inventory management of this complex supply chain exists that is complete, accurate, and auditable.

Big Data and Analytics Meets Modern Inventory Management

To modernize the inventory management of the energy supply chain, companies can leverage big data and analytic technologies that have transformed other industries. Oil and gas companies can utilize high-speed 5G broadband to inexpensively connect remote facilities that previously would have had to depend on expensive, slow satellite data connections. The data can then be cost-effectively consolidated into a single repository in the cloud for easier access, the first step to monetizing it.

Unlike other supply chains, however, oil and gas inventory quality and composition can change significantly from when it first emerges from a well to the point of final refinement. Commodities are mixed to form new blends or are processed into separate components of varying value. Along the way, some of it evaporates. To understand the true state of the

inventory, a digital fingerprint of the molecule must be created, and its genealogy tracked as it progresses through the supply chain.

Achieving this requires four steps to make the existing data useful.

1.)First, organizations should collect data directly from native data sources that include unstructured data in paper formats, spreadsheets, databases, and data formats from SCADA systems. Forcing energy companies to do the data engineering to convert their bespoke data into a standardized format introduces a significant friction point.

2.)Second, they should validate the data using advanced analytics to address incorrect sensor reading or manual entry errors.

3.)Third, the data likely needs to be augmented using digital models to address data gaps. Users also can add third-party data like market pricing to enable the discovery of additional insights.

4.)Lastly, the data structure needs to be auditable so external parties such as customers, partners, investors, and regulatory bodies can trust it.

Better Business at the Molecular Level

The creation of a universal data layer of the ever-changing inventory that is complete, accurate, and auditable yields commercial, operations, and environmental benefits.

Commercial teams can now market the full value of their products' attributes and transact transparently and efficiently. Producers that leverage analytics to identify ideal buyers for their crude oil and natural gas composition can receive higher prices. Based on market demand, buyers can now dynamically mix raw commodities to produce blends that yield the highest margins.

Operations teams can improve the efficiency and effectiveness of the processing and transporting of commodities to fulfill transactions. With greater clarity on the inventory volumes and attributes, facilities can run at higher throughputs and produce higher yields consistently. In addition, off-specification products, a traditional source of hidden margin loss, can now be rejected before a company takes custody.

Lastly, energy companies also can reduce their environmental impact during the production, transportation, and processing of oil and gas. By understanding the source and location of "product loss" in the form of greenhouse gas emissions (e.g., methane and carbon dioxide) along the supply chain, companies can mitigate those fugitive emissions. The demand for "green" energy commodities is growing so energy companies can capture new revenue for responsibly sourced products.

As they navigate the energy transition, oil and gas companies are being hard pressed to maximize the value of their operations while reducing their environmental impact. By adopting the latest digital technologies, companies can modernize their inventory management and unlock new sources of financial and ESG value.

About Validere

Validere is a leading data and analytics SaaS provider that is digitally transforming the world's largest supply chain to be more sustainable and efficient. Our Product Data Cloud enables energy companies to aggregate all commodity inventory data into a complete, accurate, and auditable repository that allows them to create a real-time digital fingerprint of the molecule. More than 40 of North America's leading energy companies now realize the full value of their commodities through higher commercial margins, reduced operational costs and risks, and meaningful ESG progress.

SYNTAX ACHIEVES PREMIER PARTNER STATUS IN THE AMAZON WEB SERVICES (AWS) PARTNER

Cloud services firm continues strong global momentum following a $300 million investment and over 1,500% growth in five years

Syntax, a leading multi-cloud and mission-critical applications managed cloud provider, announced the company has achieved Premier Partner status in the AWS Partner Network (APN). As a Premier Partner, Syntax has differentiated itself in the AWS Partner Network by demonstrating expertise and notable success in helping customers design, architect, build, migrate, and manage their workloads on AWS.

Over the past five years, Syntax has grown 1,500%, achieving record growth in the industry. Earlier this year Syntax acquired Linke to expand SAP on AWS capabilities across EMEA. The company also launched the Syntax and AWS SAP Migration Factory to give customers the confidence they need to quickly, securely and cost-effectively migrate their mission critical SAP and integrated applications on AWS. Having already achieved several SAP, MSP, and Oracle competencies Syntax is uniquely positioned to support the needs of AWS customers. Most recently, Syntax achieved SAP Competency Partner status, earned its AWS Microsoft Workload Competency, and joined the AWS MSP program. With its newly minted AWS Premier Partner status and recent $300 million growth investment, the company will continue fueling global expansion while further supporting its customers and employees.

"Syntax has grown its AWS expertise significantly over the past several years and we're excited to see it culminate with our AWS Premier Partner status," said Christian Primeau, Global CEO of Syntax. "Committing to innovation is mission-critical right now. Companies unable or unwilling to keep up with the pace of digital transformation will be overshadowed and out-run by their competitors. With our AWS Premier Partner status, strong financial and global growth position, Syntax will continue building on our world-class services and support to further enable our customer's innovation strategies."

To be recognized as an AWS Premier Partner, companies must complete a rigorous approval process demonstrating their AWS proficiency. This involves gaining accreditations and certifications, exhibiting a long-term investment in their relationship with AWS, and displaying extensive expertise in deploying customer solutions on AWS. AWS Premier Partners also have a strong team of AWS Trained & Certified technical consultants and have deep expertise in project management and professional services.

"The entire Syntax team is honored to achieve AWS Premier Partner status after a momentous year for Syntax," said Marcelo Tamassia, Global CTO of Syntax. "Through the continued support of AWS, in addition to our recent investment, Syntax is making significant global headway that will provide the most comprehensive multi-cloud and multi-ERP solutions to our world-class customers."

To learn more about Syntax's services and AWS expertise, visit the company's website.

About Syntax

Syntax provides comprehensive technology solutions to businesses of all sizes with over 800 customers trusting Syntax with their IT services and ERP needs. Syntax is a leading Managed Cloud Provider for Mission Critical Enterprise Applications. Syntax has undisputed strength to implement and manage ERP deployments (SAP, Oracle) in a secure, resilient, private, public or hybrid cloud. With strong technical and functional consulting services, and world-class monitoring and automation, Syntax serves corporations across a diverse range of industries and markets. Syntax has offices worldwide, and partners with SAP, Oracle, AWS, Microsoft, IBM, HPE, and other global technology leaders. Learn more about Syntax at www.syntax.com.

sage Intacct PERCIPIENT WINS SAGE INTACCT PARTNER OF THE YEAR AWARD

Record new business and customer feedback sees leading business software consultancy recognised as the number one Sage Intacct partner in the UK

Business software consultancy Percipient announced that it has won Sage's Intacct Partner of the Year award.

Sage – the market leader in cloud business management solutions – hosted its UK & Irelandannual partner event at The Belfry, Birmingham, where Percipient was awarded the prestigious accolade. The win was based not only on sales volumes, but successful projects and customer feedback from across numerous teams. Having been selected by Sage in 2019 as a launch partner for Sage Intacct, Sage's award-winning, cloud-based financial management platform, the partnership has gone from strength to strength. Despite the challenges faced by businesses as a whole in 2020 and 2021, Percipient has delivered many successful projects to organisations in the hospitality and other industry sectors during that time, with a plethora of benefits already driving performance for organisations, such as Hastings Hotels.

"Percipient shares Sage's values and commitment to customers," comments Paul Struthers, Managing Director, Sage UK&I. "Over the past 12 months, it has stood shoulder to shoulder with our joint customers to deliver solutions that unlock business potential.

"Percipient has a focus on the hospitality industry, a sector that was particularly hard hit by the pandemic. Through consultation and value-add expertise, Percipient has been able to help these vital businesses make the right decisions to secure their long term future.

"This vertical focus, transformation capability and focus on the customer is why Precipent was named UKI Sage Intacct Partner of the year."

"It goes without saying that I'm delighted to be able to accept this award on behalf of Percipient," comments Chris Stock, Managing Director, Percipient. "The fact the award recognises feedback from both the customer and enablement teams, is testament to the hard work and dedication of the entire organisation, to say we're proud is an understatement."

"This was Sage's first live event in the UK since the lockdowns which made it all the more special, and it was incredible to be able to celebrate with our Sage colleagues."

About Percipient

Percipient is a consultancy specialising in cloud-based Enterprise Resource Planning (ERP) software to help business to transform the way they work. Bringing together over 16 years of experience with a wealth of industry knowledge, Percipient provides multi-dimensional business management solutions that give its customers complete visibility of their performance whilst also ensuring full compliance.

