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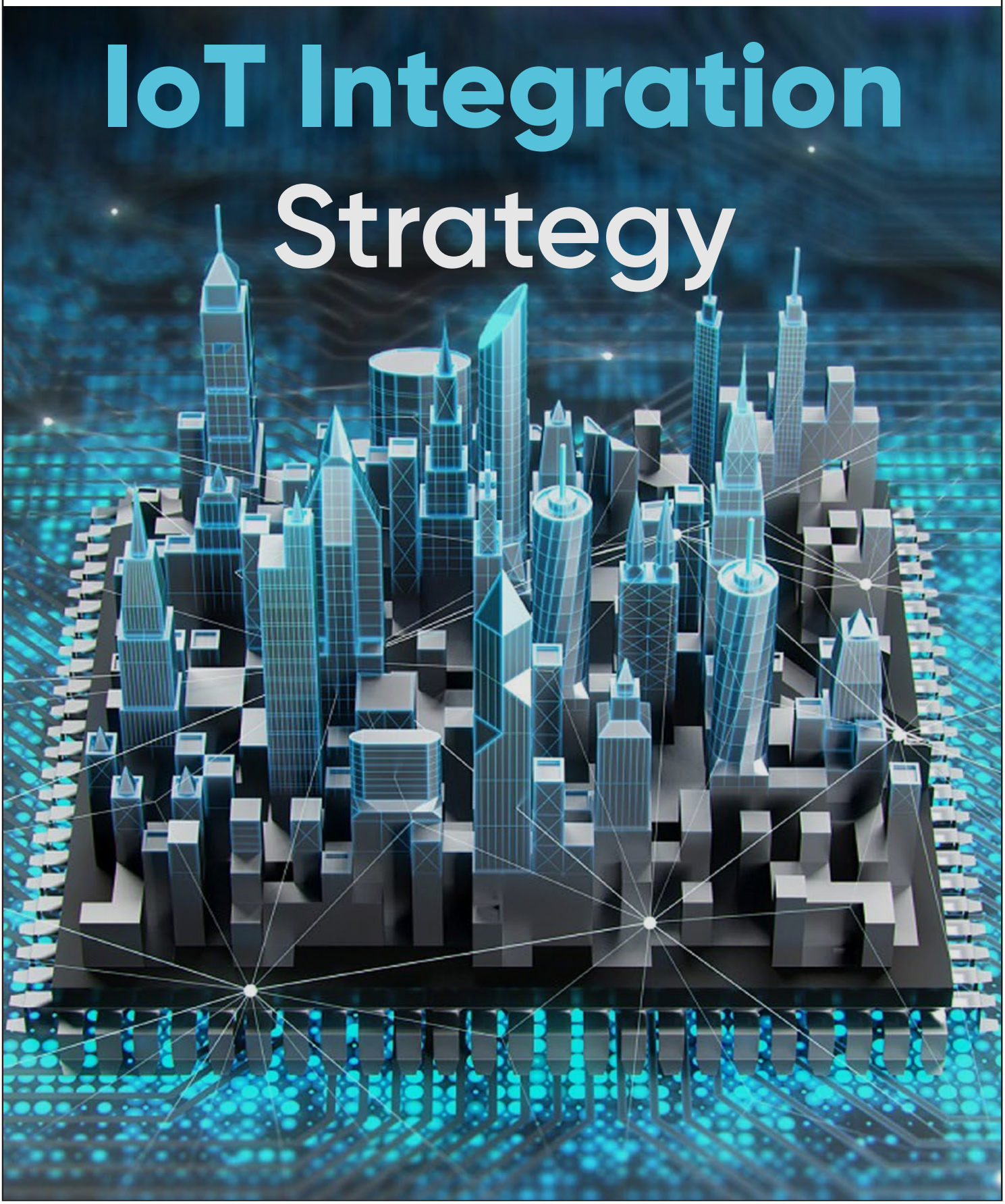
IoT Integration Strategy



Avalara

Perplexed by sales tax on software? **Avalara can help**

Get the guide

CEO & PUBLISHER
Harun DOYURAN
harun@erpnews.com

MANAGING DIRECTOR
Pinar SENGUL
pinar@erpnews.com

EDITOR
Yagmur SAHIN
yagmur@erpnews.com

ASSOCIATE EDITORS
Katie SLIMOV
katie@erpnews.com

Burcu Nihal DEMIRCI
burcu@erpnews.com

ART DIRECTOR
Sena Çarlık
sena@erpnews.com

FOR ADVERTISING
advertise@erpnews.com

VISIT US
www.erpnews.com

Yagmur Sahin

EDITOR'S NOTE

In today's business world, understanding data is not only the key to success, but it also plays a key role in the future of businesses. Businesses can provide real-time access to data, stream-line their processes and gain more insight with the right ERP software. But integrating ERP with IoT data helps them to gain critical business insights instantaneously and improve opera-tional efficiency.

As organizations understand the need to integrate IoT and its data with other aspects of their business strategy, they have also realized the need for an IoT integration strategy. In this issue, we will present to you how you can achieve effective integration delivery and discover the op-portunities IoT integration creates in the ERP landscape.

The IoT integration strategy plays a key role in the success of an integration project. Check out some different views from the industry leaders on how to create the right IoT integration strategy. This issue can shed light on the roadmap you will create for your integration strategy. In addition, industry-related developments are waiting for you, as in every issue!

See you in our next issue!

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ORACLE

NOKIA MOVES HR FUNCTIONS TO ORACLE FUSION CLOUD HCM

Nokia has selected Oracle Fusion Cloud Human Capital Management (HCM) to consolidate and replace its Human Resources systems in the cloud as part of its global digitalization program. Nokia will use a worldwide deployment of Oracle Cloud HCM to manage all HR processes, including recruitment, compensation, and performance management, for the company's global workforce in its 130 countries of operation.

In 2021, Nokia launched its 'One Nokia Digital' strategy to support the company's competitiveness by digitalizing its operations. As part of these efforts Nokia will replace its on-premises HR systems with Oracle Cloud HCM. Nokia selected Oracle Cloud HCM for its ability to standardize HR processes on a common data platform, which will enable Nokia to provide a consistent employee experience across teams and more easily manage and scale HR services globally.

"Optimizing employee care and experience is a central part of our people strategy. Our aim is to deliver organizational agility, a seamless employee experience, and efficiency gains that support Nokia's competitiveness. We are delighted to partner with Oracle because Oracle Cloud HCM provides a strong foundation to build digital experiences with true user-centricity," said Lisbeth Nielsen, Head of People Experience at Nokia.

"By leveraging best-of-breed solutions like Oracle Cloud HCM, we want to bring Nokia to the next level of digital maturity. The implementation will contribute to increased efficiency and productivity and will provide AI and data capabilities that we can take advantage of to develop business performance and agility," said Alan Triggs, Nokia Chief Digital Officer.

Oracle Cloud HCM will enable Nokia to connect every process across the employee lifecycle, helping improve decision-making and reduce operational costs. With AI-powered technology such as digital assistants and hundreds of new capabilities added each quarter, Oracle Cloud HCM will also enable Nokia to take advantage of the latest innovations and best practices to operate its business more efficiently and better empower Nokia employees, people managers and HR professionals.

"Nokia has a culture of innovation that has enabled it to lead its industry for years, and with Oracle Cloud HCM it now has an integrated platform, powered by the latest emerging technologies, to support its current and future HR needs," said Cormac Watters, EVP Applications EMEA at Oracle.

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.

GOOGLE CLOUD AND SAP EXPAND PARTNERSHIP TO ENABLE NATIVE INTEGRATION BETWEEN GOOGLE WORKSPACE AND SAP S/4HANA CLOUD

Google Cloud and SAP SE (NYSE: SAP) announced an expansion of their relationship, unveiling new integrations between Google Workspace and SAP's flagship cloud ERP, SAP S/4HANA Cloud.

These native integrations will allow customers to connect core SAP software designed for running all mission-critical processes in the cloud with the collaborative capabilities of Google Docs and Google Sheets to innovate how work gets done across the enterprise.
SAP is a leading ERP software provider for enterprises. Its RISE with SAP solution provides a comprehensive set of products and services – including SAP S/4HANA Cloud – to help companies on their journey toward becoming intelligent and sustainable enterprises. Google Workspace enables teams of all sizes to connect, create and collaborate – to drive innovation from any device and any location. Built on the industry's leading cloud-native communication and collaboration platform, Google Workspace brings together the apps loved by billions of people — Gmail, Chat, Calendar, Drive, Docs, Sheets, Meet and more — into a single integrated workspace.

Google Docs and Google Sheets, integrated with SAP S/4HANA Cloud, will enable new business capabilities, use cases and opportunities for collaborative tasks within small and large organizations alike. First scenarios are planned in finance and in many additional solution areas, where data exports and collaborative document management create a more seamless user experience, with more to follow. Customer benefits include:

The efficiency of ready integration, enabling users to adopt the solution quickly
The ability to export and import data between SAP software and Google Docs and Google Sheets for instant access to real-time editing and simultaneous collaborative engagements on these documents and spreadsheets

The confidence of having a clean data source due to the one-step integration, which enables version control and removes layers of potential translation when sharing application data and documents

For example, imagine a finance specialist working on SAP S/4HANA Cloud to manage financial records in a safe, reliable, and compliant manner. The employee will be able to access Google Docs and Google Sheets to edit documents collaboratively, as part of their standard business processes, knowing that SAP S/4HANA Cloud provides a clean data source with version control and process reliability.

"Native integration with Google Docs and Google Sheets has been a common request from many joint customers," said Philipp Herzig, SVP, Head of Intelligent Enterprise & Cross Architecture, SAP. "This integration will further pave the way for people to work collaboratively on any business documents and manage them closely along with their most critical business processes and data managed through SAP – all in the cloud."

"The move to hybrid work signals enterprises can no longer rely on legacy toolsets that can create silos and barriers to collaboration," said Javier Soltero, Vice President and General Manager, Google Workspace. "With the expansion of our partnership with SAP, these new in-depth integrations will enable employees working in complex data sets within SAP S/4HANA to tap into the real-time collaboration capabilities of Google Workspace, enabling teams to simultaneously access SAP data and more efficiently drive projects forward."

The initial set of features is planned to be included as standard functionality in SAP S/4HANA Cloud later this year. It is being built on SAP Business Technology Platform, enabling tight integration and a consistent user experience across SAP software supporting business processes end to end.

About SAP

SAP is the market leader in enterprise application software, helping companies of all sizes and in all industries run at their best: SAP customers generate 87% of total global commerce. Our machine learning, Internet of Things (IoT), and advanced analytics technologies help turn customers' businesses into intelligent enterprises. Our end-to-end suite of applications and services enables our customers to operate profitably, adapt continuously, and make a difference.

UNIT4 APPOINTS TANIA GARRETT AS CHIEF PEOPLE OFFICER

Unit4, a leader in enterprise cloud applications for people-centric organizations, today announced the appointment of Tania Garrett as Chief People Officer.

Tania will oversee the company's people success function where she will be responsible for talent acquisition, learning & development, compensation & benefits, as well as regional HR field teams. Tania will report to Mike Ettling, Chief Executive Officer, Unit4.

With more than two decades of human resources experience, spanning various industries and geographies within established industry leading organizations, Tania is well versed in providing HR leadership in international high-growth businesses. As well as guiding companies through complex acquisitions and mergers, she has a proven track record in organizational design and leading multi-location teams to deliver high level Employee Experience.

Tania joins Unit4 from Adobe where she led International Employee Experience, covering the EMEA, APAC and Japan regions. Having previously managed the EMEA Employee Experience organization, Tania was instrumental in transforming Adobe's employee experience, standardizing, and improving processes and, crucially, developing the culture.

Prior to joining Adobe, Tania held the position of Group HR Director for a legal services company and successfully navigated the sale of the business with a newly hired management team. She also worked for Experian as HR Director across EMEA and, before that, as Head of HR and HR services at Towers Watson, a leading global professional services company. Her career started at Valspar, culminating in the role of Human Resources Director across EMEA and India.

"We are excited to welcome Tania to Unit4 and, as a people centric business, we are delighted to have someone with her wealth of global experience, talent and passion for people, join the company through our next phase of growth," said Mike Ettling, Chief Executive Officer, Unit4. "With a track record of strategic leadership and hands-on execution, she will help us to further invest in our people and accelerate Unit4's journey to support our customers in delivering an exceptional people experience to their organization as well as to their customers."

"I am thrilled to be joining Unit4 at a time when we are all emerging from the pandemic, and businesses are looking to shift their priorities back to sustainable growth," said Tania Garrett, Chief People Officer. "Now, more than ever, leaders need to retain talent and motivate their people in new ways, and I very much look forward to being part of that journey here at Unit4."

About Unit4

Unit4's next-generation enterprise software supports our customers in delivering an exceptional People Experience to their organization and onward to their customers – from boosting success for students and professionals, to empowering the public servants and nonprofit teams doing good in the world.

We transform work to be more meaningful and inspiring through software that's self-driving, adaptive and intuitive, intelligently automating administrative tasks and providing easy access to the answers people need.

SAGE ANNOUNCES THE ACQUISITION OF FUTRLI

Sage (FTSE: SGE), the leader in accounting, financial, HR, and payroll technology for small and medium-sized businesses (SMBs), announces it has completed the acquisition of Futrli, the UK's premier cash flow forecasting software solution for SMBs and accountants. The move deepens Sage's commitment to supporting accountants with complete end-to-end proposal-to-advisory services as the industry prepares for Making Tax Digital for Income Tax Self-Assessment (MTD for ITSA).

Futrli provides a critical tool for SMBs to maintain healthier cash flows to grow their business and reach their potential. Futrli's solution is focused on helping growing businesses understand current and future cash flow, providing SMBs and accountants with data-driven three-way forecast financials (profit and loss, balance sheet, and cash flow) using propriety prediction algorithms. These are based upon data-analysed historical trends, blending direct and indirect forecasting methods, using invoices, bills, journals, cash, and payment data – enabling customers to visualise the past, present, and future of their business.

"At the heart of every successful business is strong cashflow management. Futrli will form an important role in the way we support accountants and their clients to gain the visibility needed to deliver great advisory services - all as part of our Sage for Accountants solution." said Neal Watkins, EVP Product, Sage "I am delighted to welcome the Futrli team to the Sage family and look forward to achieving great things together."
In line with Sage's focus on supporting accountants with services that span from proposal to advisory 'Futrli by Sage' will be integrated with Sage for Accountants, helping accountants to combine workflows across their practice in one place, with a simple per-client pricing model.

In addition, 'Futrli by Sage' is and will remain a market solution and will continue to be available to SMBs as a standalone product post-acquisition.

