ALASKAN COPPER LONG LIST REVIEW



Team with Ultra to Drive
Business Performance Improvements



KEY ALASKAN COPPER DECISION DRIVERS

- Understanding of metal processing industry and related challenges
 - Inventory, remnants, dual-UOMs, etc.
- Strong quoting that is dynamic and fast
- Multi-capability
 - Multi-company
 - Multi-currency
- Integration & API Capability
 - Sigma Nest
 - General data accessibility via APIs



METALS SOLUTIONS

TIER 1	TIER 2	TIER 3
IFS	Abas	ABIS
Infor LN	Epicor E10	Aptean
Microsoft Dynamics 365 Enterprise	Infor Cloud Suite Industrial	Global Shop
Oracle Cloud	IQMS	Inverva Stratix
SAP S/4Hana	Microsoft Business Central	Real Steel
	Oracle NetSuite	SAP Business One
	PLEX	Syspro
	QAD	
	Sage X3 / EM	
Broad industry reach	Medium complexity	Narrow industry reach
Higher cost of ownership	Medium cost	Smaller organizations
Deep feature set	Focus on industry verticals	Limited partnerships
Complex implementation	Integrated solutions providers	Lagging technology
High tech		



Ultra Solution Decision Criteria

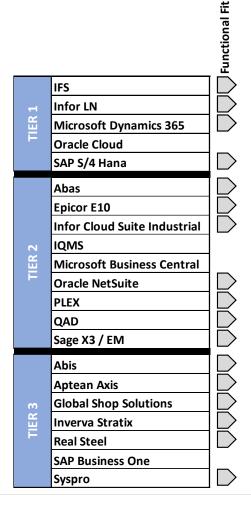
Filters applied for software down select

- 1) Functional Fit
- 2) Technology Fit & Deployment Options
- 3) Total Cost of Ownership
- 4) Risks & Insights
 - Publisher's financial health & stability
 - Product roadmap and stability
 - Partner ecosystem
 - Technology alignment
 - Support / Implementation confidence
 - Ultra experience and insights



FUNCTIONAL FIT

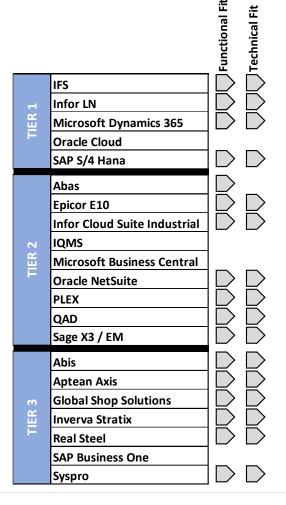
- Oracle Cloud is premature in highlyspecific verticals such as metal forming & fabrication. Pursuing new clients that are "under low pressure to change"
- IQMS is a high-volume, repetitiveoriented solutions
- NetSuite is highly flexible, but lacks much of a reference base in metals
- Microsoft Business Central lacks compelling references outside of a few smaller VARs (Reel Steel is built on top of MS BC)
- SAP B1 is a very lite ERP and focusses on industry under \$50M





TECHNICAL FIT

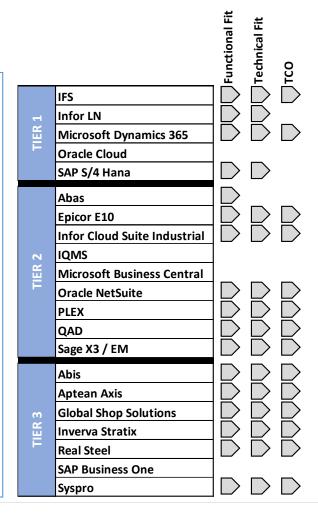
 Removed Abas from the list due to its proprietary database (Abas Open Object Oriented Database)





TOTAL COST OF OWNERSHIP

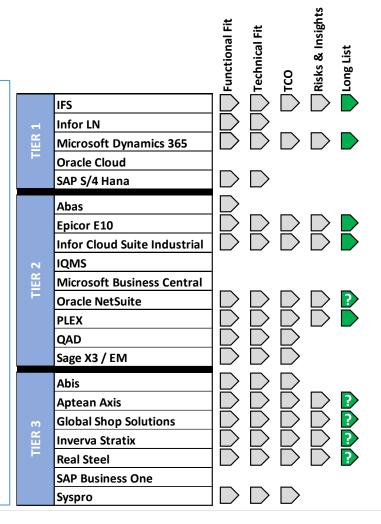
- SAP S/4 Hana projects tend to be the most expensive due to the significant complexity
- SAP represents a strong value
 - Highly integrated platform
 - Highly scalable
 - Unmatched breadth & depth
- Infor's LN is overkill with CSI providing a better value for ACB





RISKS & INSIGHTS

- QAD has reduced new-logo sales force dramatically raising concerns about the parent P.E. firms future strategy
- Sage X3 doesn't focus in metals but does have some references
- Abis is small even for a tier 3 (<50 employees)
- Ultra is aware of but unfamiliar with the metalprocessing specific tier 3 solutions. Concerns about long term viability of these very small niche players. However, their functional fit may be very compelling.
 - Inerva Stratix is larger (>100 employees) of the metal processing specific capabilities
 - Real Steel is built on the MS BC stack which is positive
- Despite references in metals, Syspro could not provide nesting integration references





RECOMMENDED LONG LIST

- Microsoft Dynamics365 with Crowe
 - Leading MS partners in the metals space
 - Scalable, stable solution from MS
- IFS
 - Strong, capable, full-scope ERP
 - Many successful implementations for Ultra clients
- Epicor
 - Impressive capabilities with nesting-driven operations
 - Complete solution



RECOMMENDED LONG LIST

- PLEX
 - Strong manufacturing and quality capability
 - Requires partnership with Cummulus Consulting for nesting integrations
 - True-cloud based solution
- Recommend looking at 1 or 2 of the tier 3 options
 - Global Shop
 - Aptean (Axis ERP)
 - Real Steel
 - Inerva Stratix



Integration Inquiry Responses

Solution	Sigma Nest
Abas	Pre-built with ProNest, but have SigmaNest integration references.
Epicor	Have Sigma Nest references and default integrations.
IFS	Unsure of Sigma Nest–specific references, but do have nesting software integration references, generally built via 2way APIs.



Integration Inquiry Responses

Solution	Sigma Nest
Infor	Looking for Sigma Nest specific integration references, but have nesting software integration references.
PLEX	Sigma Nest integration is standard via partnership with Cumulus Consulting



Integration Inquiry Responses

Solution	Sigma Nest
Syspro	No references for Sigma Nest. Limited nesting references.
Aptean	No standard integration. Would leverage API or EMF capability to build it.



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ACTION ITEMS & NEXT STEPS