About Sage Partner Awards

Every year, Sage celebrates growth and customer success with its annual Partner of the Year awards. The awards recognise a Partner of the Year for each strategic Sage product, as well as an overall Sage Partner of the Year.

WHAT ARE THE ERP TRENDS THAT WILL TRULY MATTER IN 2022?

Article By ***Chenthil Eswaran*** *,*
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"Software is just too expensive" is a common myth that has caused enterprises to hesitate about ERP modernization. However, there's some truth to it. After all, it's well-known that effective future-ready ERP systems don't come cheap. But this hesitancy has lately become an insurmountable barrier for those looking to stay competitive, given that ERP is the lifeblood of teams like HR, marketing, sales, legal, finance, facilities management, etc.

Since 2019, enterprises have also been under a lot of pressure to optimize their operations amid remote working conditions. Hence, it's no surprise that they're spending more than ever before, enabling IT efficiency. Gartner has even predicted that global IT spending would reach $4.5 trillion, which marks a sharp increase of 5.5% in 2022, with the enterprise software at 11.5%. And ERP systems are poised to be at the front of the center of new technology adoption. So, what's on the near horizon for them?

Let's look at what 2022 is likely to have in store.

Top ERP trends to watch out for in 2022

Fully mobile ERP: A new Uberization era

If you're wondering whether you read about this trend last year, you probably did because mobile ERP has been a watercooler conversation for years. But it's important to note that being accessible on mobile devices and adopting a mobile-first strategy is completely different. The fact is that mobile ERP is yet to mature as many have merely enabled the system to be mobile-compatible.
In 2022, as we head towards an uncertain future, enterprises will look to start bringing in seamless 'anytime, anyplace' ERP availability by creating an app-based system. This proverbial Uberization of ERP will simplify how users can easily familiarize themselves with its functionalities and maximize its potential.

Cloud acceleration: From good-to-have to must-have

SaaS-based ERP was not exactly a breakthrough technology in 2020. But when the need for technology supersedes the availability, enterprises begin to feel the heat, as the pandemic has proved. With remote work becoming the new normal, taking ERP to the cloud has become mandatory. As reports have shown, nearly 50% of employees in the US alone have moved away from cities and claim to have no plans of returning. It also means that cybersecurity issues could prove to be a disaster for systems with weak governance protocols. This is already an industry-agnostic problem, as evidenced by a recent ransomware attack by hackers on one of the largest refined products pipelines in the US – causing a temporary shutdown.

In 2022, there will be an uptick in accelerated cloud usage, focusing on improving security and compliance to deal with these new realities.

Advanced data analytics: A brave new spreadsheet-less world

Once again, this may sound familiar because data analytics seems like a no-brainer, considering the frequency and volume of data fed into ERP systems. But the running theme of 2022 would be about being more focused on adoption or gaining technology maturity. In simpler words, it's about moving to a spreadsheet-less and agile ERP system that is less about displaying snazzy data visualization and more about providing actionable insights.

Getting ad-hoc reports and heaps of ERP-related data analytics is only half the job. In 2022, enterprises would be looking to finish it and elevate their predictive decision-making capabilities.

Real-time data: Strike when the information is hot

The ability to provide real-time data is invaluable since multiple teams tend to leverage the ERP system – from operational teams executing day-to-day work to C-Suite executives making strategic decisions. Hence, there's a greater need for information transparency, which could help enterprises get past potentially now-or-never situations. It can also make it easier for users to communicate and collaborate in real-time – thereby empowering the system to deliver smarter data analytics at an accelerated pace.

There's no doubt that data volume is a challenge, given the explosive increase in the number of digital touchpoints. But, as earlier mentioned, accelerated cloud adoption would present itself as a major problem-solver in 2022.

Hyperautomation: Doing more with less

Maximizing ERP ROI depends on how efficiently, conveniently, and quickly your teams can use the system. There are no silver bullets to ensure this happens, but hyper-automation certainly comes close by helping them avoid repetitive, mundane, or even complex tasks. Hyperautomation can eliminate delays, inaccuracies, and inconsistencies typically associated with ERP processes by automating complicated workflows. It also facilitates digital onboarding of resources, reduces the ERP implementation cycle, and unearths new automation opportunities.

In 2022, enterprises will rely on hyperautomation to bring agility and scalability while using its cognitive prowess to bid farewell to unstructured data inputs.

AI: Still the latest trend in ERP

Artificial Intelligence (AI) has been called the "latest trend" by enterprises for so many years that at this point – it sounds a bit fishy. For instance, AI technologies like RPA have already proven to drive seamless ERP operations. So, is AI really a trend anymore, considering ERP process owners are still trying to increase the scope of A-based automation? The answer is a resounding "yes," as there's a big difference from being AI-based to a fully AI-driven ERP system.

In 2022, enterprises will look to infuse their ERP systems with decisioning intelligence – from making recommendations for the next best actions to business planning. In addition, it can result in streamlined workflows that manage key processes like vendor payment/exit/discounts, etc.

Final thoughts

Even just a few years ago, it seemed reasonable that enterprises could get away from undertaking ERP modernization initiatives by playing the "Software is too expensive" card. Others used the "My ERP system is just different" excuse. As we approach the end of 2022, these excuses can no longer be tolerated due to irrevocably changing market and workplace dynamics. The pace at which ERP systems are evolving has picked up too. For instance, while still in its infancy stage, autonomous ERP is gaining momentum with the promise of minimal human intervention while fulfilling critical business requirements. IoT integration is also making its way into ERP systems – allowing real-time data exchange for actionable accuracy.

But as John Maeda - a popular technologist - once said, "Simplicity is about subtracting the obvious and adding the meaningful." And in 2022, enterprises must aspire to look at ERP modernization – one meaningful step at a time.

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TURNING POINT: 5 KEY ERP TRENDS FOR 2022 — AND HOW VENDORS MUST EVOLVE

Article By ***Mary Sibley & Jason Schaps*** *,*

We've reached a turning point.

After nearly two years witnessing COVID-19 seep into every corner of our lives like an uncontainable water leak, things are finally beginning to look up. Or, at least, look more stable. Because today, it's clear there is no going back to the way things were — this is the New Normal, for better or for worse.

As a result, companies and their leaders are no longer reacting to COVID like any old disruption. Instead, they're reflecting — and looking to become more proactive in 2022. Just look at the data: Three-quarters of CFOs expect capital expenditures to be high going forward, and 80 percent expect revenue to grow continually. This calls for a robust and resilient business foundation, one that transforms the soft underbelly of the company into a strong core — and one that prepares the company for whatever comes along next. For many, this means reimagining their approach to ERP.

Too many executives view ERP as a formality, as something that requires the bare minimum investment to make it go. Too many executives are doomed to fail.

To successfully build a modern digital enterprise, ERP must be embraced as the heart and lungs of the operation, as a true resource planning system that enables companies to easily adopt and evolve business models, manage change at pace, orchestrate internal and external resources, and use the predictive power of artificial intelligence.

A Living, Breathing Organism

ERP, though, is also at a turning point. With work itself being reimagined nearly every day, fixed and ideal ways of working hardly even exist anymore. This calls for modern ERP systems to be more adaptable and amenable to change than ever. Automating processes or tasks — and expecting them to be unchanging — will simply be unrealistic in tomorrow's reality.

Think of some of the trends ERP vendors are facing:

•**Executives Crave Quick Wins** — ERP cannot be sold as an 18-month transformation process. Today's leaders simply aren't interested in that timeline. They want to know how they can show progress in three, six and nine months — and how they can lead their companies into the future with each step.

•**Customers Expect Cloud Capabilities** — The world is moving towards the cloud, and the ERP software industry is adjusting, increasingly offering users cross-platform or mobile-native capabilities in recent years. However, legacy vendors must ensure they match the robust integration capabilities of their pure-cloud counterparts — and show customers they are on the cutting edge.

•**Young Talent Expects Intuitive Systems** — Will the old way of doing things empower the next generation of the workforce? Long-standing employees may like — or, better yet, be used to —legacy processes, but the days of their prevalence are numbered. It shouldn't take detailed instruction or lengthy training to learn how a system works. To embrace talent of the future, business management software must be as intuitive as the apps we're used to running on our phones.

•**Businesses Want to See the Future** — Modern navigation apps don't just tell us how to get to a place. They go further, warning us of potential accidents, roadblocks and slowdowns along the way. ERP systems must function similarly, expanding reporting capabilities into predictive ones that offer a peek around the corner, using next-generation technologies like AI and machine learning.

