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### Imagine

**Scenario:** You are hired as a consultant of a small local grocery store. They would like to have an ERP system installed. They want you to present different ERP software that might be suitable for their needs. The company has over 200 staff.

**Objective:** Select five prominent ERP vendors and visit their Web sites to find information on the following:

- The **business functional areas** their product supports
- The product's **industry focus** and what **size of business** their product supports
- The **average cost** of the product or any license fees per seat
- How **long the vendor** has been in business
- Any other **critical information** on the vendor

#### Answers:

##### 1. NetSuite

- NetSuite is an all-encompassing ERP system, covering financials, CRM, e-commerce, and more. It's a one-stop-shop for managing various aspects of business operations.
- NetSuite caters to a broad range of industries and is scalable for businesses of all sizes, from small to large enterprises.
- NetSuite follows a subscription-based model, and costs can vary based on the chosen modules. The cost of implementing. The monthly cost of the platform is around \$99 for each user plus a \$999 licensing charge. NetSuite varies from \$30,000 to \$300,000 based on the complexity, number of firms, connectors, and customizations of the company.
- NetSuite has been around since 1998, bringing over two decades of experience to the table. (26 years)
- NetSuite is well-regarded for its cloud-based solution, offering real-time insights and flexibility to businesses.

##### 2. Deltek

- Deltek specializes in ERP solutions for project-centric businesses, covering project accounting, resource planning, and project management.
- Deltek is geared towards industries like architecture and engineering, suitable for both small and large enterprises.
- Deltek's pricing structure may vary based on the specific needs of the business. Deltek pricing ranges from \$200 to \$1000 per month for the premium packages, while the lowest pricing plans with restricted capabilities cost less than \$100 per month.
- Deltek has been in the ERP game since 1983, boasting decades of experience in serving project-oriented industries. (41 years)
- Deltek's ERP system is known for its focus on project management and financial control.

##### 3. SYSPRO

- SYSPRO's ERP solution spans finance, manufacturing, distribution, and customer relationship management.
- SYSPRO targets manufacturing and distribution, serving businesses of all sizes.
- SYSPRO offers flexible pricing, and the cost can depend on factors such as the size of the business and specific modules required. SYSPRO ERP costs begin at \$199 per user, per month.
- With a start in 1978, SYSPRO has a solid background in delivering ERP solutions tailored for manufacturing and distribution. (46 years)
- SYSPRO's emphasis is on industry-specific functionality, addressing the unique needs of manufacturing and distribution.

##### 4. Sage

- Sage provides ERP solutions covering financial management, human resources, and business intelligence.
- Sage serves a variety of industries, including manufacturing and services, catering to businesses of different sizes.

- c. Sage provides multiple ERP solutions, and pricing can vary. The monthly cost of Sage ERP cost's premium accounting software ranges from \$92 for a single person to \$211.67 for five users; the typical rate is \$57.17 per user.
- d. Sage has been in the business since 1981, showcasing a long history of providing business management solutions. (43 years)
- e. Sage's ERP solutions are known for their user-friendly interfaces and scalability.

## **5. QAD**

- a. QAD specializes in ERP solutions for manufacturing, covering finance, supply chain, and manufacturing operations.
- b. QAD is designed for manufacturing industries, suitable for small manufacturers to large enterprises.
- c. QAD provides tailored solutions, and the cost may depend on the specific requirements of the business. The basic plan costs \$250 per month for users, with a minimum implementation fee of \$25K, which can increase based on demand.
- d. QAD has been in the ERP scene since 1979, accumulating extensive experience in addressing manufacturing challenges. (45 years)
- e. QAD's ERP system focuses on enhancing manufacturing efficiency, addressing the unique needs of the manufacturing sector.

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