"For nearly a decade, we've had a sole focus of helping our customers to better manage their cash flow, which in turn helps them to make intelligent business decisions. We pride ourselves on our unique 3-way forecasting solution that allows accountants to tailor and personalise based on client or industry need" said Hannah Dawson, CEO and Founder, Futrli. "We couldn't be more excited by the opportunity to scale our expertise and bring this to Sage customers."

For more information on Sage's commitment to helping accountants plan for the future of their practices and prepare their clients for MTD for ITSA please visit https://www.sage.com/en-gb/accountants/

About Sage

Sage exists to knock down barriers so everyone can thrive, starting with the millions of small- and mid-sized businesses served by us, our partners, and accountants. Customers trust our finance, HR, and payroll software to make work and money flow. By digitizing business processes and relationships with customers, suppliers, employees, banks, and governments, our digital network connects SMBs, removing friction and delivering insights. Knocking down barriers also means we use our time, technology, and experience to tackle digital inequality, economic inequality, and the climate crisis. Learn more at www.sage.com and www.sageintacct.com

Avalara

HOW TO TAX RECURRING SUBSCRIPTION SALES OF SOFTWARE AND SAAS

Article By ***Gail Cole***
Senior Writer at Avalara

Though it's still possible to purchase software in a physical box, software is primarily sold as a digital download or cloud service. The shift from physical to digital sales of software and software as a service (SaaS) has caused selling models to evolve: Instead of charging one price for an off-the-shelf purchase or one-time service, companies charge customers recurring subscription fees for access to applications or platforms. Determining the tax due on recurring and subscription sales has become an acute pain point of tax compliance for SaaS and software companies.

The challenge of SaaS and software taxability

Sales tax rules for software and SaaS vary considerably from state to state, which makes taxability complex and difficult to manage: These products and services are taxed 450 different ways across 45 categories. It's often tough for businesses to determine the taxability of SaaS and software because state sales tax laws haven't kept up with changes in technology. Just as states determine how to tax one new type of product or service, a new type comes along.

The taxability of software products may change depending on delivery model (physical or digital): In some states, physical sales of software are taxable but digital sales of software are exempt. Where tax applies to digital sales, it can be difficult to determine the proper rate to charge because rates can be based on the location of the customer, the vendor, or even the server.
Custom-built software is often taxed differently from prewritten software or packages that combine custom and prebuilt software. Training and support services can affect taxability too, as can using field sales or support contractors or staff. Adding recurring and subscription sales to the mix further complicates taxability.

Recurring billing vs. subscription billing

Recurring billing and subscription billing are similar but not the same.

With recurring billing, the customer provides the seller with payment information such as a credit or debit card. The

seller then automatically charges the customer for goods or services on a prearranged schedule; no further permissions are needed.

Recurring billing can be either fixed or variable. With a fixed recurring payment, the payment is the same every cycle (e.g., weekly, monthly, quarterly, annually, or custom). The variable recurring system allows for differences in billing amounts. For example, a payment management provider may use variable recurring billing because the amount of each bill will vary depending on the number of transactions made.

With subscription billing, consumers are billed for products or services on a time-determined basis, such as on the first or 10th day of the month, but they generally control the payments — they don't need to share confidential credit card information with the seller. Furthermore, they can pay in advance or use a different payment method each payment cycle.

Subscription billing is generally the preferred model for SaaS products, mobile app providers, and companies selling recurring digital downloads or downloadable games

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AVALARA’S CLOUD-BASED TAX COMPLIANCE SOLUTION FOR SOFTWARE AND SAAS BUSINESSES HELPS THOUSANDS OF SOFTWARE COMPANIES WORLDWIDE AUTOMATE THE COSTLY, MANUAL PROCESSES ASSOCIATED WITH COLLECTING AND REMITTING TAX ON SALES OF SOFTWARE PRODUCTS AND SERVICES.

”

SAAS COMPANIES OFTEN SCALE QUICKLY BECAUSE THEIR PRODUCT OFFERINGS ONLY REQUIRE A CUSTOMER TO HAVE ACCESS TO A BROWSER TO SUBSCRIBE. BECAUSE OF THIS, AND NEW ECONOMIC NEXUS LAWS, THE COMPLIANCE BURDEN FOR SAAS COMPANIES CAN INCREASE IN A SHORT PERIOD OF TIME.

Common sales tax issues for recurring and subscription billing platforms

With recurring and subscription sales, bill runs automatically gather information from customer accounts to generate hundreds or thousands of customer invoices on a set schedule. Thus, systems must be able to generate one-off invoices outside of bill runs and handle credit memos, invoice adjustments, and refunds. And of course, systems must be able to assign the proper rate of sales tax to each sale and account for sales tax exemptions.

Traditional one-time purchase models generally use the primary address for the buyer to source tax jurisdiction(s) for tax determination and calculation. However, subscription models for SaaS and software sales often base tax on the location of where the service or software is consumed. Therefore, sellers generally need to know the physical address of all buy locations consuming the subscription.

Other complicating factors for managing sales tax for recurring and subscription sales include mass address validations, refunds, product/service returns, and credit memos. Since every billing cycle inevitably includes adjustments and one-offs, batch systems must be able to handle single invoice adjustments via a dynamic tax calculation request. Single refunds and credit memo generation are always facilitated via dynamic tax calculation request regardless of bill run processing model.

And of course, one invoice error during a bill run shouldn't prevent all other invoices from processing successfully.

SaaS companies often scale quickly because their product offerings only require a customer to have access to a browser to subscribe. Because of this, and new economic nexus laws, the compliance burden for SaaS companies can increase in a short period of time.

Economic nexus creates new tax collection obligations for software and SaaS companies

Companies that sell software and SaaS need to be able to get sales tax right because they're increasingly required to collect and remit it.

Sales tax nexus — the connection between a state and business that enables the state to tax the business's sales — used to be based primarily on physical presence in a state. That changed, however, when the Supreme Court of the United States overruled a long-standing physical presence rule in South Dakota v. Wayfair, Inc. (June 21, 2018).

Although physical presence in a state still establishes sales tax nexus, businesses no longer need to have a physical presence in a state for the state to tax its sales. The Wayfair decision authorizes states to base a sales tax collection obligation on economic activity alone. This is known as economic nexus.

Economic nexus laws are now enforced in 43 states, as well as the District of Columbia and many local governments in Alaska (there's no statewide sales tax in Alaska, but local sales taxes exist). Generally, remote sellers are required to register once their sales in a state exceed the state's economic nexus threshold. Many states have a threshold of $100,000 in sales or 200 transactions in the current or previous calendar year, but some of the most populous states, including California and Texas, have a threshold of $500,000 in sales.

Although some economic nexus thresholds are based solely on tangible personal property, other thresholds count intangible property or services, including digital goods and services like software and SaaS. Details about each state's thresholds can be found in this state-by-state guide to economic nexus laws. Taking a Sales Tax Risk Assessment can help you determine where you have an obligation to collect sales tax.

For businesses with a physical presence or economic nexus in multiple states, sales tax can be difficult to manage even for one-time charges of digital downloads or software. Compliance complexity only increases for sales with recurring or subscription billing.

Avalara's cloud-based tax compliance solution for software and SaaS businesses helps thousands of software companies worldwide automate the costly, manual processes associated with collecting and remitting tax on sales of software products and services.

About Avalara

We're building cloud-based tax compliance solutions to handle every transaction in the world.

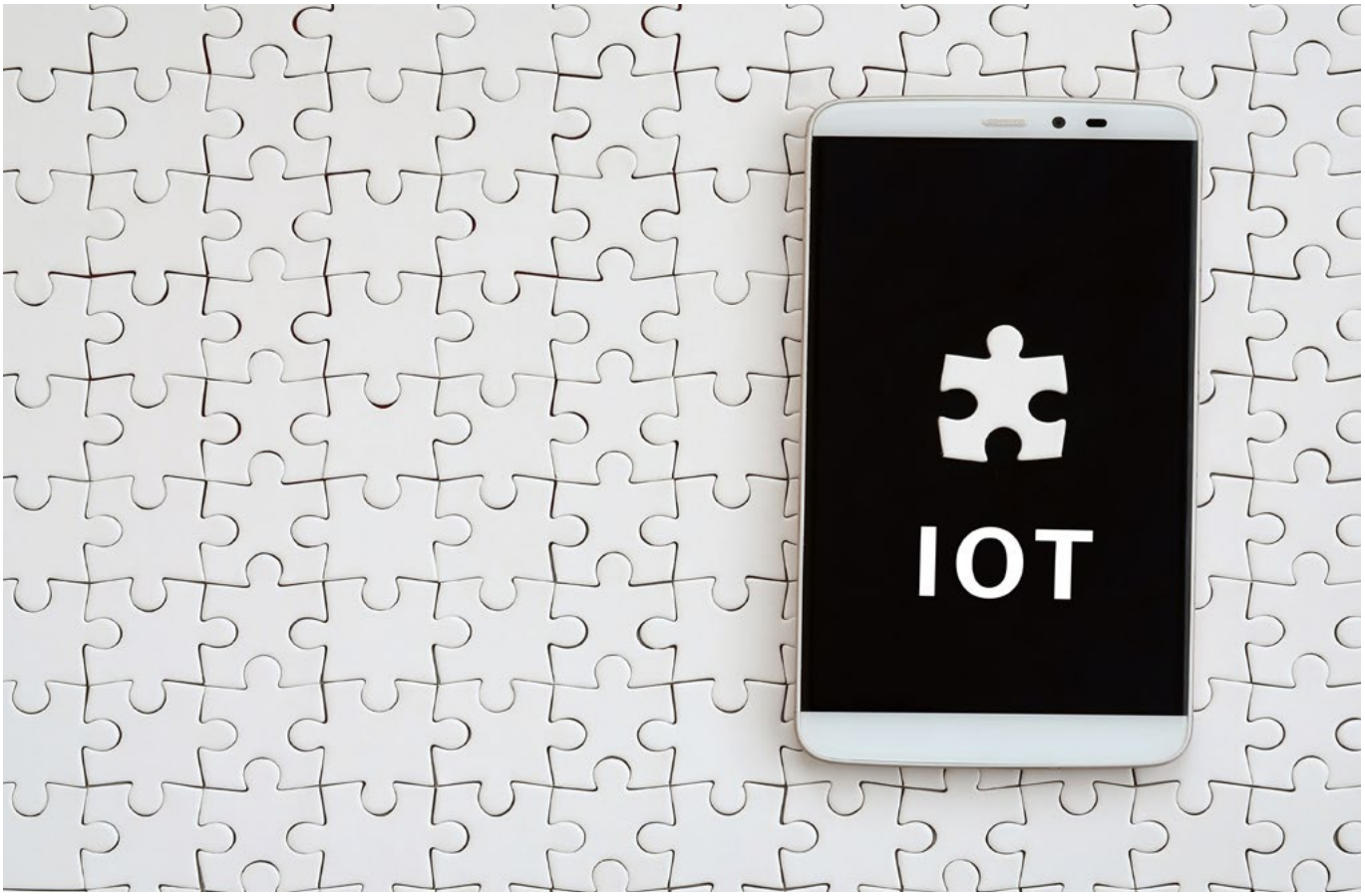
Imagine every transaction you make — every tank of gas, cup of coffee, or pair of sneakers, every movie ticket, meal kit, or streamed song, every sensor-to-sensor ping. Nearly every time you make a purchase, physical or digital, there's an accompanying unique and nuanced tax compliance calculation.

The logic behind calculating taxes — the rules, rates, and boundaries — is a global, layered, three-dimensional mess of complexity, with compliance dictated by governments and applied by every business, every day.

Avalara works with businesses of all sizes, all over the world — from corner stores to gigantic global retailers — to calculate tax accurately and automatically, at speeds measured in milliseconds.

That's a massive technical challenge, in terms of scale, reliability, and complexity, and we do it better than anyone. That's why we're growing fast.

Headquartered in Seattle, Avalara has offices across the U.S. and around the world, in Belgium, Brazil, Canada, India, and the U.K.



Pillir

HOW LOW-CODE MOBILE APPLICATION DESIGN CAN ENABLE IOT

Article by ***Vaidya Aiyer***
CEO, Pillir

Not enough business owners understand that cleverly-designed, mobile business applications can serve as an enabler of IoT environments, solving a demanding set of requirements. As a company that creates customized, low-code mobile software business apps, we've been called upon to address some unique IoT situations that involve complex workforce, transport, and connectivity issues.
Certainly, IoT and edge computing bring terrific benefits to a range of markets, especially manufacturing, agricultural, industrial, and even fleet-based environments, where large enterprises must track the performance of great volumes of machinery, products, and personnel. Yet some of these settings can present major challenges, such as rustic surroundings, lack of connectivity, distributed locations, and inclement or unpredictable climates. All of these elements can affect the ability to gather data electronically from devices at the edge of the network.

Here are some innovative use-case designs that, when implemented, could deliver remarkable capabilities in difficult IoT environments:

Scenario 1: Transmitting service data, literally out in the fields. Pillir was approached by a large global manufacturer of agricultural equipment that does business in 60 countries, including the US and Canada. The manufacturer was looking to expand its services business for their high-end tractors. They had sold thousands of sophisticatedly designed tractors with embedded IoT sensors to farmers, who spent their days in far-flung fields.

This manufacturer wanted to augment its original tractor sales with a services business, automating this process via technology, without having to invest resources in perpetually cold-calling owners to pitch maintenance. This represented a lucrative new revenue opportunity.
Each tractor's many sensors gathered operational data, which was then uploaded to the manufacturer and used to track vehicle maintenance needs. The manufacturer would then generate alerts to the farmers on how and when to best service their vehicles based on the tasks and functions each tractor had undertaken. This allowed the farmers to keep their equipment in optimal running condition and protect their investments. The problem? Uploads were being inhibited by the equipment spending most or even all of its time in pastures with no connectivity, resulting in the info not being communicated back.

However, intelligently-designed mobile apps could leverage the Bluetooth of the tractor operators' smartphones to upload the mechanical data from the sensors, even in areas without connectivity. The vehicle maintenance data was transmitted from the phones to the manufacturer's network once farmers finished their work and returned to areas with an active connection.

Scenario 2: Monitoring the Integrity of Frozen Perishables. A major food logistics company transported frozen perishable food all across the country, with the imperative that certain foods remained at the desired temperature to keep those products fresh and viable. The company wanted to track and monitor temperatures of their cargo along their drivers'

long-haul routes. The logistics company created an IoT-based system that gathered granular data on how long the different packaged foods stayed frozen and at what temperatures.

Pillir designed phone apps for drivers that uploaded that transmitted data from sensors on the refrigerated packaging while in-transit. Similar to the strategy with the tractors, data was constantly collected on the drivers' phones during their routes, regardless of the connectivity of their locations.

Data was then relayed to the logistics company headquarters once drivers reached a connected area. This system functioned reliably even when drivers changed routes, since the mobile apps were customized to track individual shipments regardless of which driver's phone received the data. The apps were able to accommodate and manage the complexity of the company's national routes.