•**Leaders Want Solutions to Fit Their Industry** — Continuous ERP customization is also likely headed to the dustbin of history. In its place, organizations will want solutions specifically tailored to their industry. This means vendors must offer personalized solutions, ones that can support customer needs without extensively altering code.

Simply put, ERP systems and the associated operating models must be equipped for change, able to support increased revenue, greater productivity, improved asset utilization, mitigate risk and more — whatever industry, situation or reality they find themselves in.

The Art of the Possible

Vast Bank is the first nationally chartered U.S. bank to enable customers to manage cryptocurrency assets within their bank accounts. The CIO of the company, Stephen Taylor, recently talked with one of the authors of this piece about the importance of ERP and the cloud in the work they do — and in the ways they innovate. Specifically, Taylor said ERP in the cloud has helped the company to embrace improved real-time functionality, making it easier to react quickly to change. The bank has also seen business management solutions improve their customer intimacy, better supporting their overall mission in ways they were simply incapable of previously.

This is the kind of forward-looking mindset necessary to lead and succeed tomorrow and all the days after it. Companies that say, 'My old stuff works fine' are doomed to set themselves behind. Think about it: Do you really want to keep things the way they are because you're comfortable with what you have? Or do you want to leapfrog the competition?

A friend of the authors lives in a downtown area, and a high-rise condominium is being built pretty close to where they live. From start to finish, the project was expected to take about a year and a half to complete. Nearly 30 stories high, million-dollar units, waterfront views — the whole nine yards. Strangely, something the friend said about the construction process made it a perfect analogy for ERP in the cloud. How?

Well, as it turned out, many of the initial months of construction seemed to be spent going downward, not up. The builders spent a ton of time drilling into the ground. But were they actually going backwards? Were they actually doing nothing? Of course not. They were fortifying a strong, wide and reliable foundation. Now, think of ERP and the business. Without a good foundation, how could the rest of it even function? Sure, it may not all happen overnight, but each piece is of vital importance. Because once you've got the foundation, you can build all the levels you need on top of it.

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Mary leads the North America SAP S/4HANA Center of Excellence responsible for collaboratively working with customers to discover the value of SAP's new digital core and learn how to most effectively migrate to this next generation solution.
Mary has over 40 years of business experience spanning a wide range of industries and roles including:
Global Dean of internal Sales enablement for SAP AG
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Mary is a CPA; holds an MBA from Babson College with a finance concentration; and graduated from Boston College School of Management, Honors Program with degrees in Accounting and Computer Science.
Mary is a recipient of SAP's Distinguished Leader award and named Who's Who Women in Business and Who's Who in Colleges and Universities. As the head of Cloud – RISE at SAP North America, **Jason Schaps** is responsible for creating a cohesive go-to-market strategy for SAP's Cloud ERP Solutions. In this role, Jason helps our customers shape their digital transformation journeys with our RISE with SAP offering.

Since joining SAP in 2012, Jason has had a number of sales leadership roles. Most recently, he was the regional vice president on SAP's Strategic Sales Team leading transformational engagements with customers throughout North America. Previously, as the vice president of Sales in the Midwest Market Unit, he carried out the vision and strategy for the manufacturing business across five major lines of business: Digital Core, Platform and Technology, Analytics, Customer Experience, and People. Jason also served as the Chairman of SAP's Leadership Council focused on addressing customer challenges and helping develop young talent.
Prior to SAP, Jason began his career in the software industry as an account executive with Softchoice Corporation and later held enterprise sales roles at Symantec and Oracle Corporation. An active member of the community, Jason volunteers regularly for Junior Achievement (the nation's largest organization dedicated to giving young people the knowledge and skills they need to succeed) and Chicago Tech Academy (an educational community that educates, empowers, and connects a diverse next generation of entrepreneurial thinkers to thrive in a digital world).
Jason earned his bachelor of science degree from the University of Illinois in Champaign, IL. Jason is married to his wife Jennifer, and together they have three children, Oliver, and twins Noa and Dylan.

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OptiProERP MANUFACTURING

WHERE IS ERP HEADED IN 2022 AND BEYOND?

*Article By **Allan Lessing** ,*
Director of Customer Solutions, OptiProERP

As the business world evolves and technology advances, so have and will Enterprise Resource Planning (ERP) systems. ERP solutions are adapting to take advantage of innovative technologies and to meet business needs and customer demands.

With all of the disruptions from the pandemic, more businesses are looking to invest in ERP solutions to utilize modern functionalities to be more proactive, productive, and efficient. Modern ERP systems can help transform businesses with increased automation, better business insight, and streamlining operations. Below are the key trends for ERP systems over the next year and beyond.

More Movement to the Cloud

Cloud ERP continues to gain momentum as fears of security issues have diminished, and as more businesses look for mobile capabilities, leaner IT infrastructure and overhead, and lower costs. An increasing number of small businesses are adopting cloud-based ERP as it requires minimal startup costs and involves apredictable monthly payment that includes all upgrades and maintenance. It is also popular with smaller businesses as it doesn't require in-house IT resources andis more scalable as they canstart with the modules needed and add functionality, users, and cloud resources more cost-efficiently as they grow.

Cloud ERP provides businesses with the ability to digitally transform by supporting modern technologies such as AI, machine learning, Big Data, and IoT. It is expected that the cloud ERP market will grow at a CAGR of 17.4% from 2020 to 2025 reaching $101.1 billion.

Artificial Intelligence and Other Technologies that Drive More Efficiency and Productivity

Businesses are looking to take advantage of the functionality artificial intelligence (AI) has to offer and the data it provides. To utilize new technologies, ERP systems are adapting to allow for intelligent tech integration. These intelligent ERP (iERP) systems will integrate with Industry 4.0 technologies to more effectively maintain supply chains, prevent machine downtime, understand customers' needs, locate inventory, and produce products.

Integrating with technologies such as robotic process automation (RPA) and even more seemingly simple solutions, such as electronic signature software,makes it easier and quicker for employees to do their jobs to include even the smallest of tasks. Today's employees expect companies to utilize modern technologies so implementing them helps to attract and retain employees as well as increase the speed and accuracy of transactions, all of which benefit an organization.

ERP systems have machine learning and virtual agents built into them andgather information on customer demand, supply chain issues, and logistics which can be used to help improve customer satisfaction. ERP with AI functionality shows where there are inefficiencies in processes and wasted resources so they can be resolved. iERP can use algorithms to monitor a production line from start to finishto optimize workflow. It can also automate financial processes to make them faster and more accurate while identifying different types of invoices to categorize them accordingly. The added data from these technologies provide greater insight into customer behaviors and more accurate forecasting.

AI in ERP can also help Human Resources by analyzing information about applicants to identify good candidates and about current employees to identify situations such astraining that need to be completed or if a review is coming due. iERP virtual assistant capabilities help with sales and service and these assistants self-learn to perform better and handle more situations. This technology allows human staff to have greater time to address more significant tasks and provides data to better understand customer needs.

Mobile is Becoming a Necessity

As the need for people to conduct business everywhere increases, so does the importance of mobile capabilities in ERP systems. Mobile ERP enables workers on the plant floor or in the warehouse to perform tasks away from their workstations. Sales and service reps can conduct work in the field and capture data right away to avoid redundancies and errors.

With mobile ERP, managers have real-time visibility to information on the go so they can handle situations immediately before they escalate. Communication and collaboration are improved since staff on the move still have access to company information and can discuss it with other employees and be working off of the same data. Mobile ERP increases productivity since everyone can work on their laptops, smartphones, or tablets anytime and anywhere as long as there is an internet connection.

More Personalized ERP Solutions

Businesses are looking for solutions that are more suited to how they operate rather than trying to use a one size fits all system that doesn't meet their needs. Industry-specific solutions provide the functionality for the unique requirements of certain industries. Industry-specific ERP is created with an understanding of how that industry vertical operates with features that help with industry-specific operations as well as general business processes.

Having an industry-specific solution avoids customization that can be costly and problematic down the line when updates are needed or if another application is added due to systemfunctionality being altered.For that same reason, internal IT staff are usually needed to assist with updates to customized ERP systems so they continue tofunction properly afterward.

ERP is also on track to become more user-friendly and intuitive, with simpler interfaces for users to more easilylearn the software. Customer needs are also being addressed with dashboards that they can design to meet their needs and virtual assistants that can work with both text and voice to help with questions about orders. The expectations of modern ERP are for it to be flexible, easy-to-use, fast, and have AI functionality built-in.

