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Inside Sherpa – Digital Internship

Technology, Strategy & Architecture – Technology Optimisation & Delivery Module

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Market Scan | Shortlisting and Provider Attributes

These attributes have been selected based on Workshops conducted with Sector Metric's Executive Committee, key stakeholders from their Finance Team, Deloitte's IP and previous market experience. These are some comparatively small companies, researched to hold much power in the upcoming future, and thus serve needs.



Company who plays in the market (short longlist)

- Financial Accounting service offering: LYFE Accounting
- Operations and Support in Australia: Cyber Infrastructure Inc.



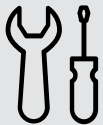
Company fundamentals and depth of market presence

- LYFE Accounting:
Founded in : 2017
Minimum project size : \$1,000+
- Cyber Infrastructure Inc. :
Founded in : 2003
Operating Revenue : INR 1 cr - 100 cr



Scope of Service

- LYFE Accounting : Based in Atlanta, the company offers financial accounting and bookkeeping solutions for clients from various industries, including business services, e-commerce, and health care.
- Cyber Infrastructure Inc. : Highly optimized solutions and services across wide range of industry domains. Some of their key services include application development, open source development, mobile application development, business intelligence and analytics, business process management, cloud infrastructure implementation, front-end design and digital marketing.











Long term vision, technology alignment and innovation

- LYFE Accounting : Small business bookkeeping services, accounting and tax services, and CPA services.
- Cyber Infrastructure Inc. : Helps Clientele To Save 50% Cost And 99% on their IT/ITES Projects.
Vision: Ensuring success of our clients and partners through highly optimized Technology solutions while enhancing the quality of life for our workforce and community.











List of Providers Assessed

The following is a long list of proposed providers and rationale for inclusion.

Provider (by Order of Assessment)		Rationale for Inclusion
Oracle (NETSUITE)	 NETSUITE	<ul style="list-style-type: none"> Scale up, spin off, adopt new business models, NetSuite's flexibility lets you do it all, quickly and easily. Core business system now becomes your customer-facing commerce system with a customizable, customer-specific, pixel perfect experience. With every NetSuite upgrade, your configurations and customization migrate seamlessly. Real-time analytics is the NetSuite user interface.
SAGE Live	 sage	<ul style="list-style-type: none"> As the first, real-time integrated accounting solution, Sage Live is built on a technology foundation developed in partnership with Sage and Salesforce to help small and medium-sized companies spend less time managing and more time growing.
Microsoft Dynamics 365	 Microsoft	<ul style="list-style-type: none"> Enhances the reach of Microsoft Office Outlook by converting it into a tool to manage client information. It places marketing pitches, lead data, and sales call information into one central location for your marketing and sales people.
FinancialForce	 FinancialForce	<ul style="list-style-type: none"> Built on the Salesforce platform, FinancialForce automatically gives you and your team a complete, customer-centric view of your business. FinancialForce applications help companies tie the front and back office together so that your team can have real-time access to the data that drives the business
MYOB Advanced	 myob	<ul style="list-style-type: none"> With MYOB Advanced you can enjoy robust lead, supplier, distribution, and stock management across departments and locations. MYOB Advanced even offers a client self-service portal to help further automate and streamline your business processes throughout.
Oracle ERP Cloud	 ORACLE	<ul style="list-style-type: none"> Oracle ERP is a cloud-based software solution used to automate back office processes and day-to-day business activities. It is a business management software suite that includes financial management, supply chain management, project management, accounting, and procurement.
Workday Financials	 workday	<ul style="list-style-type: none"> Financial planning in Workday takes advantage of real-time financial data to streamline the planning process and accelerate time to action. It enables organizations to more efficiently create and execute enterprise financial plans.
Epicore	 EPICOR	<ul style="list-style-type: none"> Epicor ERP is a comprehensive on-prem and cloud-based ERP solution that provides manufacturers with robust capabilities for job costing, supply chain, inventory control, pre-production materials planning and manufacturing execution (MES) to help make profitable decisions in the manufacturing environment.



































Scope of Service - Capability Assessment

Initial assessment of each provides demonstrated capability to deliver specific services related to the scope of work

Provider	Service Capabilities					
	Core Financial Functions	Deferred Revenue	Payroll and Expense Management System	Reporting Capabilities	API based integration Capabilities	Native Cloud
 NETSUITE	✓	✓	✓	✓	✓	✓
	~	~	~	~	~	~
 Microsoft	✓	✓	✓	✓	✓	✓
 FinancialForce	✓	✓	✓	✓	✓	✓
	~	~	~	~	~	~
 ORACLE	✓	✓	✓	✓	✓	✗
 workday.	✓	✓	✓	✓	✓	✓
 EPICOR	✓	✗	✓	~	✓	✗




















Initial Market Scan Results

Based on the current research, the following are Sector Metrics assessment of the market longlist against the attributes. Rating are subject to change based on further assessment.

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Provider	Company Fundamentals	Proven Experience	Scope of Services	Vision and Culture	Comment
					Strong evidence of alignment to key requirements, including dedicated Australian support and partner with Tier 1 Payroll and Expense Management Systems
					
					
					
					MYOB opted out of accounting system vendor evaluation process due to tight Solution Review Workshops deadline
					
					
					

Targeted Vendors for Further Assessment

The following is a list of vendors targeted for further assessment.

Provider	 Company Fundamentals	 Proven Experience	 Scope of Services	 Vision and Culture	Comment
 Microsoft					Strong evidence of alignment to key requirements
 NETSUITE					Strong evidence of alignment to key requirements, including dedicated Australian support and partner with Tier 1 Payroll and Expense Management Systems
 ORACLE					Very well suited with the requirements



RFP sent to vendors – The RFP detailing the functional requirements and use cases for the New FAS to be sent to the shortlisted vendors.



Solution Review Workshop Session – The shortlisted vendors will be invited to discuss their submission and showcase their solution capability.



Vendor Evaluation – Define scoring sheet and evaluate each vendor on their product offering, using cases solution and delivery capabilities.



Commercials and Contract Negotiation – Vendors will be requested to provide their licencing, implementation and ongoing maintenance costs for reviewed and negotiation.



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The Consulting Management Team

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