Scenario 3: Sophisticated Workforce Management Through Sensor-Embedded IDs. A major international construction company that worked with a range of subcontractors like cement companies, plumbers, and excavators was tasked with tracking the hours and duties of close to 20,000 workers. These teams were distributed across multiple branches and job sites, including challenging settings like underground facilities, dig sites, and oil wells. The company needed visibility over all these environments, since many workers were paid a high hourly rate to operate expensive heavy equipment.

Pillir designed customized apps for each sub-contractor and department. These sensors could be placed in areas throughout the job sites and on equipment, in addition to throughout the company's offices. The specialized ID cards would communicate with the sensors, then relay a data "map" of where, when, and how long each employee worked and the equipment they used.

Data was gathered on the users' phones no matter what the connectivity of the location, and transmitted when those workers were back in range of an online connection. The construction company could use that data to accurately account for and compensate each employee. The design served as a high-tech "punch clock" across an extremely complicated workforce.

In each of these scenarios, the mobile apps could be run on any standard cell phone. They empowered IoT infrastructures regardless of conditions, and no matter how dispersed or broadly traveled the employees (and their equipment or cargo) tended to be. In each case, those mobile software solutions were enablers of unique, complex IoT environments.

Vaidya Aiyer is a leader, innovator, entrepreneur and technology geek. He has a reputation as a major leader and innovator in the low-code space, specifically regarding ERP modernization. His 25 years of ERP/SAP experience has propelled his company's vision of accelerating modernization and digital transformation. Vaidya has also held executive positions at Lenovo, SEAL Innotech (enterprise mobility and Google Apps solutions), and Medtronic (lean manufacturing solutions).

About *Pillir*

Pillir is the developer of a low-code/no-code, cloud-native platform that enables organizations to develop mission-critical apps 20 times faster than traditional methods, leveraging the power of SAP's digital core from any device, with or without connectivity. The platform enables organizations at any stage of their SAP journeys to quickly and easily innovate, with little-to-no programming requirements, rapidly moving custom development to the edge. www.pillir.io

SAAS AND THE ROLE OF TECHNOLOGY

Article By ***Cristina Recchia,***

Do you ever wonder how some companies can leverage technology into breakthrough innovation and improved revenues while others languish with one failed attempt after another, stuck in the muck of aging technology?

Is it a cultural issue? Or generational?

Generationally speaking, my son Max is a "gamer". I don't think it is the best use of time, but don't get me started on that! A few years ago, he called to tell me he wanted to start streaming. What?! Don't you have a stats class? What is streaming? He went on to tell me about how a group of gamers get together to play a game and broadcast the game so others can watch. The gamers laugh and make fun of each other, yell and scream about the events in the game and people come in droves to follow along and watch. While I was dismayed by the amount of time he would not be studying, I quickly became interested in this endeavor after he told me what he needed to begin streaming online.

Technology and Millennials

Max needed to learn creative software tools and he needed an open-source streaming package to start his streaming journey. He also needed to learn how to adjust audio preferences using YouTube. Prior to this discovery, I couldn't have cared less about gaming, but I was very interested in my "not so interested in school" son learning major software packages! I gladly paid for the SaaS license for Adobe and OBS was free to use. Within a couple weeks, he was up and running and so proud of himself. I was proud of him too. And it really made me think about the ease, low cost and sophistication of today's applications. What can't you do?

My son is part of a generation that was raised with technology. Like other kids his age, he had a cell phone before he was 10. He had gaming consoles, laptops and desktop computers. He has amazing online playlists and on and on. He totally believes that any problem can be solved with technology. He would just need to find the right app.

I can just imagine Max as an executive at a company. He would be sitting in a meeting with a CIO who is telling him that he could absolutely solve the company's problem; it will just take millions of dollars and years to develop. Max would laugh, pull out his phone and download an app, while texting one of his wizard gamer buddies to come in and take over for the CIO.

Now, let's not get the wrong idea. I'm not suggesting that you run your company with free phone apps. But as an organization, it's important to start thinking about new ways to solve problems. When you interview candidates for IT roles, what questions do you ask? How about, "Tell me about the last time you solved a business problem for less than $50?"

What about culture? Do you get more from technology if you believe it can transform your company? The answer: Yes, you do.

Culture: The Role of Technology in Organizations

My research began with a 2018 Information and Management article, which looked at how the role of technology impacts an organization's financial results. In their work they looked at industries where technology was either automating, empowering or transforming, and the subsequent impact on business results. If you expect more from technology, do you get better results? In this case, they answered yes, and we followed up in 2021 to look at similar parameters.

Our study extended work previously done by looking specifically at Software-as-a-Service (SaaS) technology. We wanted to understand whether organizations that implemented SaaS and required or expected more from technology got better financial results and higher levels of productivity. In our study, the role of technology was a significant mediator between the amount of SaaS implemented and organizational results.

> **INFORMATION TECHNOLOGY HELPS US TO AUTOMATE BY REPLACING HUMAN LABOR WITH AUTOMATED BUSINESS PROCESSES.**

In our survey of 554 senior IT managers and CIOs, using the previous research, we asked how respondents classified technology within their organization. This helped us to understand the importance of technology within the organization; is it critical or nice to have? The survey question asked;

What is the role that best describes how information technology is viewed in your organization?

The response choices were:

Information technology helps us to automate by replacing human labor with automated business processes.
Information technology helps us with information to empower management and employees.
Information technology fundamentally transforms our business and industry processes and relationships.
The biggest differences in results were between the Automate and Transform categories. Let's take a deeper look:

Why do we think that the Transform category gets better results with SaaS? In a nutshell, because today's businesses can't survive without technological capability. They believe it can and should solve their problems and so they aggressively pursue a digital transformation.

But what if you're saying, I'm not a "transform" business... yet, what kind of results can I expect? Interesting question, but don't despair! Most of the businesses in the survey identified themselves using the Automate category. Whacky, huh? I thought so. The survey went out in early 2021, and by that time I expected that most businesses would say that technology fundamentally transforms us but no, that was not the case. Research is "like a box of chocolates, you never know what you're going to get!"

Across the board, regardless of the role of technology, our research indicated that the best way to get best-of-breed functionality is through Software as a Service. How can we say that? That answer is a little longer.

The Importance of SaaS in Business

In previous literature, researchers examined the differences between firms that did in-house development and those that did not have the internal resources for bespoke development and so used off-the-shelf technology, like the enterprise software offered by QAD. They defined the off-the-shelf guys as the control group. In studies starting in 2014, they found that in many cases the control group outperformed the in-house developers. This was very controversial at the time as it raised the question of whether custom development had passed its prime. Applications like ERP and the web were mentioned, but the definitions were too vague to give anyone a clear direction, other than, you don't need an army of in-house developers to succeed in your market.

Having spent 30 years in the technology industry (often up against the bespoke development guys), this article was like finding the Holy Grail. Not that technology salespeople can run around touting academic articles, especially since CIOs are not exactly the target audience for MIS Quarterly or Information and Management, but it was what I had suspected all along! The articles talked about all the things I had experienced through empirical research and throughout my time in the technology industry. Custom development took too long, it created rigidity within organizations because of all the integration points, hindering innovation and agility. And even when off-the-shelf applications were used but then heavily customized, the same rigidity was experienced.

Hallelujah! Finally!

After the 2014 article, the researchers looked toward industry for an explanation of the results. In 2019, they found that organizations whose technology needs were classified as transforming had better financial results when they used homogenous technology rather than in-house development. Again, the reasons were similar. The need for agility and innovation were paramount in businesses that were facing extreme competition and a fluid market, so there was no time for custom development.

The researchers represented that time to market and building a customer base had become critical. Get the product out in front of customers, understand the market, react and respond fast. Again, no time for custom development of back-office applications. The focus was to get an application like ERP or CRM up and running fast so that they could respond quickly and appropriately to customers interested in their products and to get suppliers helping to perfect their own offerings.

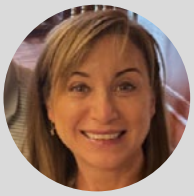
What I felt was missing from existing research was; What kind of homogenous technology was being used by these firms?

Previous research was pretty high level when it came to defining the tools that the control group was using. The main point was to say that in-house development no longer had an advantage, and that off-the-shelf technology was helping firms outperform their bespoke development competitors.

So, to extend the existing research, we decided to ask;

Would SaaS implementations improve financial results in firms where technology had different roles?

Across all the Industry Role classifications (Automate, Empower, Transform), SaaS was regarded as instrumental in improving firm results. The chart below outlines the respondents' level of agreement with the statement: SaaS has helped us increase our overall revenue.



Cristina Recchia, MBA, PhD, has spent 30 years in the technology industry with companies like IBM, Sun Microsystems, and Salesforce.com. Her work led her to pursue a PhD in Industrial Engineering to further understand the relationship between business and IT and how SaaS fits into that relationship. Her peer-reviewed research supports that SaaS does indeed improve firm performance. Cristina's background is the bridge between IT and business that corporate leaders are constantly trying to understand and improve upon.

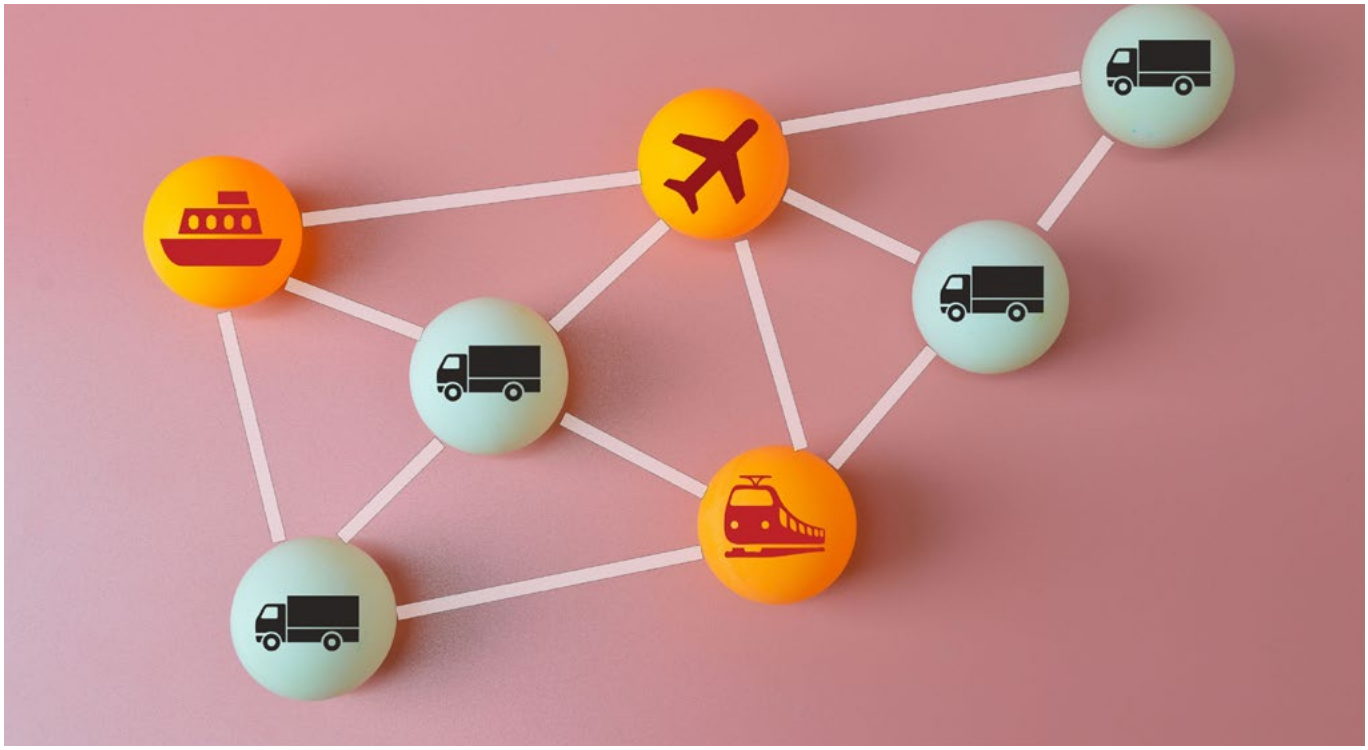
About QAD

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.



NULOGY PARTNERS WITH SNOWFLAKE TO ACCELERATE PERFORMANCE FOR CONSUMER BRAND SUPPLY CHAINS

Nulogy, a leading provider of supply chain collaboration solutions, announced a partnership with Snowflake, the Data Cloud company, to advance business and supply chain performance with enhanced reporting and data-driven insights. As part of the Powered by Snowflake program, Nulogy can further optimize its artificial intelligence (AI) and machine learning (ML) capabilities for the Nulogy supply chain community, which includes consumer packaged goods (CPG) brands and their ecosystems of co-packers, contract manufacturers, value-added 3PLs, raw material suppliers, and packaging suppliers.

For CPG brands and their external partners' supply ecosystems, technology is becoming increasingly vital to responding to disruptions and volatility in today's global consumer market. Some of the world's leading brands are implementing platforms such as Nulogy to enable the real-time data visibility and collaboration needed to sense and respond to market shifts.

These digitalized supply ecosystems, however, also require capabilities to harness the immense data flow now available at their fingertips. By connecting its cloud-based platform with the Snowflake Data Cloud, Nulogy will deliver new product capabilities that enable supply ecosystems on the Nulogy Multi-Enterprise Supply Chain Business Network Platform to seamlessly share data regardless of source, speed, or format. Customers and suppliers gain a single source of truth to generate data-driven business insights, all the while facilitating real-time multi-enterprise and multi-echelon collaboration.

New product capabilities developed under the partnership will deliver value to joint Nulogy and Snowflake customers by enabling them to:

-Utilize a single, integrated platform experience for data sharing and analysis.

-Mobilize their operational data for enhanced reporting capabilities, as well as AI and ML-driven insights to further optimize business and supply chain performance.

-Ensure effective data governance, security, and management so they can drive business insights with confidence.

"Snowflake's partnership with Nulogy represents the next wave of digital transformation for consumer brands and their external supply chain partners," said Rosemary Hua, Global Head of Retail & CPG GTM, Snowflake. "By breaking down data silos within supply chain ecosystems, the two companies are creating a single source of truth for real-time insights in the Data Cloud. Together we will be able to unlock true business value for all partners in the upstream supply chain."

"Nulogy's vision has always been to introduce cutting-edge technology to enhance the speed, accuracy, and resilience of consumer brand supply chains," said Jason Tham, CEO, Nulogy. "Snowflake and Nulogy's partnership will open new doors for our customers — brands and external partners alike — expanding their ability to harness the power of data to generate real business value and success."