Additive Manufacturing / 3D Printing

Many manufacturers are making use of additive manufacturing or 3D printers to help them create prototypes or even production parts. 3D printershelp manufacturerscreate customized products and overcome gaps in the supply chain. ERP that can utilize additive manufacturing helps determine when a 3D printer will be needed so planning for its use can be scheduled.Since ERP helps to forecast demand and bottlenecks, it also helpswith planning for the amount of 3D printers that will be needed for production.
ERP systems track all of the information around additive manufacturing including raw material procurement and pricing, management of inventory for both printers and materials, and licensing deals needed for designs and relationships with suppliers. ERP also keeps track of when service is needed for the 3D printer, and it helps businesses to understand the costs of all resources associated with additive manufacturing to strategize how to best use this technology.

IoTConnectivity

The Internet of Things (IoT) allows for ERP to connect to sensors or physical devices. With ERP and IoT, businesses can get lots of data to manage machine performance and monitor production processes in real-time.

IoT devices are helping companies to optimize their production. ERP that supports IoT can produce equipment maintenance schedules and showunused assets and underutilized machines across the company. ERP using IoT can help businesses achieve better operational excellence, efficient workflow, and more accurate decision-making.

Two-Tier Model for Multiple Locations

Companies that have multiple locations may adopt a two-tier approach which means they have a legacy or Tier 1 system at their main location that may be highly customized, and run a Tier 2 or Cloud ERP at their subsidiaries. If subsidiaries are in other countries, the Tier 2 system can accommodate their language and currency requirements and still be connected and work with the Tier 1 system. The two systems would be integrated so data flows from Tier 2 systems to the Tier 1 to enable the corporate office to have visibility to what is happening at the other locations.

This approach is more economical for companies as the main location may need a more complex and expensive system

than the subsidiaries do. Implementing cloud ERP at remote locations is quicker and lower in cost with an easier user interface to learn. Usually, the main location will handle such things as finance, human resources, and procurement, and the Tier 2 systems will manage sales, marketing, and manufacturing processes.

Support for Digital Marketing

Marketing isn't discussed much when it comes to ERP systems, but it's an essential part of a business that needs to be supported by ERP. ERP systems are incorporating more marketing capabilities to include working with social media platforms to be able to post, utilize links, and gather analytics.

Even if businesses don't use an ERP system for their marketing – perhaps the system doesn't have strong enough marketing capabilities or they already have a marketing solution in place – they still need to utilize data from ERP to help strategize. ERP systems provide key information such as peak sales periods, customer pain points, what items sell the best, what items are reaching shelf-life expiration, what items could be paired together, etc. This business intelligence provides important insights to better determine where to focus marketing efforts.

What's Ahead?

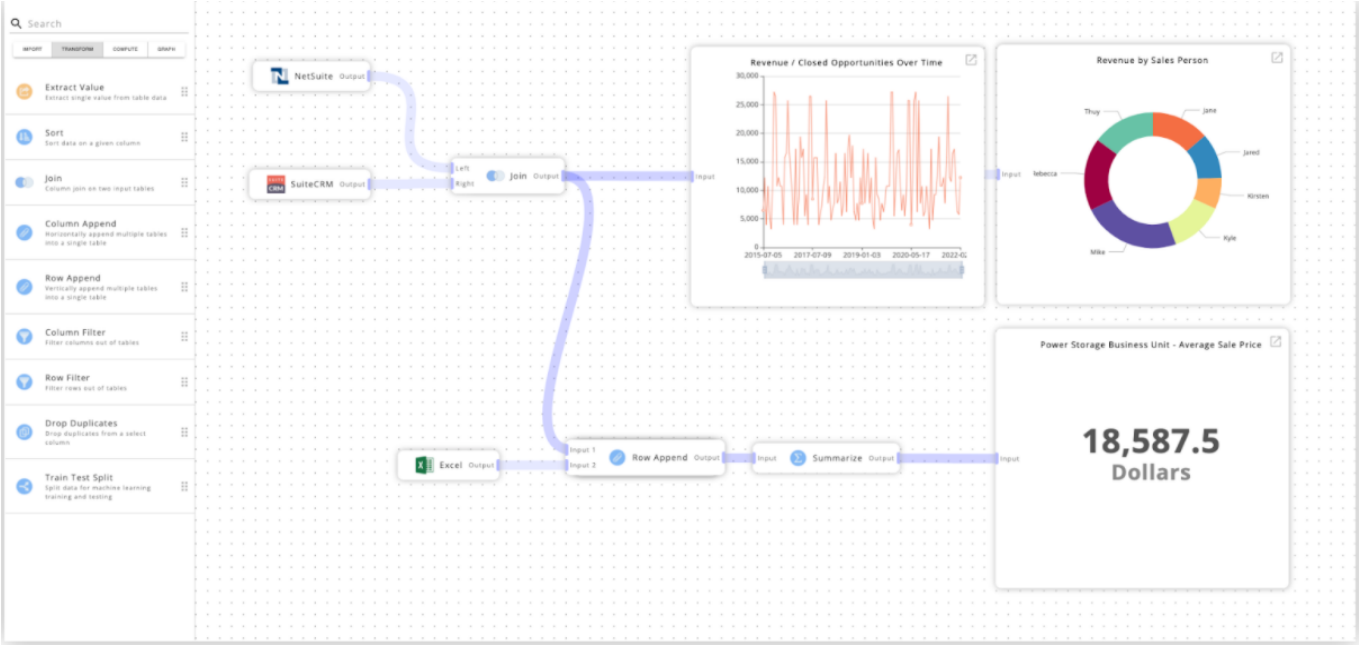
Technology will continue to advance and ERP vendors will incorporate these innovations as there becomes a need for them. More companies will move to the cloud as the need for greater flexibility and modern features grows. Small businesses will take advantage of cloud ERP to optimize their operations and gain insight for future growth.
All of the supply chain disruptions from the pandemic will push ERP system vendors to expand capabilities in this area. Challenges with the world economic situation are likely to continue and it will be important to have strong forecasting and analytical functionality to help with supply chain management. It will be interesting to see whatfuture technology innovations evolve that develop into new ERP trends.

As the Director of Customer Solutions, Allan Lessing serves as OptiProERP's resident operational and business process advisor, ensuring that the global team from sales, implementation, and customer success, has a deep understanding of each customers' operations. Allan is also responsible for best practices to help customers optimize their business processes. Allan has more than 35 years of hands-on manufacturing operations and IT systems experience.

About OptiProERP

OptiProERP is an industry leading ERP solution for manufacturing and distribution. OptiProERP delivers best-in-class industry functionality embedded into SAP Business One, the market-leading business management platform for small and midsize enterprises. Customers gain an end-to-end business management solution, including financials, accounting, sales, CRM, and industry-specific functionality that fully leverages deep industry expertise of over 20 years dedicated to serving manufacturers and distributors.

OptiProERP is an eWorkplace Manufacturing solution. eWorkplace Manufacturing is SAP's strategic industry partner for manufacturing and distribution and its first OEM partner as part of SAP's global PartnerEdge Program. Serving manufacturers and distributors for over 20 years with OptiProERP and BatchMaster as its two ERP solutions, eWorkplace Manufacturing has gained the trust of over 3,000 customers globally.



polyture.

THE FUTURE OF MID-MARKET DATA ANALYSIS

*Article By **Kyle Foley** ,*
Co-Founder of Polyture

I speak to middle market companies every day. My goal is to learn about their data workflows and the various software applications they rely on to run and manage their businesses. Each case is unique, with specific requirements that depend on industry, location, budget, and structure.

On the majority of these calls, business leaders are frustrated. They understand that their data has value, and see how bigger players in their space are benefiting from data-driven strategies, but have no idea where to begin themselves. This is due to how the software landscape evolved over the past decade.

The 2010s are largely regarded as the era of big data. Modern, inexpensive cloud systems led to the widespread availability and adoption of cloud-based software such as ERPs.
Large enterprises led this charge, so data tools were developed exclusively for their needs. The middle market was left behind.

As we progress through the 2020s, data platforms like Polyture are correcting this problem by making data tools accessible to anyone.
Let's imagine a modern mid-market manufacturer. They keep track of their inventory and production lines using multiple cloud-based systems. Without advanced data analytics software, this business is reactive instead of proactive, relying on intuition and built-in reporting tools.

With visual analytics tools like Polyture, an operations intern with basic Excel skills can combine data from all digital sources, and build data pipelines that solve complex business problems in real-time.

A common problem we see is procurement/demand planning. When done poorly, relevant data such as sales forecasts from CRM and shipping/logistics from ERP are siloed, monitoring is poor, and reporting is infrequent and incomplete. In practical terms, this results in production shutdowns, delivery delays, decreased customer satisfaction, and profit loss.

What's the Solution?

To start, simplified data integrations allow you to connect all of your applications in seconds. This is accomplished within a drag-and-drop environment where all data, transformations, and visualizations are represented as blocks. By connecting the blocks, anyone can create logical data pipelines that visualize the answer to any business question. These visualizations are then organized and displayed on custom, shareable dashboards.

You can click here to watch a video of this in action.

With this system, executives, department heads, and managers are executing on ideas they have had for years, such as equipment failure prediction, supply chain optimization, sales automation, and more. These examples alone are saving businesses millions of dollars, and weeks of time.

Best of all, visual analytics systems will scale with your business. As the company grows faster due to a data-driven

approach, the underlying data infrastructure will grow as well. As adoption of tools such as Polyture increases, we anticipate that the capabilities gap between the middle market and large enterprises will narrow, with the 2020s becoming regarded as the decade of data accessibility.

THE FUTURE OF ERP

Article by ***Nishant Joshi,***
Technical Writer, Sage Software Solutions Pvt Ltd

ERP solutions play a significant role in helping companies across industries counter diverse business challenges. Today, with ever-changing customer preferences and market trends, companies face unique hurdles that require out-of-the-box thinking and top-notch business management solutions.

So, if ERP systems want to remain relevant for the companies of tomorrow, they must mutate and provide readymade solutions to users.

Here are five ways ERP is evolving and becoming the lifeline for all types of companies:

1. Integration and extensibility

One of the most significant reasons for the success of ERP systems has been its ability to integrate and embrace widely used tools. For example, after the covid-19 pandemic, most ERP systems integrated productivity tools like Slack and Zoom. Moreover, ERP software has always been very flexible, meaning users with little training can operate it efficiently.

In the future, extensibility will play a crucial role as it will allow ERP systems to match business activities & processes of individual companies and allow users to build extensions (APIs) using the technology of their choice, without delving deep into the internal functioning of the ERP.

2. Chat-based ERP software

The UX of ERP software is enough to boggle the minds of an average user. An ERP system can sometimes be hard to operate when loaded with hundreds of drop-down features, multiple screens, and interdependent fields. But with new advancements, ERP software is becoming a more easy-to-use, pervasive, and self-driven tool that automatically analyzes the situation (and parameters) and then takes additional information/data from the user.

In the future, ERP software will have an enterprise digital assistant that will solve a substantial number of tasks simply by providing the best-quality conversational experience. And if the chat fails to perform the task, then the system will know how to (and what to) ask for crucial information from the user. Focus apps — specially designed for this purpose — with a narrowly defined UX can do this quickly and efficiently.

3. Vendors will offer more personalized solutions

The dependence of companies on third-party vendors for their ERP requirements has been increasing. The same pattern will continue at a far greater speed in the future also because of the following reasons:

-Companies, especially small and medium-sized businesses, lack the required resources, time, and money to implement a full-fledged ERP solution at their workplace. So, a third-party vendor allows them to access ERP software benefits at a fraction of the cost.

-One of the enormous benefits of third-party vendors is that companies don't require to keep a separate IT team to upgrade and maintain the ERP software. This way, they don't have to splurge a lot of money.

-The responsibility of maintaining the security of critical information and data lies in the hands of third-party vendors.

A few years down the line, third-party vendors will provide more personalized solutions based on a particular company's challenges. This will be a boon for companies of all sizes, especially small and mid-sized ones.

4. Integration with new advanced technologies

Industry 4.0 technologies, such as IoT, machine learning, AI, and others, are revolutionizing how business is done. So, companies are looking for ERP solutions that use modern-day technology to provide fruitful results to the company across various domains. For example, IoT devices have completely changed the face of the electronic & hardware industry, particularly the customer service part of the business. Whenever a customer purchases an electronic item, consider a microwave oven. The pre-installed IoT device sends real-time reports to the support service engineer, who can map the exact condition of the item. If any part of the oven is damaged (or has a higher probability of being damaged in the near future), the ERP system sends an automatic notification/alert to the support engineer, who can then take the required action.

Another example is that of AI that is opening new dimensions in the healthcare industry. AI technology monitors the patients' vital signs and helps in examining their real-time condition based on various parameters, including medication, treatment, dosage, medical history, genetic disorders, and much more.

Yet another example is that of machine learning technology that is helping companies gauge the change in market trends and customer preferences. This data allows organizations to identify products that customers are most likely to buy, significantly increase customer satisfaction, and diagnose issues quickly and efficiently.

5. eCommerce and digital transformation

The COVID-19 pandemic has changed the way employees work. Work from home has become the new normal and a significant percentage of people are working remotely now. This recent change has given a massive boost to eCommerce transactions. According to Forrester, remote work adoption will rise to 300% in the future. Therefore, companies are rejigging their supply chains and warehouse capabilities, enabling customers to receive products on time and in excellent quality. In the coming days, companies will prefer ERP software that will help deliver products across multiple geographies quickly and efficiently.

Nishant Joshi likes to read and write on technologies that form the bedrock of modern-day and age like ERP, CRM, Web Apps, machine learning, data science, AI, and robotics. His expertise in content marketing has helped grow countless business opportunities. Nishant works for Sage Software Solutions Pvt. Ltd., a leading provider of CRM and ERP solutions to small and mid-sized businesses in India.

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GEP®
Insight Drives Innovation

WIN THE AI ARMS RACE FOR SUPPLY CHAIN SUPREMACY AND GLOBAL DOMINATION

Article by Saratendu Sethi, Vice president of AI at GEP

Despite spending millions on SaaS platforms, nearly every company discovered that they were ill-equipped to effectively manage their just-in-time, multigeography supply chains in the face of supply-side uncertainty, labor shortages, climate disruptions, price volatility, tariffs, trade wars and cyberattacks. What's more, chronic component and raw material shortages, sky-high logistical costs and supply chain snarls are expected to continue for the foreseeable future. Today, business leaders are writing blank checks to accelerate the transformation of their ERP platforms to gain greater visibility across their just-in-time supply chains, mitigate risk, build resilience, minimize the impact of inflation and price volatility and improve profitability.

As a result, the adoption of Artificial Intelligence and Machine Learning (AI|ML) and analytics to transform supply chains is no longer experimental but rather a necessity. A recent analysis by McKinsey of 400 use cases across 19 industries predicted that AI|ML can unlock $3.5T-$5.8T of economic potential across supply chain management and manufacturing.

We're entering an arms race, and the company with the most tangible data set will win the race to global supply chain dominance! The top performers who focus on improving AI effectiveness, treat data as strategic assets and simplify AI|ML will gain significant competitive advantage. Moreover, the next three to five years are pivotal in how AI|ML will transform supply chains that were built to be cost-optimized. Without strategic leadership, the implementation of AI will dehumanize decisions, reward the lowest-cost suppliers by default and completely ignore waste, CO2 emissions and inequality.