About Nulogy

Nulogy, a leading supplier of digital supply chain solutions, enables customers and their supplier communities to collaborate on a multi-enterprise platform in order to deliver with excellence to an ever-changing consumer market. The Nulogy Multi-Enterprise Supply Chain Business Network Platform optimizes upstream supply ecosystems composed of brand manufacturers, contract manufacturers and packagers, third party logistics providers, raw material and packaging suppliers to accelerate supply chain responsiveness and collaborate at the speed of today's market.

OptiProERP MANUFACTURING

INTEGRATION OF ERP AND IOT: BENEFITS AND CHALLENGES

Article By ***Allan Lessing,***

ERP software helps improve business operations by connecting the enterprise from end to end, providing real-time access to data, streamlining processes, and providing greater insight. When IoT technologies get integrated with ERP, more datais available to leverage. Theincreased data provides a deeper look into what is happening within the company and with other things such as the supply chain. The takes information from theInternet of Things (IoT)and translates it into useful analytics that helps inform decision-making.

How does IoT work and how is it used?

IoT is a collection of interconnected physical devices that can monitor, report on, and send and exchange data. The devices capture data that otherwise would not be available. For instance, on the manufacturing production line, machinescan provide information through embedded sensors about their maintenance needs and the production process. Handheld devices can scan RFID (radio frequency identification) tags to trackinventory.Anditemswith built-in sensors can be monitoredusing GPS and other technologies as they move from one stage to another in the supply chain.

What are the benefits of integrating ERP and IoT?

There are many ways IoT works with ERP to help businesses. Leveraging IoT data provides companies with critical business information that can increase efficiency, productivity, and quality. Let's look at the main benefits of integration with IoT and ERP.

1.Greater supply chain management – Using smart sensors, IoT can provide information on the exact condition of inventory. Companies can learn how physical and environmental factorsimpacttheir assets. They can determine if any problems occurred such as damaged packagingand if weather conditions were a factor such as damagedue to humidity.

The movement of itemsgets monitored during their journey so businesses are kept up-to-date on their location. IoT can also send information from vehicles transporting supplies and if any routes getimpacted due to weather or traffic issues, they can be rerouted. When items get received, this can trigger other tasks like supplier payments or onward shipping requests. With real-time location tracking, warehouse employees can quickly find items.

Information gets obtained faster than with manual methods to reduce supply-chain cycles. Knowing the status of inventory helps to confidently carry out orders. Since inventory is tracked as it is moved, it helps to reduce the chance of being lost or stolen. IoT allows the supply chain to be more transparent and efficient.

2.Increased insight – With access to greater amounts and higher quality data, IoT helps facilitate better business decisions. ERP takes the big data provided by IoT and transforms it into actionable information. This information is transmitted to the appropriate people so they can respond as needed. Businesses can be more proactive by receiving information before problems occur.

3.Improved shop floor performance- ERP automates manual processes, but IoT goes even further. Certain tasks that were previously too intricate or interconnected to be automated are now able to bewith IoT. IoT minimizes the role of manual labor and improves productivity. It allows ERP to have real-time production visualization and simplifies operations to provide step-by-step procedures. The increased automation provided with IoT helps to streamline activities, reduce waste, and improve profitability.

4.Enhanced forecasting – It's important companies cansuccessfully plan for the future. When ERP is integrated with IoT, greater information is available about how customers are finding, buying, and using products and services. IoT data can help businesses identify patterns to make informed decisions around production. The added information helps businesses improve the accuracy and effectiveness of forecasting and planning.

5.Better quality –By using sensors on manufacturing lines, any defects or misalignments of work in progress get detected immediately and corrected. Companies that use sensors on their products can learn more about product usage to identify changes needed to improve quality. The sensors can also detect product deficiencies so businesses can reach out to customers or notify their service reps to proactively correct problems before they may even be noticed.

6.Improved asset maintenance–With sensors connected to production machines, alerts get sent to the ERP system to indicate if there are any performance issues. It also helps equipment technicians locate the exact area of a problem. The sensors provide notifications for when machines are due for maintenance to help keep them in top operating condition.Predictive rather than preventive maintenance gets utilized which allows machines to be maintained only when it is predicted they will have a malfunction or failure. Whereas preventive maintenance has equipment scheduled for upkeepregularly regardless if the equipment is having an issue. Predictive maintenance lets you monitor, maintain, and optimize assets for better availability, utilization, and performance. It lowers maintenance costs and extends the life of your assets.

7.Increased environmental sustainability/energy management–IoT helps businesses be more environmentally friendly. It automates processes so they are faster and more efficient to reduce waste and emissions. IoT sensors detect leaks like gas to prevent waste or pollution. It collects data so resources can be used more efficiently and socomponents and materials can be reused. It optimizes truck routes to reduce the amount of fossil fuel used. And, it recognizes the most energy-efficient ways to operate machines to minimize carbon footprint.

What are the challenges of integrating IoT with ERP?

While there are many benefits of IoT integrated with ERP, there are also some challenges. The integration of these technologies can present some obstacles to overcome.

1.Security threats –As with anything connected to the internet, the opportunity exists for security breaches. But, two-factor authentication and IT security software can help avoid these threats. As with any technology, you must take precautions to ensure it is not vulnerable to any negative activity.

2.Connectivity issues – To use IoT it's important to have a stable internet connection. If it is being used to track vehicles, may not always be in a location with a reliable network. Bandwidth is another connectivity factor. The more IoT is used, the more bandwidth is needed to support the consumption of connected platforms.

3.Legacy equipment - If you are working with older equipment, it can be more challenging to implement IoT, but it may be all the more reason to do so. IoT helps to effectively maintain equipment. Its sensors deliver new information and new context about the equipment to help run it more efficiently.It lowers the cost of maintenance by predicting machine failures to alleviate unplanned downtime.

4.Cost –IoT application pricing has become lower in recent years and sensors are not very expensive. But, if you are using older machinery and want to add a sensor to it, you may need to have the machinery retrofitted to work with the sensor. It may make sense to replace the equipment to better accommodate IoT technology, depending on the cost and the type of equipment. High-speed internet and cloud-based network infrastructure is needed to ensure reliable connectivity. And, unless you have someone in your organization who is familiar with this technology, you will need to hire someone to help implement it.

Is the integration of IoT with ERP worth it?

It's expected that by 2025 there will be 38.6 billion IoT devices worldwide. To determine if integrating IoT with ERP is worth the time and the cost depends on many factors.It will depend on thesize of the business, the type of industry, if the existingERP system is compatible with IoT technology, and more. Companies need to look at the benefits they can gain vs. the costs to implement to make that determination. It may seem like IoT is best suited for large companiesbut, it is often a perfect fit for small and midsize manufacturers. Especially if they have complex processes and if their machines are critical to performance and quality. Many IoT vendors provide a modular approach to phase deployment of IoT. For any size business, it's best to start small and focus on what will provide the greatest impact first.

The benefits of IoT are many and it can unlock valuable analytics by feeding previously inaccessible data into an ERP system. ERP can use that information to help a business increase productivity, lower costs, and better compete.

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.

Acumatica
The Cloud ERP

THE TOP TRENDS IN WAREHOUSE AUTOMATION AND MANAGEMENT

*Article By **Debra Mignola,***
Director of Product Management - Distribution at Acumatica

According to G2, online sales of physical goods are expected to reach $563 million by 2024, but the average size of a warehouse is just over 181,000 square feet. With these statistics, it's not surprising that 87% of surveyed decisionmakers are either expanding or planning to expand their warehouses by 2024. It's also not surprising that the amount of new warehousing space that will be required by 2035 is estimated to be 2.3 billion square feet.

This is an exciting time for companies with warehouse operations. But, unfortunately, those relying on outdated solutions and human effort alone to fill their warehouse management needs can anticipate only one thing: a short shelf life. Competing in today's digital marketplace while meeting growing customer demand for fast shipping means investing time, effort, and funds into warehouse automation.

Warehouse automation is the use of technology and automated systems to perform repetitive processes and tasks (physical automation) and to eliminate manual data entry (digital automation). Physical and digital warehouse automation ensure a more efficient, safe, and error-free operation, which increases the bottom line, protects employees, and improves customer satisfaction.

To better understand this, let's look at the top trends in warehouse management automation.

The Top Trends in Automation Technology and Devices

1. Collaborative Robots

Collaborative robots, which are also known as "cobots," work side-by-side with—and enhance the abilities of—humans. The history of robotic innovations, stretching from industrialized robots to cobots, is covered extensively in an article by Man + Machines. According to author Jean-marc Buchert, the idea of creating a more flexible robot that could manipulate objects began in the early 1990s.

Because they assist with hazardous, difficult, or repetitive tasks, cobots are an invaluable tool for warehousing

A WMS PROVIDES REAL-TIME INVENTORY TRACKING, ACCURATE EQUIPMENT LOCATION AND COORDINATION, ACCURATE TEAM RESOURCING, AUTOMATIC DATA CAPTURE, AUTOMATED SCHEDULES, AND HANDS-FREE OPERATIONS.

operations, even more so as their capabilities have advanced. Buchert notes: "Cobots also feature more and more advanced sensing capabilities to sense their surroundings, prevent collisions and increase the safety of humans. The best cobots today are easy to use, so that, in many cases, workers don't even need an engineering degree to run them. Therefore, they have become a great way for companies to relieve workers from dangerous and difficult tasks. They make their work easier and allow them to do more creative and productive tasks, like quality control and crafting of industrial parts."

Cobots can integrate easily into a warehouse operation's existing infrastructure. They're lightweight, mobile, and easily programmed. They're also less expensive than industrial robots. Even better, cobots—which can be used in picking, packing, inspecting, and shipping processes or to optimize picking routes—improve the safety and quality of the jobs performed by employees.

2. Warehouse Management Systems and Software

A warehouse management system (WMS) helps companies efficiently manage materials and goods, from the time they enter the warehouse until they depart. A WMS provides real-time inventory tracking, accurate equipment location and coordination, accurate team resourcing, automatic data capture, automated schedules, and hands-free operations. Often, a WMS works in conjunction with an enterprise resource planning (ERP) solution, which acts as the central repository for WMS data.

As eCommerce rapidly grows, so do the size and complexity of warehouse operations. So, it's in a company's best interest to use a WMS—a fact many businesses are beginning to recognize. According to MarketsandMarkets, the global warehouse management system market size "is expected to grow from USD 2.8 billion in 2021 to USD 6.1 billion by 2026."

3. Automated Storage and Retrieval Systems

Automated storage and retrieval systems (AS/RS) are completely automated systems built on tracks and vertical racks. Items stored in the racks are found and retrieved by computer-controlled equipment, such as shuttles, carousels, and vertical lift modules (VLMs). Within this single system, companies can simplify all their warehousing needs, from picking and storage to assembly (and anything in between).

Some sources indicate that AS/RS accuracy levels exceed 99%. Additional benefits include less wasted space, increased labor productivity, and reduced costs. AS/RS technologies can also help monitor conditions in storage units and ensure security.

4. Automated Guided Vehicles and Autonomous Mobile Robots

Using employee resources to move materials is not effective time management. According to Mobile Industrial Robots (MiR), automated guided vehicles (AGVs) and autonomous mobile robots (AMRs) can optimize productivity, effectively schedule deliveries, and give employees time to focus on higher-level activities. MiR also notes that AMRs are beginning to challenge the popularity of AGVs.

AGVs follow fixed routes, have limited on-board intelligence, and operate on simple programming instructions. They cannot navigate around obstacles, so, if they run into any, they stop until the obstacles are removed. AMRs, on the other hand, can find their way around a building using data from cameras, built-in sensors, laser scanners, and software—maneuvering around obstacles and finding the best routes.

Both AGVs and AMRs can help warehousing operations, but the flexibility and affordability of AMRs suggest they may be the right choice for future-minded companies.

5. Radio-frequency Identification

Radio-frequency identification (RFID) tags are attached to or embedded in objects, and they transmit and receive information through an RFID reader and antennas. RFID data, which can synch with the Internet of Things (IoT) and with an ERP solution, allows warehousing operations to track goods, monitor equipment, review transportation conditions, identify operational inefficiencies, and more—all without manual intervention. The result is increased visibility, reduced labor costs, improved accuracy, and enhanced speed.

6. Cloud-based Operations

Cloud computing continues to gain popularity for warehouse management. On-premises solutions require investments into hardware, a space to house that hardware, and an IT staff to set up, monitor, secure, and update the system. But cloud-based software is implemented, managed, and secured by the software vendor. It also seamlessly integrates with existing applications without using complex workarounds.
Warehouse management automation goes hand-in-hand with cloud computing, which helps companies streamline workflows, gather data, and automate procedures through a single, centralized solution. Information from such a central repository is accessible anytime, from anywhere—making cloud-based software a flexible, sustainable solution for warehouse operations.

7. Modular Solutions

The trend of flexibility and sustainability continues with modular solutions. Dockzilla's modular warehouses are a perfect example.

In "Modular Warehouse Transforms Property Into a Plug-and-Play Distribution Center," Dockzilla discusses the pandemic-induced increase in at-home deliveries and how distribution companies have struggled to set up and secure appropriate warehouse space to fill demand. With Dockzilla's modular warehouses, companies have "innovative all-in-one 'pop-up' structures" that "combine the necessary loading dock equipment needed for expedited order fulfillment and can be delivered and assembled in just a few weeks."

The article continues: "What's more, they can be dismantled and shipped elsewhere to be repurposed as needed, making them especially valuable in an ever-evolving marketplace."

This "plug-and-play" modularity keeps companies agile, helping them pivot in unexpected circumstances. And it's not just limited to equipment, like Dockzilla's warehouses. Any technology or device is "plug-and-play" if it works with a system immediately after being connected ("plugged in") to that system.

8. Predictive Maintenance

The days of reacting to problems or challenges as they arise are numbered. With today's predictive maintenance software systems, companies can monitor equipment through data sensors and determine when corrective measures are needed to fend off more complex issues and downtime.

A Deloitte Analytics Institute paper notes: "Knowing well ahead of time when an asset will fail avoids unplanned downtimes and broken assets. On average, predictive maintenance increases productivity by 25%, reduces breakdowns by 70%, and lowers maintenance costs by 25%."

Implementing Warehouse Automation Platforms and Technologies

It's clear that these trends in warehouse management automation can benefit companies with warehouse operations, but, if a company plans to implement any warehouse automation tactic, it must start with two important points.

First, the company must analyze and assess its specific needs and workflows. Management and team members should understand what pain points would be solved by the chosen warehouse automation platform. Automation itself is only beneficial if a company needs it.

Second, the entire team must be on board before a new platform is implemented. The employees will be using the automation, and, without their buy-in, it may be an expensive and unused investment. The same holds true for any implementation—including that of a cloud ERP solution, like Acumatica.

In "How to Get Organizational Buy-In for Your ERP Implementation (and Why It Matters)," Acumatica's Sean Chatterjee, Vice President of Partner Sales, writes that "organizational buy-in (or the lack thereof) can make or break your ERP implementation. If employees refuse to use the new system or only use it half-heartedly, your company cannot reap the rewards brought by automating your business management processes."

ACUMATICA WMS COMBINES THE POWERS OF A WAREHOUSE MANAGEMENT SYSTEM AND CLOUD ERP SOFTWARE INTO A SINGLE, COMPREHENSIVE SOLUTION THAT HELPS COMPANIES AUTOMATE THEIR WAREHOUSES.

How Acumatica Can Help

Acumatica WMS combines the powers of a warehouse management system and cloud ERP software into a single, comprehensive solution that helps companies automate their warehouses. It provides:

Barcode scanning and verification of picked items.

Paperless, directed picking with mobile scanners.

Automated data capture.

Customized workflows.

Lot and serial number tracking.

Automatic tracking on all shipments.

Shipment notifications for customers.

And more.

To stay on top of the current trends in warehouse management automation and to learn more about Acumatica, contact our experts today.

About Acumatica

Acumatica is a leading innovator in cloud ERP with customers located around the world. Acumatica ERP delivers adaptable cloud and mobile technology with a unique all-inclusive user licensing model, enabling a complete, real time view of your business anytime, anywhere. Through our worldwide network of partners, Acumatica provides the full suite of integrated business management applications, designed to help mid-sized companies thrive in today's fast-moving markets.

3I INFOTECH TIES-UP WITH IIT MADRAS TO ESTABLISH FUTURETECH BUSINESS LABS

3i Infotech Limited (BSE: 532628, NSE: 3IINFOLTD), a global Information Technology company, committed to accelerating business transformation, announced its consolidated financial results for its fourth quarter ending March 31, 2022 and for fiscal year 2021-2022 (FY22). The company also made a series of key updates, which include - in FY22, 3i Infotech has tied-up with IIT Madras to establish FutureTech (earlier NextGen) business labs taking Telecom, Manufacturing, Logistics and Healthcare as a priority sector. The company has initiated setting up of development centers in Tier II / III cities and the first center would be functional in Q1 FY23. 3i Infotech has also invested in partner ecosystem for SASE, edge computing, IoT and EdTech technologies, potential growth opportunities globally in FY23.

In tune with the evolving tech landscape and rapid digital proliferation, the company also mentioned that it would help enterprises to be industry 4.0 ready through its service offerings. Apart from BFSI, manufacturing (SMB and midmarket), retail, telecom, media, and entertainment sectors, 3i Infotech will also keenly focus on emerging industry verticals like EdTech, agritech and greentech.

3i Infotech will actively scale its operations across the global business region, which comprises of US, UK, Middle East, and Africa. In US, the company plans to expand its BFSI, telecom, media, and entertainment presence, and in parallel launch their SMB strategy which is NuRe led. In UK, the company wants to lead through telecom, media, entertainment, manufacturing and horizontally via background verification services etc., that are powered by blockchain. Africa is seeing a lot of traction for the company. Middle East will also see substantial expansion and acceleration.

Announced during the last quarter, the company has made significant strides around its resident entrepreneur program, which is helping create new platforms, technologies, and IPs for various organisations. Presently, 3i Infotech has three full time resident entrepreneurs – the first one being in cognitive computing services and advanced AI that is into prescriptive and real time edge analytics; second is from the EdTech space and the third is around the cybersecurity operations/SOC space.

Mr. Thompson Gnanam, Managing Director & Global CEO, 3i Infotech Limited said, "The last quarter has been a buoyant one for us, negating much of the past legacy issues. Now, we can manage our cost predictability much better, and we are clear on the cost structures. We will strive for maximum revenue realization of the new orders booked in FY22-23 and the new lines of businesses are expected to change the revenue / margin mix for us. As a standalone services company, we will try to be profitable which is the first milestone for us, as we chalk out this way forward plan where we build our own platform and co-exist with services."

The company reported a consolidated revenue of Rs 175.6 Cr in Q4 FY2022 reflecting a quarter-on-quarter growth of 6.0%, and FY2022 revenue of Rs 677 Cr reflecting an annual growth of 11.2%. The company shared a strong outlook for FY 22-23 with confirmed order book of Rs 760 Cr as of exit March 2022 and Rs 100 Cr new order book target for FY 22-23 with higher margin revenue mix of minimum 40/50%.

"This year, our organization structures have been drawn to separate the RUN, GROW and BUILD businesses. We are investing in the GROW business that focuses on better margin mix and will include new service lines whether it is cloud-first, digital infrastructure management services, AAA, digital testing, digital BPaaS, KPaaS and we have set it up as separate P/L units. Over a period of time, GROW will replace RUN. We have set optimization targets in RUN to ensure that GROW is funded well to build future lines of business for us. BUILD projects are capitalized and kept separately, as we are creating IPs, products and platforms and making a balanced investment," he further added.

Key financial highlights

-EBITDA for the quarter stands at Rs 3.4 Cr, primarily due to margin improvement and cost rationalization. The company has reported positive EBITDA after more than 4 quarters of operating loss
-Consolidated PAT for the quarter is near to break-even (-Rs 3.9 Cr) which is a significant QoQ improvement with reduction in losses by Rs 18.7 Cr
-The company reported net cash of Rs 73.4 Cr in as on 31st March 2022
-FY22 America Business has grown by 11.5% to Rs 377.7 Cr from Rs 338.7 Cr in FY21. Similarly, India business grown by 16.5% to Rs 209.7 Cr from Rs 180 Cr in FY21
-From a vertical perspective, the Information Technology vertical is a major contributor in total revenue with 35.9% revenue share while Banking & Financial Services (BFS) has 28.5% revenue share in total FY22 revenues
-36.3% of our business comes from top 20 clients and we have been successful in 100% retention of our existing clients in FY22
-75.6% revenues in FY22 was contributed by Application-Automation-Analytics (AAA) line of business followed by Infrastructure Management Services (IMS) with 13.8% revenue share

Key business updates

-3i Infotech's has started experiencing the positive business growth in their CloudFirst business with Gross Margins of 20+%. Their NuRe cloud solutions has huge global and domestics opportunities for both cloud services as well as cognitive & edge computing
-The company's cloud business, with its end-to-end solutions, continues to provide compelling value to its customers at most competitive benchmarks
-Platform solutions now offers C-Level intelligence services including enterprise risk management and decision-making intelligence

Over the last two quarters, the company has forged a string of contracts and deals across verticals and geographies. Some of the recent deals include - 3i Infotech's US subsidiary announcing a strategic investment in Exium, a pioneer in 5G powered Secure Access Services Edge (SASE) solutions; a Digital BPS transformational deal with a leading insurance company in India for Rs 12 cr; an order worth Rs. 10.58 cr across industry verticals with companies including Vishal Mega Mart Private Limited, Dhani Loans and Services Limited (formerly India bulls Consumer Finance Limited), Amara Raja Batteries Ltd, Aavas Financiers Limited, Erulearning Solutions Private Limited and Rockman Industries Limited.

About 3i Infotech

Headquartered in Mumbai, India, since inception in 1993, 3i Infotech has been committed to driving business value across multiple industry verticals. 3i Infotech, today, has emerged as a leading name in propelling the current wave of digital transformation initiatives, with deep domain expertise across BFSI, Healthcare, Manufacturing, Retail and Government sectors. The Company has over 5000 employees in 30 offices across 15 countries and over 1000+ clients in more than 50 countries across 4 continents. With a wide range of IT services, 3i Infotech has successfully transformed business operations of customers globally. The Company has a very strong foothold and client base in geographies like North America, India, Asia Pacific, Middle East and Africa, Kingdom of Saudi Arabia, and South Asia.

ORACLE NETSUITE

BEYOND THE NUMBERS: EXECS WANT CFOS TO IMPROVE THEIR COMMUNICATION AND MANAGEMENT SKILLS

As organizations try to navigate economic uncertainty, CFOs have taken center stage, advising other company leaders on strategy, and collaborating with colleagues. This has undoubtedly had an impact on the CFO's job, which was historically seen as a numbers role. A pandemic, inflation and now fears of a downturn have given finance leaders the opportunity to collaborate and communicate with a much broader set of stakeholders.

But are they taking advantage?

To learn how CFOs are managing current conditions while raising their profiles and extending the reach of the finance department, the research team at Oracle NetSuite surveyed 500 executives and managers from companies with $250 million or less in annual revenue. Here's what our survey found.

The CFO Role Is Expanding

Several years of challenging conditions have increased the influence of CFOs.

87% of executives and managers outside the finance team believe the finance group is more vital now than before the pandemic.

As the role of the finance group becomes more important, working in finance is getting more challenging. Almost half of finance execs (48%) and 68% of finance managers say their jobs are more difficult today than in 2019.
As CFOs take on more holistic roles, they're spending more time communicating and collaborating up and down the organization. For example, 57% of finance leaders say they now spend significant time meeting with other execs outside of the finance department.

CFOs Must Improve Communication and Management Skills

As CFOs get more responsibility and greater influence, senior executives want to see improved communication and management skills.

40% of non-finance execs and managers do not believe their company's CFO is an expert communicator, and 35% do not believe their CFO is expert at managing the team.

Communication and management skills don't come naturally to most finance chiefs. For example, only 35% enjoy telling the company's story through financial data while 22% delegate this responsibility to others. Additionally, only 31% of CFOs said they enjoy coaching finance team members; nearly as many, 30%, delegate this responsibility.
As companies continue to manage through uncertainty, senior executives are encouraging CFOs to be communicative and collaborate more.

Success here means finance leaders need to not only provide data on company performance, they need to add context to help all employees grasp the ramifications of the numbers, communicate likely future scenarios, and recommend strategies the organization can take to come out ahead.

The most successful CFOs will move beyond their comfort zones and embrace technology and automation to manage day-to-day tasks, freeing up time to hone the soft skills that are in high demand.

About Oracle NetSuite

For more than 20 years, Oracle NetSuite has helped organizations grow, scale and adapt to change. NetSuite provides an integrated system that includes financials / Enterprise Resource Planning (ERP), inventory management, HR, professional services automation and omnichannel commerce, used by more than 29,000 customers in 215 countries and dependent territories.

priority™

ERP & CSR: HOW TO POWER YOUR COMPANY'S SOCIAL RESPONSIBILITY INITIATIVES

*Article by **Olly Lukatski***
Marketing Communications, Priority

In recent years, and no less so, following the unprecedented challenges of the pandemic, Corporate Social Responsibility (CSR), has fast become one of the most widespread initiatives in business today. With the sole intention of helping companies become better corporate citizens, and 'shine bright' in the public eye, and attract more customers, dedicated CSR companywide programs, and even entire departments and teams, are put in place to lead CSR projects.

So, what does CSR have to do with ERP? In a word (or two), CSR programs produce reams of business data, from information on program impact, budget and funding, charitable donations, to employee data and program engagement, a company's ethical standards, procedures & policies, all the way to driving better-informed strategic business decisions – ALL for the greater good, to help drive social change.

An ERP system holds vast tomes of data all in a central database, with fast and easy access to scores of CSR-related documentation and data. Let's take a closer look at how ERP systems can not only serve as a viable platform for an organization's CSR programs, but also help drive CSR initiatives forward, and maintain seamless control of a company's CSR "motives, money, and manpower," with smart, automated business management tools.

What is CSR?

CSR refers to the many practices and policies undertaken by organizations that will ultimately have a positive influence on the world. The fundamental idea behind CSR is for a company to support a range of socially-driven initiatives, empower their employees by encouraging them to take an active role, and no less, to enhance their brand, and their profit margin.

Some common examples of CSR programs include supporting the environment via sustainable manufacturing processes to reduce waste and lower the carbon footprint, recycling programs, employee volunteer programs, and community service, and donating company funds to various charities and nonprofits.

> **ACCOUNTABILITY IN THE MANUFACTURING PROCESS IS POWERED BY TRACEABILITY, AND MORE SPECIFICALLY, LOT TRACEABILITY, AND HOW MANUFACTURERS CREATE AND MAINTAIN TRANSPARENT, RESPONSIBLE, AND ACCOUNTABLE PRODUCTION, FROM THE RECEIPT OF RAW MATERIALS TO THE SHOP FLOOR AND ASSEMBLY LINES, AND DISTRIBUTION TO THE CUSTOMERS' FRONT DOOR.**

Where the Elite... Meet: CSR & ERP

While a myriad of dedicated CSR solutions are available to manage an organization's charity programs, for example, none can provide the "full gambit" of features and capabilities companies need to manage a comprehensive, cross-company, cross-functional CSR program.

Unlike standalone CSR software, an ERP system can facilitate not only a company's CSR initiatives, such as company/employee donation matching, fundraising campaigns, volunteer event planning, and volunteer tracking, but actually build, automate, and optimize CSR programs based on real-time data analytics powered by an ERP system's built-in BI tools. What's more, with ERP's support for global organizations with geographically dispersed offices, businesses can localize their CSR programs in the local language and currency, and ensure that it complies with local tax and banking requirements.

Since the size and scope of all CSR programs are based on a dedicated company budget, and its ability to not only spend but also receive money, it's imperative that a management system support features such as credit card processing, payroll deductions, and be fully integrated with a company's HR, time & attendance, and manpower planning and staffing. For example, would employees receive paid time off if they volunteer for CSR activities during work hours? Would they be reimbursed for out-of-pocket expenses associated with time-consuming sustainability programs, such as recycling? A comprehensive ERP system can efficiently handle all of this, and more – all on a single platform.

How ERP drives CSR forward

Today, business owners and managers are focused on driving innovation, increasing brand awareness, and maintaining business continuity, to ultimately, grow. When CSR is deemed an integral part of their overall success, managing the entire CSR program lifecycle in an ERP system, offers enormous benefits. The "Top 5" are illustrated below.

Project Management.

An ERP system makes it easier to plan, manage and monitor CSR initiatives every step of the way, keep managers and employees in the loop and on the same page, and generate reports based on real-time data. ERP's project tracking tools provide employees with engaging and impactful volunteering experiences, help track and measure social impact, and generate reports on teams' performance. Build and manage CSR programs using ERP's forecasting, planning and analysis tools to predict project costs, based on tasks, milestones, and resource costs, including resource allocation, evaluating new opportunities, and managing project milestones.

Budget & Costing.