The key to success is to create an effective, modern framework for AI|ML by:

1.Combining Quantitative Methods with Qualitative Analysis: Companies must deploy AI|ML on higher-quality data to improve demand and price forecasting accuracy, as well as enable better collaboration with suppliers. Cloud-based and API-driven ERP platforms allow seamless integrations between buyers and suppliers outside the firewalls of the manufacturer to aggregate and generate insights with greater speed, accuracy and transparency. AI|ML pipelines within ERP systems can now create and strengthen a continuous self-learning knowledge system, augmented with external data feeds such as news, customer sentiments, supplier risk profiles and other publicly available information. Leading companies are upending traditional methods like 'should-cost modeling,' which focused on weighting material input costs, in favor of advanced price

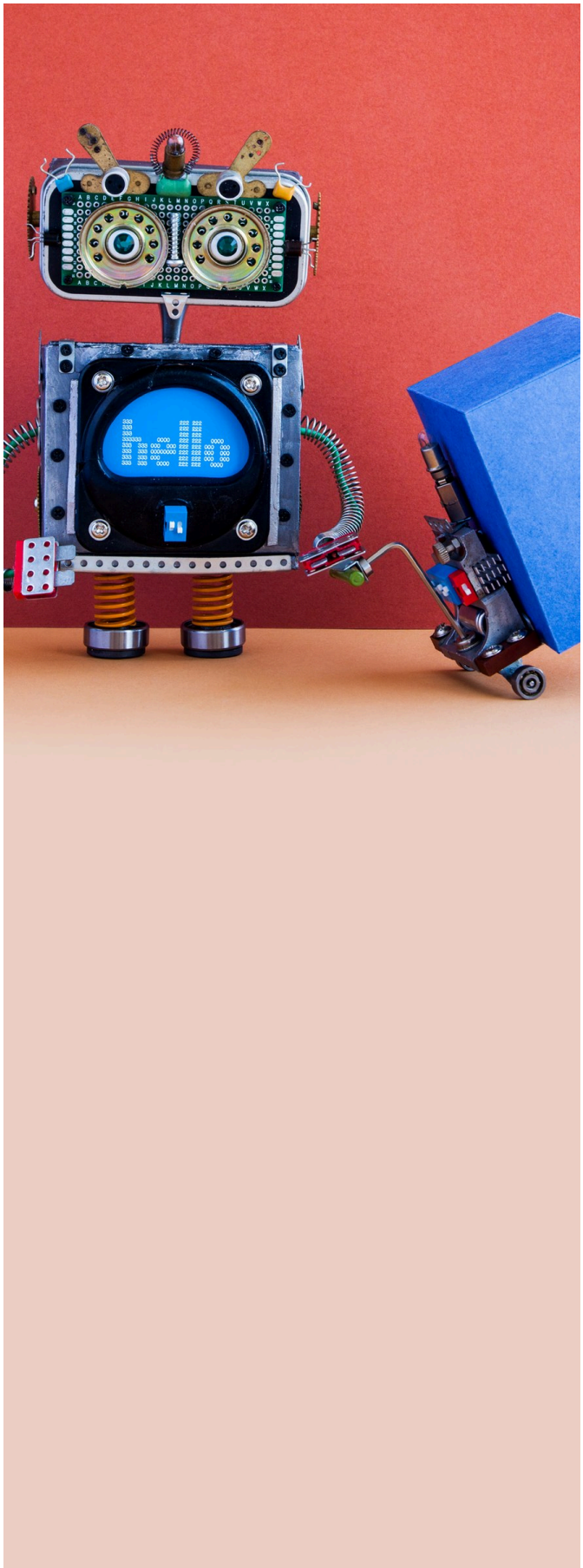
forecasting models that use up-to-date market indices such as labor statistics, duties and tariffs restrictions, commodities futures, regional suppliers, scorecards, etc. These practices, although in the early stages of adoption by the broader supply chain community, are quite commonly used in retail banks to optimize the cost of their cash supply chains.

2.Tracking Impact and Drive Sustainability: AI|ML can not only mine and provide insights about the business but also determine risk factors by bringing in the key ESG related metrics, like carbon dioxide emissions, product recyclability rate, water consumption per ton, product produced, packaging materials recycling rate, and waste recycling rate. Use ML-based recommender algorithms to incorporate company-specific goals like carbon net-zero, waste, etc., to recommend actions for driving compassionate and sustainable value. For instance, the Port of Montreal developed a logistics system called CargO2ai that uses AI to deliver medications, equipment and food products as quickly as possible by navigating supply delays and stock shortages.

3.Enabling Agility Through Digital Twins and Scenario Planning: Supply chains simply must become more agile and real time. To quickly respond to unanticipated disruptions with greater intelligence, companies are establishing AI-powered control towers as single sources of truth with end-to-end real-time data connections across multiple ERP systems, raw material flow, warehouses, logistics, people and processes. Control towers have been successfully applied to health supply chains even before the pandemic. New accelerated digital business models are increasingly forcing supply chain ERPs to evolve from a system of records to a system of results. ERPs through API-based integrations are now collecting more real-time sensor and equipment data, as well as other business system data, so that ML models can create a live execution environment and simulate scenario planning through digital twins. Control towers are aggregating KPIs, producing alerts for specific personnel and automating low-hanging rectification decision-making. Because AI learns over time, the supply chain history, decisions and preferences can be preserved to develop playbooks for handling future situations.

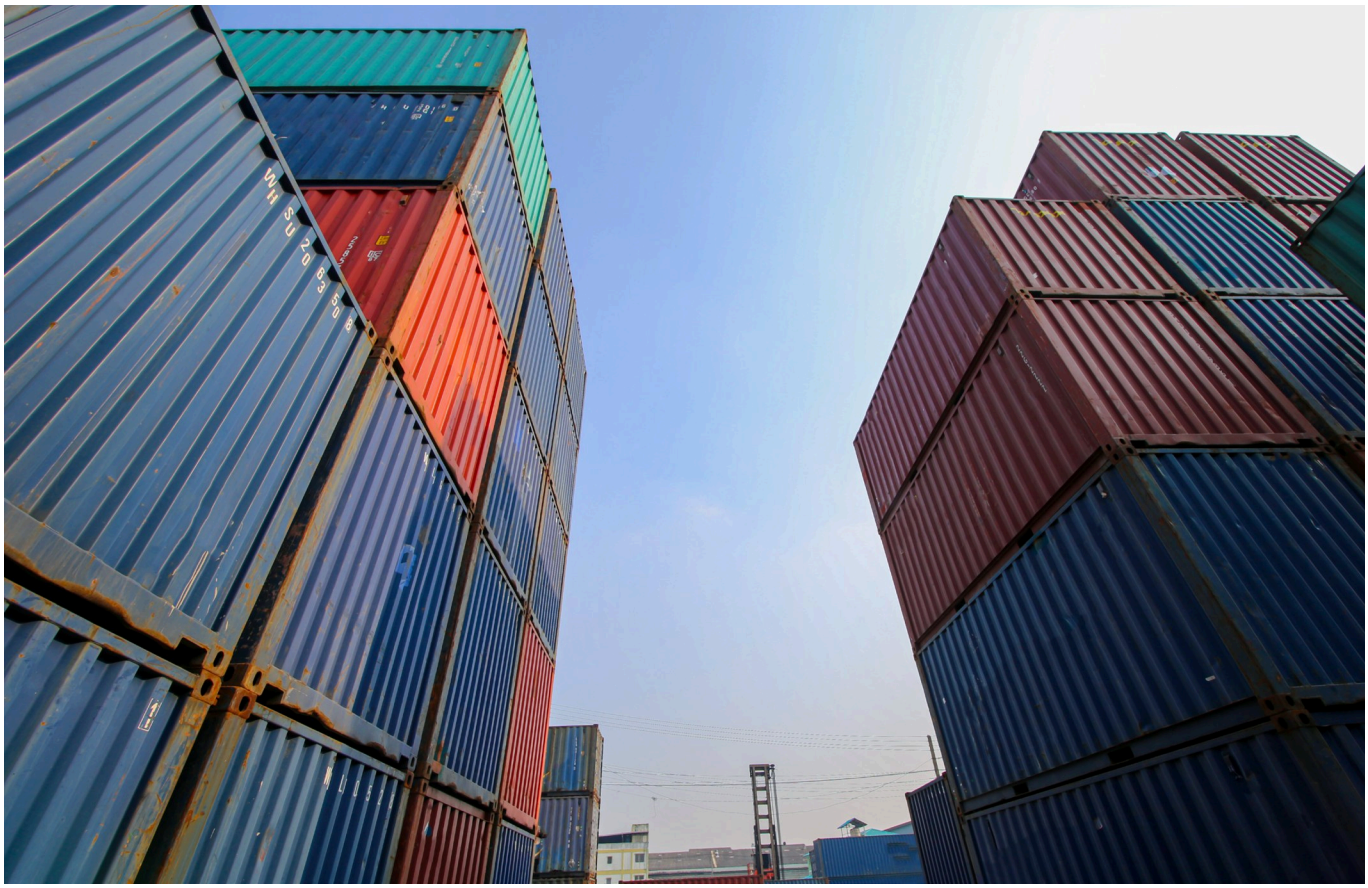
4.Deploying Conversational Virtual Agents: The ability of algorithms to take on cognitive capability (or mimic humans) is advancing rapidly, and this capability is increasingly embedded in business processes. Gartner has predicted that 70% of white-collar workers will interact with conversational platforms daily as early as next year. Companies should increasingly consider CVAs to streamline supply chain operations. For instance, CVAs are now providing guidance for routine purchases, assisting with the completion of purchase requisitions and provide contextual guidance. CVAs are also being deployed in several of our clients' order-to-cash operations, such as handling past-due notifications, invoice disputes and AI-based credit making decisions.