An ERP enables organizations to generate CSR project budgets, and closely monitor and track project costs, to enable financial transparency, vitally important to show company investors, owners, and employees exactly where their money is going. Create detailed budget and costing based on real-time operational and financial data integrated into the system to suit your company and CSR projects' vision. Achieve and maintain tight internal control, critically important to any CSR program, with automated financial processes including General Ledger, Profit and Loss, balance sheets, cash flow, trial balances, Accounts Receivable, Accounts Payable, Expense & Asset Management, and more.
Integrated Analysis Tools. With an ERP's integrated Business Intelligence (BI) analysis tools, organizations can generate real-time business intelligence and customizable reports, to always have full visibility of the current CSR program status. Analyze project, financial, and employee data, and empower your workforce with a 360-degree view of each and every interaction or transaction via customizable dashboards, and generate business analysis reports powered by built-in BI tools. Easy access to data helps gain valuable insights into current and planned CSR programs, make better-informed business decisions, and translate data insights into real business value with actionable results.

Mobile ERP.
Mobile ERP functionality helps keep your CSR programs up and running, even when your employees are not in the office. With the surge in remote working, and many employees still working from home or in a hybrid work/home capacity, mobile ERP enables full system functionality from any mobile device or tablet, from any location, at any time. This way, CSR activities can be managed and monitored – on the go. Easy access to all the key components of your business and CSR programs, including operational data, budget, and finances, project management, employee management, including a convenient time & attendance module, can be done from your mobile device. With mobile ERP, your CSR programs never miss a beat!

Human Resources. An ERP system's HR module helps ensure your employees are effective, involved, and inspired, not only by their participation in CSR programs but in every aspect of their job role and responsibilities. Fully integrated HR management tools help organizations to automate,

manage, and track employees' CSR activities, generating real-time reports. Managers and team leaders can track their teams' participation in CSR programs, with effective manpower planning tools, and publicly recognize employees for their good work, and CSR initiatives. More important, an HR module helps ensure that its human resources procedures are compliant with an organization's policies and employment regulations.

While an ERP system can efficiently manage, control, automate and optimize your organization's CSR initiatives, the one thing it cannot do, is singlehandedly motivate your employees. Motivation, inspiration, and employees' willingness to take part in CSR programs, start at the top. When employees are empowered, when they are made to feel that their contribution matters, when their time and efforts are rewarded, their doing well by "doing good," will follow.

Because "good work" is always found in the details, and viable CSR program management and reporting are based on a wealth of details and reams of data, an ERP system, with automated CSR project management, documentation, and tracking tools, helps organizations work smarter, faster, and more efficiently. There's no easy way to put a CSR plan into practice, and it's even harder to prove to company investors, owners, and other stakeholders, that the plan is being followed. Now might be a good time to consider ERP to not only drive your business forward but to power your CSR initiatives today, for a more socially responsible tomorrow.

Olly manages Priority's global marketing communications and content strategy. Over the past 10 years, Olly has gained vast experience in executing marketing initiatives in high-growth B2B companies, quickly adapting to the constantly changing market demands and bringing new concepts to life.

About Priority

Priority is a leading provider of scalable, agile, and open cloud-based business management solutions for a wide range of industries and organizations of all sizes; from global enterprises to small and growing businesses. Recognized by top industry experts and analysts for its product innovation, Priority provides real-time access to business data and insights from any desktop or mobile device, enabling organizations to increase operational efficiency, improve the customer experience, identify new opportunities, and outpace the competition. With offices in the US, UK, Belgium, and Israel and a global network of business partners, Priority, owned by Fortissimo Capital and TA Associates, empowers 75,000 customers in 40 countries with smart and intuitive business management platforms that drive accelerated organizational growth

What does this mean for you and your business? Simply put, Priority improves business efficiency and the customer experience. We provide real time access to business data and insights in the cloud, on-premise, and on-the-go, easy, real time system access from any mobile device or tablet – anywhere, any time.

MEDATECH, THE EASIER WAY TO ERP

There has been an ongoing debate for many years now about the best type of ERP solution for your business.

Many years ago it concentrated on the difference between comprehensive systems vs best of breed solutions. Here the idea of a solution that has best practice in a specific area of functionality combined with other systems concentrating in other processes could, when integrated together provide a better solution than the comprehensive system. The basic trade-off was between streamlined functionality against the inefficiency of integrating multiple systems together.

Now the debate has moved on as the comprehensive solutions have realised that different industries have unique requirements and so they then produced variations via some form of parameterisation that allows them to claim that their system is optimised for a specific industry.

However, from experience, especially with small to medium sized enterprises it is clear to us at Medatech UK that this is not enough. The distinction between businesses due to being in a specific industry goes further than that. Each business within an industry also works differently to each other.

If you think about it, this is where the whole idea of competitive advantage comes into play. For instance, a business in the automotive industry competes with other businesses in the automotive industry. They do not (normally) directly compete with businesses in, say, the medical devices industry. This is where the real requirements for process efficiency come.

Don't get me wrong, the need for efficiency because you have specific industry requirements is very important. But this is the first level of improvement you can get from your ERP solution. It doesn't stop there.

There is a deeper level of efficiency that is all to do with the way your specific business works. It will be different to the way your competitors in your industry work. This is where the greatest benefits lie.

To be truly the best amongst your peers, you need an ERP solution that not only serves your industry well with specific functionality, but it must also have the ability to allow you to be unique in your business processes from your competitors. And, importantly it must do it in a secure and robust manner that allows standard upgrading without additional work.

This is the Holy Grail for your business process efficiency. If you stick with just industry-specific functionality, you are only half as good as you could be.

Need more? Go to www.medatechuk.com, @MedatechUK or get in touch! sales@medatechuk.com

SYSPRO USA ENABLES AP PAYMENT AUTOMATION WITH AUTOMATED PAYABLES FOR SYSPRO, POWERED BY PRIORITY CPX

*Interview with **Sanjay Ejantkar**, Vice President of Alliances, Global – **SYSPRO USA**, and **Steve Tackett**, the Executive Vice President and Head of the B2B division for **Priority***

SYSPRO USA, a global provider of ERP software, announced a partnership with Priority Technology Holdings, Inc. (NASDAQ: PRTH) and their market-leading accounts payable (AP) solution, CPX, enhancing SYSPRO's already robust accounts payable capabilities. With this new offering, named Automated Payables for SYSPRO, powered by Priority CPX, SYSPRO customers can enable AP automation, digitizing supplier payment capabilities within SYSPRO ERP Software. We had an interview with Sanjay Ejantkar, Vice President of Alliances at SYSPRO USA, and Steve Tackett, the Executive Vice President and Head of the B2B division for Priority related to this subject.

SYSPRO: Could you tell us about yourself and your role at SYSPRO?

I'm Sanjay Ejantkar, vice president of alliances for SYSPRO Americas. I've worked in the manufacturing ERP industry for more than two decades, and at SYSPRO, I'm responsible for our Integrated Technology Program. Our ERP platform is architected to make it easy to integrate best-of-breed software solutions, and we've built a vibrant ISV partner program. I lead the creation of the program's goals, strategy and processes, and I'm in charge of forging partnerships with leading ISVs like Priority that can bring value to our customers.

Priority: Could you tell us about yourself and your role at Priority?

Yes, I'm Steve Tackett, the Executive Vice President and head of the B2B division for Priority. I've been working in payments since 1997 and first pioneered virtual card payments in 2000. I oversee Priority's CPX e-payables platform and services. In a nutshell, CPX allows corporations to outsource payments to their suppliers and turn accounts payable from a cost center to a profit center.

SYSPRO: Specializing in key manufacturing and distribution industries since 1978, SYSPRO is one of the longest-running private ERP vendors in the world. How do you ensure the continuity of this success?'

That specialization is one of the keys to our success. We pride ourselves on speaking the language of our manufacturing and

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ERP WILL PLAY A CRITICAL ROLE FOR COMPANIES AS THEY NAVIGATE THROUGH THIS DIFFICULT AND UNCERTAIN PERIOD. THE ERP PLATFORM PROVIDES A TECHNOLOGICAL FOUNDATION FOR THE DIGITAL TRANSFORMATION THAT COMPANIES WILL HAVE TO UNDERGO TO SURVIVE AND THRIVE.

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distribution customers, and our platform has been purpose-built to meet their unique needs. It makes our platform easier to use and faster to deploy, reducing time to value.

Another key is the ease of integration I mentioned earlier. We already provide 160 modules that provide advanced functionality for our platform, such as AI, analytics and IoT. But we don't stop there. Our ISV program makes it very simple for manufacturers and distributors to integrate additional functionality from other software vendors. One example is Priority's accounts payable automation software. It future-proofs the platform, protecting our customers' investment over the long-haul.

Priority: Priority enables seamless integration of business data, insights, and action with data- driven business management solutions. It provides painless growth, especially for growing businesses. What do you provide businesses so that their growth is "painless"?

Accounts Payable (AP) is a resource constrained cost center pretty much anywhere you look across corporate America. Any number of technologies and services are available in the marketplace to automate and scale AP processes, but often companies underinvest to acquire and implement these efficiencies and never reach the expected benefit. Every CFO is looking to electronify payments, but contacting and getting agreement from payees is a lot of work that AP departments just aren't staffed to perform. Our CPX payments product and services allow CFOs to outsource the heavy lifting of electronifying payments to achieve their payments goals. Send CPX your payments as is and our payments engine will process them. Behind the scenes, our CPX supplier enablement team will contact your payees that are accepting checks today and move them to virtual cards and ACH.

Virtual card and ACH+ have the added benefit of generating revenue share. Our clients are able, then, to both electronify payments and shift payments from a cost center to a profit center, while Priority provides both the technology and people to achieve these goals!

SYSPRO: SYSPRO announced a partnership with Priority and their market-leading accounts payable (AP) solution, CPX, enhancing SYSPRO's already robust accounts payable capabilities. What benefits will this partnership bring to SYSPRO customers?

Many mid-market manufacturers still rely on manual processes that are paper-based to at least some degree. These manual systems are expensive and subject to human error, which causes all kinds of problems, from payment delays to damaged business relationships. Plus, it's a process that can be exploited for payment fraud.

Our integration and partnership with Priority digitizes and automates the AP payment process, which eliminates manual work, speeds up the process and vastly improves accuracy. It also gives vendors a lot of flexibility in how they pay — ACH, virtual card, check or wire to remit payment. And if vendors choose the virtual card option, as Steve mentioned, the manufacturer can get a rebate on each virtual card transaction. With enough volume, these rebates can literally pay for the software.

Priority: The new offer called Automated Payables certainly has many advantages. Can you evaluate this partnership in terms of Priority? What benefits will this partnership bring to Priority customers?

Yes, SYSPRO customers benefit from the SYSPRO and CPX integration because payments and suppliers will flow seamlessly from SYSPRO into CPX. In fact, SYSPRO users will never have to learn or log into CPX - they'll simply perform payments in their ERP, while CPX in the background sends remittance and payments and converts checks to virtual card and ACH. SYSPRO customers will get all of the benefits of CPX without the cost, hassle, or time typically associated with adopting a new technology.

> **OUR INTEGRATION AND PARTNERSHIP WITH PRIORITY DIGITIZES AND AUTOMATES THE AP PAYMENT PROCESS, WHICH ELIMINATES MANUAL WORK, SPEEDS UP THE PROCESS AND VASTLY IMPROVES ACCURACY.**

SYSPRO: In the light of the abrupt change in the economic and social world order experienced globally during the last two years, customer expectations continue to shape up accordingly. In the new digital world order, ERP software has started to play a much more critical role. What are your predictions for the future of the industry and your goals as SYSPRO?

It's definitely a very turbulent time. The supply chain has experienced a ton of disruption, from the China-US trade war and the pandemic, to the war in Ukraine. To mitigate risk, manufacturers and distributors need to gather as much information as they can on customer demand and their supply chain. They'll also need systems to analyze that information to provide the insights required to make accurate, timely decisions.

Additionally, companies will be looking to diversify their supply chain with dual- and multi-sourcing to increase resiliency. But doing so also adds a lot of complexity, which can make it tricky to manage.

Unfortunately, a lot of companies aren't investing in the technologies they'll need to support these kinds of strategies. We recently published a survey showing that less than half (45%) of businesses have looked at systems to address supply chain disruptions, and an even smaller percentage (44%) have investigated technologies that enable collaboration with external suppliers and customers. Most companies are investing in tech that will increase their internal efficiency, which is critical. But if they don't also invest in solutions to manage and mitigate external forces such as the supply chain, those internal efficiencies won't do much to help when they suddenly can't procure key components and raw materials.

ERP will play a critical role for companies as they navigate

through this difficult and uncertain period. The ERP platform provides a technological foundation for the digital transformation that companies will have to undergo to survive and thrive. For instance, automation and analytics are fundamental technologies for making dual sourcing work well, and they must be tied into the ERP system, which acts as a single source of information about the business. Likewise, material requirements planning solutions, supply chain portals and data analytics can predict demand, provide advanced warning of shortages and point to strategies for dealing with them, but they all have to work in concert through the ERP.

Priority: With the pandemic, virtual payment has become much more habitual. As Priority, what predictions do you have for the future of virtual payment software? And can you talk about the future plans of Priority?

COVID certainly has helped accounting departments break out of some tedious and manual processes. We've experienced a tremendous jump in automation and electronification of payments from both the buyer and supplier sides since COVID started and that's only going to continue.

Virtual cards are central to that trend because they are almost universally accepted, have the controls of a check or ACH without the costs, and can also deliver a meaningful revenue share. Much of the innovation in virtual payments functionality will be industry vertical specific.

Partnerships between technology companies like SYSPRO and fintechs like Priority over time will become the norm to make the payment process easier. While banks will continue to do behind the scenes treasury management and banking, the biggest shifts we see are 1) fintechs like Priority supplanting banks because of their ability to innovate and deliver a better customer experience; and 2) regional and state bank leveraging the power of fintechs to compete with national and international.

Priority will continue to innovate and expand in accepting and making payments. Another exciting area of growth to keep an eye on is our Banking-as-a-Service application, which allows our customers to collect, store and send money. The future is hard to predict but we expect Priority to continue to be a thought and technology leader in the payment space for years to come.

Sanjay Ejantkar is the Vice President of Alliances at SYSPRO USA. Sanjay has spent over 20 years in the ERP technology space in multiple roles including sales, marketing, product marketing, and product delivery. Within his current role he is responsible for identifying providers, securing commercial agreements and overseeing the promotion of third-party products into the SYSPRO ecosystem. He also works closely with internal stakeholders, and members of the Business Development and Partnering teams to ensure that operations are aligned with SYSPRO's overall corporate strategy.

Consultative professional with 20 years of Product Development, Product Management, and Project Management experience (17 years at WEX). Managed up to 35 employees, and directed $12B+ Line of Business. Expert understanding of technologies (Cloud-based, SaaS, APIs) and products required to bring payments solutions to market. Skilled at innovation, vendor/partner management, operations, and internationalization strategy. Strong business development, global expansion, and account management skills. Certified ScrumMaster and Scrum Product Owner.