Many companies tend to view technology as a product. This adversely affects their bottom line, as they are often caught in the endless vortex of ERP upgrades to meet mismatched business situations. Now, thanks to AI|ML, companies can continually — and confidently — leverage data and analytics integrated with their cloud ERPs to transform their supply chain technology into a dynamic process. Failing to leverage AI|ML strategically will have grave consequences for all companies!



About GEP

GEP helps global enterprises operate more efficiently and effectively, gain competitive advantage, boost profitability, and maximize business and shareholder value. Every day, all over the world, GEP helps performance-driven enterprises realize their strategic, operational and financial objectives.



HOW CAN AI IMPROVE LOGISTICS AND SUPPLY CHAIN TRANSPARENCY?

*Article By **Emily Newton**,*
Editor-in-Chief of Revolutionized Magazine

Logistics optimization can yield significant benefits for any company. In a world where supply chain disruptions and shortages can sometimes be the norm, it may even be necessary for business success.

Artificial intelligence — and related technology like big data analytics, the blockchain and the Internet of Things — have the potential to transform the supply chain. Better information and analysis allow businesses to overhaul their supply chains for transparency and efficiency.

The Growing Value of Supply Chain Transparency

Transparency is more important than ever for manufacturers, vendors and logistics providers. Companies of all kinds are under pressure from regulators, business partners, stakeholders and customers to offer more information about their supply chains — especially how goods are sourced, produced and distributed.

Businesses that can offer this information can see benefits like improved reputation and greater consumer trust. Those that fail to be truly transparent may find their reputation damaged and stakeholders or consumers less willing to trust them to provide goods acquired with sustainable and ethical sourcing practices.

While supply chain transparency is sometimes hard to define, most logistics experts agree that a transparent business can provide information on a few key logistics areas. These include the availability of product origin documents, descriptions of supply chain practices and traceability.

The company with an ideally transparent supply chain can provide clients and stakeholders with information on where finished goods originate, how they are distributed and the potential environmental impact each supplier site may have. This can improve customer retention, which is important to 73% of chief marketing officers, and boost the bottom line.

How AI in Logistics Can Boost Supply Chain Transparency

Artificial intelligence, along with a handful of related technologies, might be one of the best tools businesses have for improving supply chain transparency. It makes it possible to use existing data sources to develop a clearer picture of where goods originate from and how they move through the supply chain.

While companies have access to more supply chain data than ever, taking full advantage of it can be difficult. Often, information is in sets too large for conventional analytical strategies to break down — reducing the ability to uncover critical supply chain insights.

AI is an excellent tool for processing large amounts of structured or unstructured data to uncover subtle patterns that other analysis approaches may not be able to find. This pattern-finding ability also makes AI effective at powering predictive algorithms that use a combination of historical and real-time data to forecast future events. This includes changing market conditions and demand or the cost of a shipment.

For example, data from timesheets, IoT sensors in shipment

containers and telematics systems can come together in an AI network to help businesses estimate shipment travel and arrival time. Dashboards and reports can provide managers with these estimates and other, related information in real-time, offering a window into supply chain operations.

This view could help businesses better understand how the goods they purchase move through the supply chain. This provides them with information they can pass on to consumers or stakeholders who want more transparency.

Artificial intelligence can also be a powerful tool in the automation of routine supply chain tasks and decision-making. Algorithmic process automation can work together with simpler robotic devices to automate invoice generation, information sharing and shipping documentation.

These automated tasks could help businesses more effectively communicate with partners, keeping them looped into their supply chain operations. This ensures the free flow of logistics information between shipping partners.

Using the Blockchain With AI to Improve Transparency and Traceability

AI can also be combined with other tools that build trust between different companies and help them develop a clearer idea of how goods get from their origin to customers.

According to data from Accenture, around 76% of business leaders agree that without a sole version of the truth, they will struggle to meet business goals.

In logistics, it's not unusual to have multiple, competing versions of the truth, each provided by different stakeholders in the supply chain. Key information about where goods originated, when they were handed off and the conditions they experienced en route can vary depending on who you ask.

Blockchain, the distributed ledger technology best known for powering cryptocurrencies like Bitcoin, can help businesses eliminate some of these inconsistencies and move closer toward a single version of the truth.

The blockchain provides businesses with a digital system for recording transactions in a verifiable and tamper-proof way. Once a record is added to the blockchain, it is almost impossible to remove or alter — meaning the system provides a document that can only be added to.

A business can use the blockchain to keep a detailed record of its logistics operations. It instantly generates logs containing information about a shipment — including location, date, shipping partner, quantity and data on shipping conditions — whenever a product changes hands or is checked into a shipping station.

This single, difficult-to-alter record of transactions allows businesses to use the blockchain to more effectively document the movement of goods through the supply chain. This is true even if many different stakeholders transport a single item.

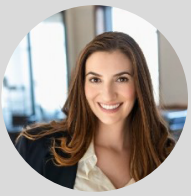
In practice, the technology should be able to offer businesses a single source of truth, enhancing supply chain trust and efficiency while also improving product traceability, visibility and compliance.

The blockchain may also help businesses reduce the administrative overhead sometimes associated with effective compliance and transparency. Companies wanting to go paperless would be able to reduce paperwork associated with the supply chain.

Using AI to Streamline Transparency and Traceability in the Supply Chain

Supply chain transparency is becoming essential for businesses that want to remain accountable to their customers, partners and stakeholders. However, true openness can be difficult to manage, especially for companies that rely on complex supply chains where many entities may handle a single item.

Artificial intelligence can be a powerful tool for businesses wanting to improve their transparency and traceability initiatives. Companies can use it to more effectively track the movement of goods, communicate with business partners and predict future supply chain conditions.



Emily Newton is the Editor-in-Chief of Revolutionized Magazine. She has over three years experience writing articles in the supply chain and logistics industries.

Global Shop SOLUTIONS ERP SOFTWARE

GLOBAL SHOP SOLUTIONS NAMES JOHN DAVIS CHIEF TECHNOLOGY OFFICER

Global Shop Solutions Names John Davis Chief Technology Officer

Global Shop Solutions, a leading developer of ERP software for manufacturers around the world, has named John Davis as Chief Technology Officer (CTO).

Davis joined Global Shop Solutions in 2004, and over the past 17 years has served the company in many different capacities including analyst, programmer, and management. Most recently he led the R&D Infrastructure Team, and his excellent programming, networking, and all-around technical knowledge has played a critical role in shaping the company's ERP software product.

"John has been instrumental in leading Global Shop Solutions technical strategy so our customers can take advantage of the benefits IoT brings to the manufacturing industry," says Erika Klein, VP of R&D. "As CTO he will define the standards for the technical excellence we hold ourselves to."

An experienced systems analyst in the computer software industry, Davis combines strong Visual Basic, Object Oriented Design, SQL, Perl, and C++ skills with a background in Computer Resource and Instructional Planning. He received his degree in Interdisciplinary Studies with an emphasis in Computer Science, Business Information Systems, and Instructional Technology from Utah State University.

"A great leader and coach for our developers, John will be responsible for raising the skill set of all our developers by mentoring and challenging them," adds Klein. "He will determine which technologies drive our product and develop our feature roadmap for the years to come."

VALMET AND INFOR CONTINUE THEIR SHARED JOURNEY TO THE CLOUD

Infor, the industry cloud company, announced that Valmet, a leading global developer and supplier of technologies, automation and services for the pulp, paper and energy industries, has chosen Infor CloudSuite for industrial manufacturers as a next step in the company's ERP-enabled business transformation, which was started together with Infor in 2016.

The target of the company's ERP renewal is to help drive a global, digital transformation of operations. The next step in the journey together with Infor CloudSuite will involve a sophisticated project to move more than 10,000 users to the cloud in over 30 countries.

As part of the project, all current on-premises functionalities will be moved to Infor´s multi-tenant cloud, using extensibility capabilities to meet Valmet's industry requirements while preserving the benefits of continuous upgrades. The solution will operate on Amazon Web Services (AWS), delivering global scale, performance, and security.

Valmet operations span manufacturing, construction, software, and services. The implementation of Infor CloudSuite will not only help retain knowledge across a wide variety of activities based on unified processes throughout these operations, but also will help deliver consistent reporting and "one set of numbers" to help accelerate and improve decision-making.

"The core objective for our original ERP renewal was to achieve operational excellence, execution and control over our complex project and contract management business," said Janne Puustinen, CIO of Valmet. "We are now set to digitally transform and exploit cloud technology to realize improvements in productivity and create a platform for long-term innovation, efficiency and growth. As a trusted partner with a relationship spanning more than two decades, Infor was a natural candidate for consideration. However, it was only Infor's current, deep commitment to our success, shown in the willingness to take responsibility for taking us to the cloud, which led us to choose them for this next phase."

"Building on the progress of our on-premises applications implementation in Valmet's current ERP program, Infor will now take Valmet to the cloud," said Joerg Jung, Infor executive vice-president and international general manager. "Valmet has realized that Infor will offer the kind of commitment that sees us bringing their industry-specific requirements into Infor CloudSuite through our extensibility capabilities. We will both help protect the company's existing ERP investment and support future growth."

About Valmet

Valmet is the leading global developer and supplier of process technologies, automation and services for the pulp, paper, and energy industries. We aim to become the global champion in serving our customers. Valmet's strong technology offering includes pulp mills, tissue, board, and paper production lines, as well as power plants for bioenergy production. Our advanced services and automation solutions improve the reliability and performance of our customers' processes and enhance the effective utilization of raw materials and energy. Valmet's net sales in 2020 were approximately EUR 3.7 billion. Our 14,000 professionals around the world work close to our customers and are committed to moving our customers' performance forward every day. Valmet's head office is in Espoo, Finland, and its shares are listed on the Nasdaq Helsinki. Learn more at www.valmet.com

About Infor

Infor is a global leader in business cloud software specialized by industry. Providing mission-critical enterprise applications to 65,000 customers in more than 175 countries, Infor software is designed to deliver more value and less risk, with more sustainable operational advantages. We empower our 17,000 employees to leverage their deep industry expertise and use data-driven insights to create, learn and adapt quickly to solve emerging business and industry challenges. Infor is committed to providing our customers with modern tools to transform their business and accelerate their own path to innovation. To learn more, please visit www.infor.com.

WHAT ARE THE TOP ERP TRENDS TO LOOK OUT FOR IN 2022?

*Article By **Erna Clayton**,*

All associations expect their endeavor asset arranging (ERP) frameworks to empower process robotization and spryness, yet in these long periods of proceeded with store network ruin and work deficiencies (a.k.a. The Big Quit), organizations expect much more from their ERP arrangements. This makes 2022's ERP patterns and forecasts even more notable. Detective Principal Analyst Predrag (PJ) Jakovljevic makes forecasts and investigates the main ERP patterns of 2022.

1. Cloud ERP Is Everywhere, But So Is On-Premise and Hybrid

Cloud ERP doesn't appear to be characteristic incorporation for a rundown of ERP patterns in 2022. We've been discussing it for right around 10 years, all things considered, and most merchants are currently cloud-just or offering both cloud and on-premise organizations or a mixture model. Be that as it may, the truth of the matter is, the "on-reason to cloud ERP switch" may not be at the midpoint yet. It isn't so much that CIOs all around the world haven't known about and thought about the cloud—it's that many haven't yet tracked down the impetus or financial plan to take the action.

However more seasoned on-premise ERP frameworks face a wide assortment of dangers. End-of-life working frameworks, troubles observing ERP DevOps staff, tremendous usefulness and innovation holes, and lacking protections against the advancing danger climate are altogether instances of the obvious risks of more seasoned on-premise ERP frameworks. ERP blackout isn't a discussion any CIO needs to have with the CEO. In addition, more seasoned on-premise ERPs are commonly a huge hindrance chasing after the computerized change. This to say, the reasoning for changing to cloud ERP is more grounded than at any other time, so the relocation will proceed. We may not see the finish of it until the second 50% of this decade.

Mixture ERP sending models will likewise keep on thriving in 2022 and then some. A few organizations actually find esteem in keeping both on-reason and cloud-based undertaking arrangements, and numerous venture programming designers recognize and take into account this interest. Moreover, numerous enormous worldwide organizations can bear to have their surroundings in their own server farms rather than relying upon hyperscalers, for example, Google, Amazon Web administrations (AWS), Microsoft, IBM, Nutanix, and others. Claiming one's own server farms, while at first capital concentrated, comes at a lower absolute expense of proprietorship (TCO) over the long haul for those that can bear the cost of it forthright.

2. Portable ERP With Real-Time Awareness Will Continue to Proliferate

Like cloud ERP, portable ERP may not appear to be a conspicuous passage for a 2022 ERP patterns report, yet the two go inseparably and versatile ERP is set to keep growing and developing.

Portable ERP was well headed to turning into the standard before the pandemic hit, however from that point forward there are presumably not very many associations that don't see the need and aren't intending to join full versatility into their ERP environments. Those organizations that had

the option to detect requests and different changes on the lookout and proceed with tasks from representatives' homes after the pandemic showed up in their domain have fared significantly better compared to those that proved unable. A large number of the organizations that died during the pandemic most likely did as such partially in light of the fact that they weren't versatile prepared. Regardless of whether the pandemic becomes dull in the coming year, the work-from-anyplace worldview isn't disappearing.

Constant information is one of portable ERP's greatest help. Versatile apparatuses give smoothed out and continuous catch of information directly from the source—for instance, during resource establishment at a client's plant, from a functioning creation floor, and so on Organizations need this exact and convenient progression of information to make more astute, better-educated business choices.

On the client the board front, constant information empowers organizations to advance the client experience (CX) through applicable data and customized suggestions assembled from various divisions and sources all while conversing with the customer.

Versatile ERP is a done deal however its venture into increasingly more organizational frameworks and cycles, and its reception by tenderfoot associations will proceed. The disconnected ability of portable venture arrangements (with information and cycles adjusting when the client is back in the Wi-Fi range) will keep on being progressively requested.

3. Wise ERP Will Make Big Gains

Deserving of notice in a 2022 patterns report is man-made brainpower (AI) and related innovations, for example, AI (ML). The joining of AI and ML into ERP programming has made "shrewd frameworks" that expect to change a secret stash of business information into significant bits of knowledge for process enhancements.

We progressively see ERP frameworks with zero-contact robotization, intuitive help, clever counsel, and more advancements to smooth out business processes and accomplish new degrees of proficiency. Smart ERP can enhance work processes, abbreviate lead times, and lessen blunders identified with information import and handling. Man-made intelligence-based instruments can likewise utilize framework-created information to start more educated decision-production by assisting with recognizing warnings before they disturb the business.

Adding mechanization abilities to programming frameworks has prompted the broad utilization of mechanical cycle computerization (RPA) to upset business processes. ERP arrangements that utilization bots and computerization apparatuses assist with wrapping up dull jobs, (for example, onboarding, information catch, and so forth) and free people to zero in on esteem added endeavors while upgrading business productivity. Computer-based intelligence-based ERPs can support not just fundamental tasks, for example, credit examination, computerized promoting, designated client assistance, and item setup suggestions yet additionally more broad endeavors, for example, creation or situation arranging, furnishing significant experiences with key effect.

We foresee that in 2022, all the major ERP programming sellers will divulge new elements and item advancement guides that incorporate perpetually AI and robotization increase for some, normal business processes. The bundled AI toolbox from any semblance of Google, Microsoft, and Amazon, just as open-source forms, will even the odds. Numerous more modest sellers will hence keep pace, and sometimes outshine level one contenders because of having more up-to-date, more deft innovation stacks. Anticipate that ERP should get more brilliant consistently.

4. "Man-made intelligence and BI for the Masses"? Not There Just Yet!

The idea "Simulated intelligence for the general population" or "BI for the general population" actually seems, by all accounts, to be in its earliest stages. The thought is that AI and BI are turning out to be open to the point that by far most of the clients can draw in with them to all the more likely achieve their work.

Yet, as a general rule, most AI/BI/investigation capacities are not yet available enough for the normal business representative. Some installed investigation assists clients with acquiring knowledge, however, even these low-hanging natural products frequently require a touch of client preparation from merchants. Eventually, most associations actually need to live it up examiner or information researcher to gather significant and noteworthy bits of knowledge from the flow cycle of AI and BI devices.

The up-and-coming age of smart ERP frameworks should be open by the normal client, and ERP merchants know there's still work to do to get that going. We foresee some huge steps on this front in 2022, enabling the normal representative with more capacities and ability, however, improvement will proceed past the following year.

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