About SYSPRO

SYSPRO specializes in key manufacturing and distribution industries. Established in 1978 by CEO Phil Duff, SYSPRO remains one of the longest standing privately owned vendors of ERP software in the world. With a strong commitment to channel partner growth and offices in the United States, Canada, Africa, the UK, Asia and Australasia, SYSPRO customers are backed by a team of global experts that drive maximum value out of IT systems and business solutions.

About Priority Technology Holdings, Inc.

Priority is a payments powerhouse driving the convergence of payments and banking. The company has built a single platform to collect, store, and send money that operates at scale. We help our customers take and make payments while managing business and consumer operating accounts to monetize payment networks. Our tailored, agile technology powers high-value payments products bolstered by our industry-leading personalized support. Additional information can be found at www.PRTH.com.

THE TOP 5 BENEFITS OF PARTNERING WITH A CLOUD MIGRATION SERVICES PROVIDER

Cloud computing has long showed promise as a source of competitiveness, based on the cost savings, scalability, and agility it affords the organizations that adopt it. Even with privacy and security concerns, the benefits accruing to early adopters made their cloud computing use cases very compelling examples to follow as a sound business strategy. Then the COVID-19 pandemic sealed the fate of cloud computing as a cornerstone and accelerator of digital transformation.

Yet even with such clear and compelling reasons to migrate data storage and processing to the cloud, a top priority when doing it is to ensure business continuity. That goal is best achieved when combining the business knowledge of your management team with the process expertise of an experienced cloud migration service provider that can help ensure you realize the top 5 benefits of cloud migration solutions.

1. Having Concrete Plans in Place

As the old adage goes, if you fail to plan, you're planning to fail. When preparing for cloud migration, you need to take this saying to heart. Not planning in the right way or overlooking key processes or functions could lengthen your migration process, add unforeseen costs to it, or undermine the process entirely. Any of those bad outcomes can easily be avoided by partnering with a cloud migration services provider with prior experience working with organizations just like yours.

Moving to the cloud involves changes across the organization that affect people, processes, and technology alike, and there will inevitably be questions you need to answer. For example, how much downtime should we expect? How will we transfer all of our data to the cloud? How long will the project take? These are just a few of the many questions you might face.

What if the migration plan fails?

This is a worst-case scenario that many companies don't plan for, and it can lead to massive amounts of downtime and can tank your standing as an IT leader. However, by partnering with a cloud migration service provider, you can lay out a back-out plan to get end-users back on their feet as quickly as possible.

2. Mitigating Costly Mistakes

Overlooking data dependencies and system integrations. Trying to make multiple significant system changes all at once. Neglecting to implement new security standards for end-users. Failing to anticipate the need for robust and consistent connectivity. These are just a handful of possible mistakes with costly implications that companies could make when trying to make a cloud migration by themselves.

Cloud migration is a complicated process, and if this is unfamiliar territory for your team you essentially would be walking alone through a minefield while blindfolded. And one misstep could wind up being very costly, but with guidance from an experienced cloud migration services provider, you can avoid these mistakes.

3. Access to Experienced Support

Migrating your systems to the cloud is a substantial undertaking, and unexpected issues can hamper your migration if they aren't resolved promptly. Allowing for the unexpected is one of the most important reasons to work with an experienced cloud migration services provider. A critical enabler to a successful cloud migration is how well your cloud migration services provider supports your team's needs and/or supplements their skills. Key criteria to look for in support include:

Domain expertise in your industry and in the business functions involved in your migration.

Experience in migrating a wide range

of systems, platforms, and applications.

Staffing in the time zones that matter for your operation.

All staff trained in trouble ticket handling, incident response

and breach detection & remediation processes that meet your standards.

4. Using a Proven Migration Model

One of the greatest benefits of working with an experienced cloud migration services provider is gaining what they've already seen, learned and baked into their migration models. By contrast, if you were to attempt a migration on your own, you might not have processes built out for a clean migration. And another risk is that you might not have the experienced staff needed to carry out your plan.

At Syntax, we've broken down our cloud migration solution into three components: discovery, readiness assessment, and readiness planning.

Discovery
During the discovery phase, our representatives will hold a workshop with the responsible parties from your business to evaluate your current IT infrastructure, go over your goals and priorities, and set reasonable expectations. The result is a clearly defined roadmap for deploying your systems into the cloud.

Readiness Assessment
The readiness assessment phase consists of two parts. The first is a thorough investigation of your current IT systems. The second is creating an architectural blueprint of how your systems should be set up in the cloud.

Readiness Planning
Once we've established what infrastructure will be needed and how it should be designed, we can create a plan to migrate your applications and systems to the cloud. This is when you'll receive a cost estimate for the project and choose the operating model that works best for your business.

Following a proven migration model, like the one we offer at Syntax, allows you to make a smooth transition to the cloud.

5. Creating a Valuable Partnership

Once your systems have moved into the cloud, there are a variety of innovations and improvements that your business can take advantage of.

For instance, if your IT team lacks the number of technicians to continuously monitor and improve your SAP applications or your Oracle E-Business Suite, ERP systems, then Application Management Services is a logical next step.

Or, if your business wants to maximize its ROI on all the data it collects, Business Analytics is a service you should look into.

Cloud migration service providers like Syntax have years of experience hosting, managing, and offering innovative solutions for cloud ERP systems. However, once your migration project is completed, it's worth considering what other services you may need to ensure your cloud infrastructure is working at peak efficiency.

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.

Prophix

AGILE FINANCE: WHAT, WHY, AND HOW

In our 2022 CFO Benchmarks survey, we asked CFOs and other Finance leaders what their top priorities for digital transformation were. Roughly half said speeding up analysis (48%) and making data more accessible (55%) were their top priorities.

The goal for developing these capabilities is more flexibility and versatility — in other words, Agile Finance.

This term is relatively new, but it hits at the heart of what digital transformation in Finance is for. It's a handy term that makes the intangible process of digitalization more concrete.

But what, specifically, is Agile Finance? Why does it matter for Finance leaders?

And most importantly, how can your Finance team achieve it?

What Are the Features of Agile Finance?

An Agile Finance function combines modern automation and artificial intelligence (AI) technologies with a team that knows how to use them—and how to share their findings with their colleagues in a way that directly informs business decisions.

But Agile Finance is not constrained to the Finance department. It requires a strong, collaborative relationship between the Finance team and the rest of the organization. It also requires centralized access to current Finance data at any time and from any authorized person within the company.

> "AN AGILE FINANCE FUNCTION COMBINES MODERN AUTOMATION AND ARTIFICIAL INTELLIGENCE (AI) TECHNOLOGIES WITH A TEAM THAT KNOWS HOW TO USE THEM—AND HOW TO SHARE THEIR FINDINGS WITH THEIR COLLEAGUES IN A WAY THAT DIRECTLY INFORMS BUSINESS DECISIONS.

Speed, direction, and collaboration are all required for truly Agile Finance. When a company has these pieces in place, they can shift directions quickly and effectively when circumstances change.

There is an Urgent Need for Agile Finance

Digital transformation is speeding up in Finance departments across the country. If companies want to keep up, says Tom Hood, EVP Business Engagement & Growth at AICPA-CIMA, they need to move towards Agile Finance quickly: "The business environment has accelerated by at least five years through the pandemic, increasing the speed of business," he says. "This is resulting in much faster cycle times and the need for more efficient decision-making inside businesses."

Not only do Finance teams need to implement advanced automation and AI tools, Tom says, they also need to "provide the new skills needed across their finance and accounting teams." It is only with the full array of digital transformations that make up Agile Finance—advanced tools and a data-savvy, collaborative staff—that modern Finance teams can stay competitive.

Invest in Smart Systems and Smart People

The first step towards an Agile Finance function is investing in tools that facilitate automated reporting and modeling, AI for deeper and faster analytics, and a central data repository that allows anyone within the organization to access Finance data at any time.

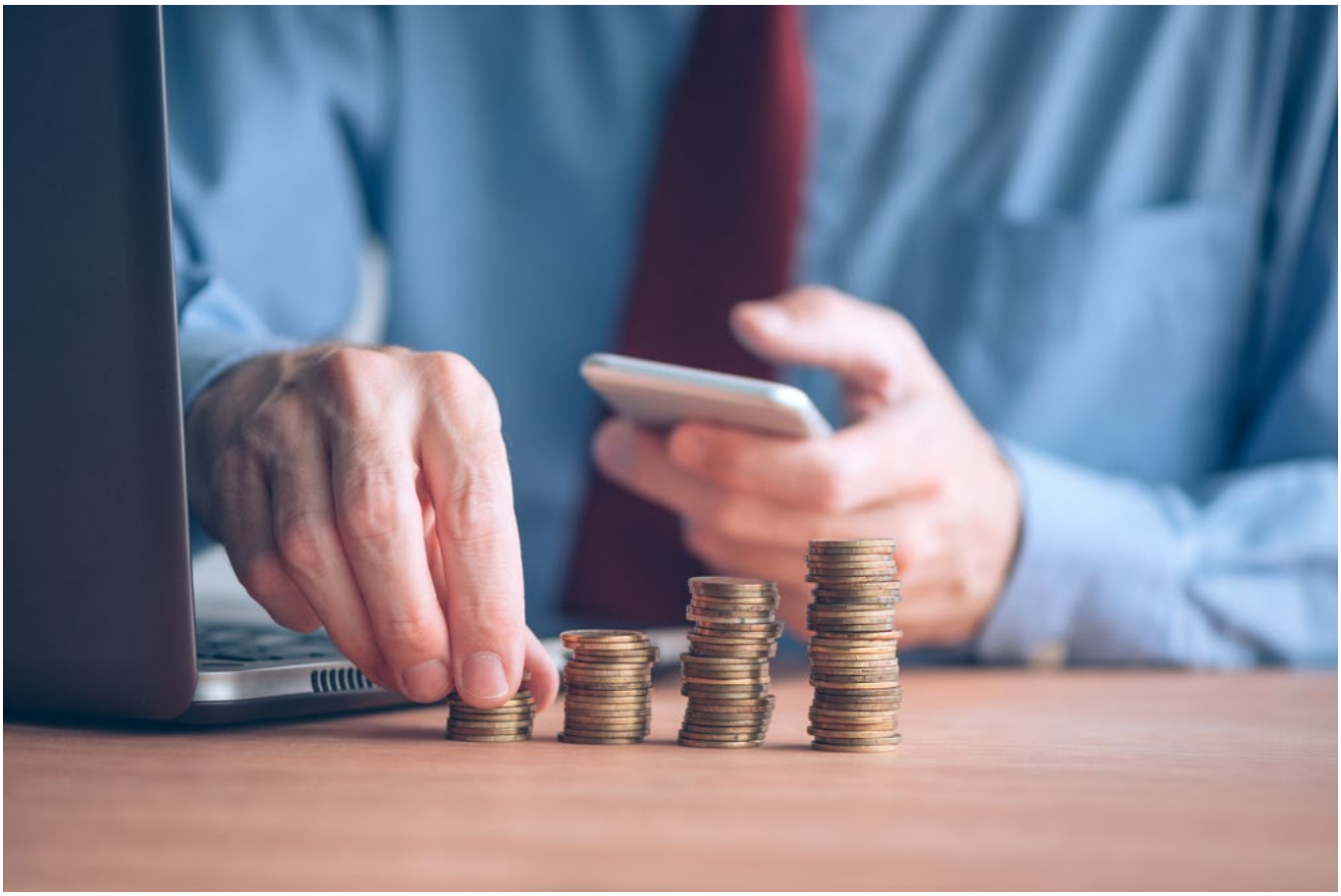
However, when talking about the key features of an Agile Finance team, Janet Schijns, CEO of JS Group, takes automation and more advanced tools like AI as a given. On top of these, she says, are "a team that commits to greater cross-business collaboration, delivery of truly data-backed insights, and personalized decision support to meet future business demands, as well as current ones – and deliver this in a timely manner."

An Agile team shifts the role of the Finance department from scorekeepers to active participants in guiding the organization. This means having data-savvy employees who can quickly and persuasively communicate their findings to just about anyone in the organization.

Transform Your Business with Agile Finance

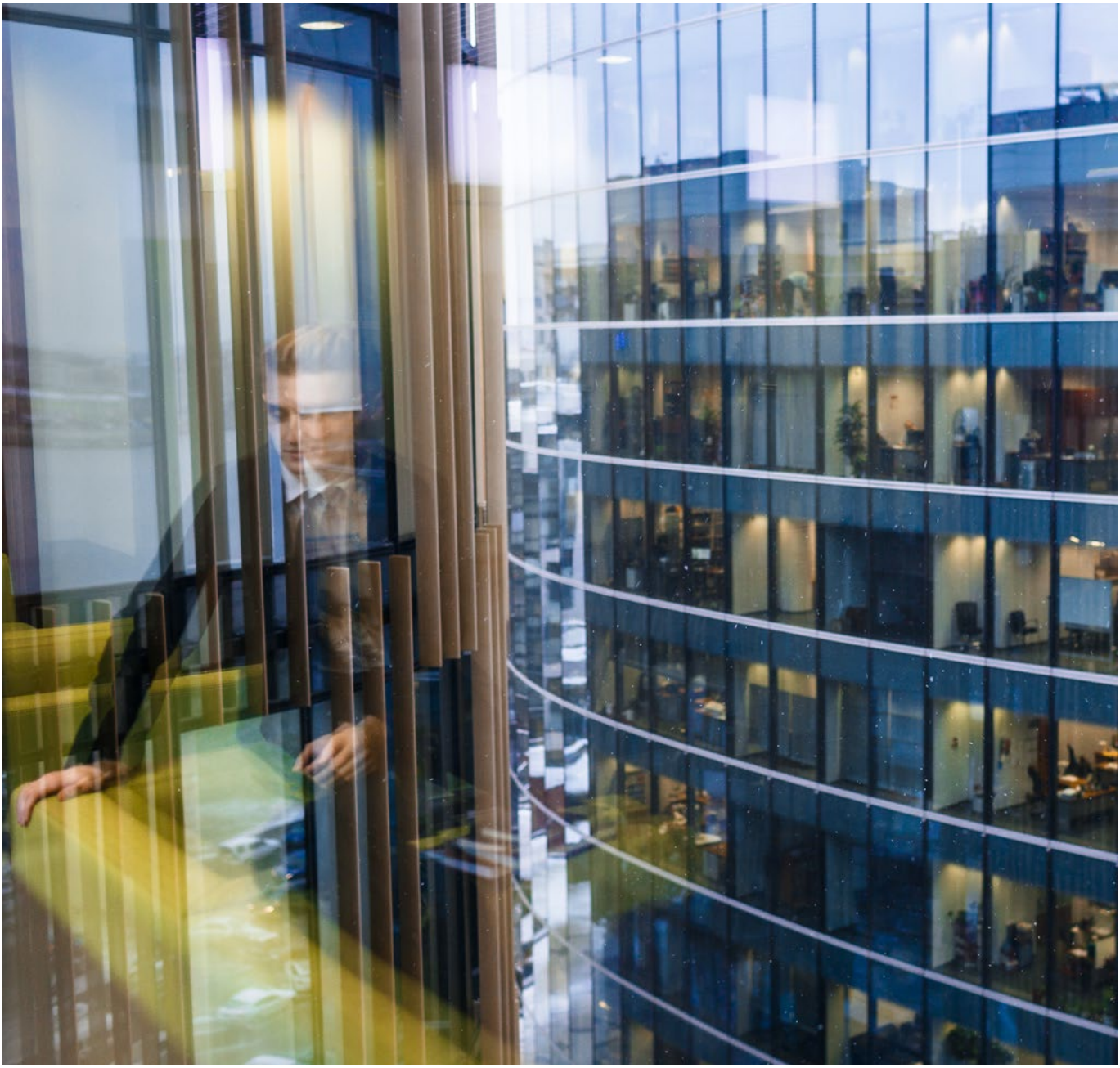
The culmination of a digitally transformed Finance function is Agile Finance. Companies whose Finance departments haven't begun this process are being left behind—and companies who aren't moving quickly to reach a fully Agile Finance function are at risk of joining them.

How does your Finance team measure up to the industry? Check out the 2022 CFO Benchmarks to learn more.



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.



SAGE PUTS THE NEEDS OF TODAY'S BUSINESSES AT THE HEART OF ITS NEW GLOBAL MARKETING CAMPAIGN

Sage (FTSE: SGE), the leader in accounting, financial, HR and payroll technology for small and mid-sized businesses, unveils its first global marketing campaign following its brand refresh in April. The new campaign is designed to reflect the changing needs of its SMB customers worldwide and bring the brand refresh to life.

Representing Sage's new purpose - to knock down barriers so everyone can thrive – the campaign shows how this starts with customers. It focuses on real life customers and the confidence and control that Sage software can deliver through simplicity and insight with a human touch to help business flow.

The campaign launches with two 30" hero films created by VCCP London featuring Sage customers Laura Rose, CEO, Equestrian Rose Ltd and Joanne Halsall, Head of Finance, Crow Wood Leisure.

Customer stories are elevated through playful character animation, set within a black and white world. The customer voices are connected using the iconic Sage green flow – a representation of how the Sage experience lifts customers to the next level of their business journey.

Laura Rose said, "For me, putting us - their customers - front and centre in a national campaign shows just how much Sage believes in SMBs. They understand how we love to talk about our business and hear from each other about the joy and hard work tied up in them. It's motivating and reassuring in equal measure and it's nice that Sage gets that."

To fuel the business confidence that the advertising focuses on, Sage today launches Sage Membership, giving customers and partners' automatic access to exclusive benefits such as expert human advice, learning and community. This includes access to Member Masterclass, which offers exclusive talks

and articles from the world's leading experts and trailblazers on the challenges that are most important for businesses today—created exclusively for Sage customers and partners and available for a limited time to everyone. Season one delivers insights and advice on how to find and keep great people from experts including Michael Acton Smith, Co-Founder and Co-CEO of Calm, Khalilah Olokunola, Chief People Officer at TRU Colors, and Charlie Gladstone, Author and Creative Entrepreneur.

Sage, a long time champion of small and medium businesses, worked with VCCP London, to create the campaign, and SomeOne to oversee the Brand and strategic development, alongside Interim EVP Brand Marketing for Sage, Susie Moore.

This is the first campaign VCCP, with its global content studio Girl&Bear and Product and Service Innovation company Bernadette, has produced for Sage. SomeOne will lead the roll-out of the refreshed brand and will continue to oversee its implementation.

The new campaign cements Sage's reputation as the right partner for SMBs, globally. TV advertising will be supported by an expansive out of home (OOH) campaign as well as digital and social. A sweeping digital activation of the Sage flow throughout the new Elizabeth Line tube stations will also bring the campaign to life.

With a fully integrated approach, the Sage campaign activity has been closely aligned with the roll out of the refreshed Sage brand, created by Wolff Olins in conjunction with Homebrew which debuts a modern look and feel across the company's main touchpoints. Seed Animation Studio designed, directed and animated the moving image content for TV and online.

Cath Keers, Chief Marketing Officer, Sage: "It's tough being in business right now. Our refreshed brand is about how we show up for customers globally - removing complexity, delivering insights and building human connections for them, for our colleagues and within society. We've been a trusted brand for SMBs since Sage was a start-up 40 years ago, but the way we support them has changed and the refresh will enable us to reflect that consistently across all our markets."

Mark Orbine, Executive Creative Director at VCCP London added: "Sage represents all the proud, gritty and determined business owners in the world. From those businesses founded from side hustles and kitchen table start-ups all the way up to those more mature and established businesses, the brand refresh is all about putting those customers at the very heart of Sage as they continue to challenge the business world every day."

The global brand platform by Sage is live from today and will run across multiple markets including the UK, US, Canada, South Africa, France, Spain and Germany. The integrated campaign will roll out across multiple formats including TV, OOH, social, radio, OLV and digital. Media has been planned and executed by Neo Media World.

About Sage

Sage exists to knock down barriers so everyone can thrive, starting with the millions of small- and mid-sized businesses served by us, our partners, and accountants. Customers trust our finance, HR, and payroll software to make work and money flow. By digitizing business processes and relationships with customers, suppliers, employees, banks, and governments, our digital network connects SMBs, removing friction and delivering insights. Knocking down barriers also means we use our time, technology, and experience to tackle digital inequality, economic inequality, and the climate crisis. Learn more at www.sage.com and www.sageintacct.com

FINANCIALFORCE

FINANCIALFORCE ACCELERATES MOMENTUM IN ERP AND PSA MARKETS WITH MAJOR INDUSTRY AWARDS AND RECOGNITIONS

FinancialForce, the leading provider of customer-centric business applications across finance, services, and customer success teams, today announced accelerated momentum over the past 12 months for its ERP and PSA platforms. Key achievements include being named the #1 most adopted Professional Services Automation Solution in the 15th annual PS Maturity™ Benchmark published by SPI Research, earning the top spot on G2's 2022 Best Software Awards for Accounting & Finance Products, and being recognized as a "Core Provider" in the 2021 Nucleus Research ERP Technology Value Matrix.

This is the fourth year in a row that FinancialForce has been named #1 most adopted in PSA by SPI Research. FinancialForce PS Cloud continues its commanding lead against other providers, having been adopted by more than 11% of the professional services organizations that took part in the SPI report.

"Cloud-based PSA tools like FinancialForce are instrumental in helping match the right resources at the right time to the right projects," said Jeanne Urich, Managing Director at SPI Research. "These solutions are a critical success driver for organizations because they help to drive significant operational performance benefits and yield higher revenue and profit for professional services organizations."

FinancialForce was awarded the IDC CSAT Award for SaaS ERP and SaaS Subscription Billing. FinancialForce scored significantly higher than its peers in areas such as user experience, fast time to value, ease of implementation, geographic reach, and availability of training.

Additionally, FinancialForce was named a "Core Provider" in the 2021 Nucleus Research ERP Technology Value Matrix. Vendors were selected for their ability to accommodate the changing needs of organizations as they return to work, as well as their capability to create customized solutions based on respective customer needs. Nucleus believes that FinancialForce offers a strong value proposition to Salesforce users as an ERP natively built on the Salesforce platform, and that FinancialForce's investments in PSA and user-friendly capabilities has strengthened its value proposition to the Salesforce customer base.

"The past 12 months have been a thrilling ride and these awards underscore the fact that FinancialForce solutions are now playing an outsized role in enabling organizations to quickly adapt to changing market conditions and achieve business success," said Tony Kender, Chief Revenue Officer at FinancialForce. "At FinancialForce, we are dedicated to putting our customers first and we are delighted that our solutions are enabling them to deliver improved margins and realize higher revenue growth."

About FinancialForce

FinancialForce accelerates business growth with customer-centric ERP, Professional Services Automation (PSA), and Customer Success solutions. Run on the leading cloud platform, Salesforce, FinancialForce enables organizations to see their customers in full color to unlock customer insights, deliver innovative experiences, run a digital business, and achieve agility and resilience.

sage Intacct

SAGE ACQUIRES MATEO CLOUD SAVINGS AND LOAN SOFTWARE, SO NONPROFIT AND FAITH-BASED ORGANIZATIONS CAN MAXIMIZE DONATIONS

Sage (FTSE: SGE), the leader in accounting, financial, HR, and payroll technology for small and medium-sized businesses (SMBs), today announced the acquisition of Mateo cloud savings and loan software from MAS Integrated Solutions. The move deepens Sage's commitment to helping nonprofit and faith-based organizations manage programs that involve a revolving loan fund.

MAS Integrated Solutions is a leading advisor helping Roman Catholic diocesan organizations to digitally transform their finances. The company is known within the sector for bringing a true partnership approach to software implementations, as well as for understanding the unique challenges posed to faith-based organizations. Dean Michaud, founder and CEO of MAS Integrated Solutions, will join Sage as part of the acquisition.

"The acquisition of Mateo is a natural fit for our vertical strategy and will enable us to deliver added value to organizations in the nonprofit sector – one of the key vertical markets for Sage," said Dan Miller, Sage's EVP for Sage Intacct. "By automating processes and improving insights that faith-based nonprofits need around their savings and loan programs, we are knocking down the barriers to their growth and ensuring they can focus on the outcomes that further their missions."

"For over half a decade, we've had a sole focus on helping faith-based organizations digitally transform their operations and make the most of their savings and loans programs," said Dean Michaud. "We couldn't be more excited about the opportunity that joining with Sage will provide in scaling our expertise and the reach for our Mateo software. We would have never agreed to work with an organization which didn't share our commitment to the local faith-based community."

Mateo, the only cloud-based Roman Catholic diocesan savings and loans solution on the market, is already fully integrated with the Sage Intacct cloud financial management system – giving joint customers the ability to manage their savings and loans more efficiently and effectively. This acquisition will enable for continued and accelerated expansion of the integrated features and provides Mateo customers with increased support as part of Sage's trusted network.

For more information on Sage's commitment to helping nonprofit and faith-based organizations strengthen stewardship, build influence, grow funding, and achieve mission success, visit www.sageintacct.com/financial-management-industries/nonprofit-accounting-software.

About Sage

Sage exists to knock down barriers so everyone can thrive, starting with the millions of small- and mid-sized businesses served by us, our partners, and accountants. Customers trust our finance, HR, and payroll software to make work and money flow. By digitizing business processes and relationships with customers, suppliers, employees, banks, and governments, our digital network connects SMBs, removing friction and delivering insights. Knocking down barriers also means we use our time, technology, and experience to tackle digital inequality, economic inequality, and the climate crisis.

CONSTRUCTION ERP – THE GAME IS ABOUT TO CHANGE!

Integrated business systems, or what is sometimes referred to as a Construction ERP, have struggled to meet the needs of the construction and engineering industry for some time. ERP solutions are meant to be an enterprise-wide integrated business system that covers a broad requirement scope across most functional areas of the business.

The primary goals of implementing an ERP solution should be:

Simplify the business systems landscape by consolidating all business processes and having a reduced number of non-compatible business systems and reduce the use of Excel.

Providing accurate and timely management information to make informed business decisions (one version of the truth)

Enable the adoption of best practice repeatable business and project processes to improve operational efficiency and drive higher margins

Drive improved business and project delivery performance

– Some examples of the value that Construction ERP should deliver:
-Projects delivered on time, on budget, and at high quality.

-Projects timescales compressed

-Improved Project Margins

-Improved predictability of project delivery

-Improved Project Quality and Compliance

-Reduced Project and Business Risk

-Agility and ability to diversify and grow

-Ability to adopt new technology quickly and embrace modern construction methods such as offsite, modular, or prefabricated construction.

Improved project estimating accuracy

The reality falls well short of the goals outlined above, which is a huge disappointment for many companies. The norm is usually something like this:

The ERP solution is only used as a Finance or back-office Human Resources system. Many departments are still using Excel as their primary tool – for example:

Commercial

Contract Change Management and Variations

Subcontract and client contract management

Certification and application processes

Insurances and indemnities

Project Cost Control

Sales

Risk and Opportunity Management

Quality Management

Health and Safety

Site Work Execution and Progress Tracking

In addition, there are usually many point solutions being used which are not integrated to a common ERP backbone. Examples typically include CAD, BIM, CDE, Quality Management, Estimating, Bid Management, CRM, Project Planning, Document Management, Plant or Equipment Rental or Hire, Facilities, and Service Management.

The result is a very complex, disjointed, non-integrated business system landscape that can cause endless data inaccuracies, delays, and increased costs.

In addition, this leaves employees with no other choice than to reinvent different ways of working on every project or business unit. It makes standardization and the adoption of new technology, best practice processes, and modern construction methods very difficult or impossible.
We are not suggesting that one ERP solution should replace every system in the business system landscape. The objective should be to simplify and reduce the number of business systems and reliance on Excel and have a digital ERP backbone that is integrated with the necessary point solutions such as BIM and CDE.

So why have Construction ERP solutions failed to deliver?

There are, of course, many factors that impact the success of an ERP implementation, such as the level of commitment the organization makes to implement the new system and business processes. Success can only be achieved if the project is driven from the top with strong governance and a fully committed team.

The other issue is whether the Construction ERP solutions used by many organizations do not fully support the necessary business processes required by the construction industry. There are many solutions out there and they vary by geography. They tend to fall into two categories:

Construction Industry ERP solutions – e.g. Coins, CMIC, Viewpoint,

General ERP Solutions – e.g. Microsoft, Oracle, SAP, Infor, Sage

Are these solutions good enough to deliver a successful ERP solution in the construction industry? Is the technology they are built on future proof?

We invite you to find out. IFS offers a real modern cloud native alternative to these solutions and as a recent company said to me after seeing the IFS Construction centric ERP solution.

"This is Game Changing"

Come and talk to IFS and see how the next generation Construction ERP solution can streamline and optimize your business like never before.

Check out our eBook as we explore how there's never been a better time for engineering and construction companies to adopt a digital ERP backbone! See it here.

About IFS

IFS develops and delivers cloud enterprise software for companies around the world who manufacture and distribute goods, build and maintain assets, and manage service-focused operations. Within our single platform, our industry specific products are innately connected to a single data model and use embedded digital innovation so that our customers can be their best when it really matters to their customers—at the Moment of Service™. The industry expertise of our people and of our growing ecosystem, together with a commitment to deliver value at every single step, has made IFS a recognized leader and the most recommended supplier in our sector. Our team of 4,500 employees every day live our values of agility, trustworthiness and collaboration in how we support our 10,000+ customers. Learn more about how our enterprise software solutions can help your business today at ifs.com.

ERP NEWS