

# ALASKAN COPPER LONG LIST REVIEW



Team with Ultra to Drive  
Business Performance Improvements

[ultraconsultants.com](http://ultraconsultants.com)

**ULTRA**  
CONSULTANTS

# 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

Higher cost of ownership

Deep feature set

Complex implementation

High tech

Medium complexity

Medium cost

Focus on industry verticals

Integrated solutions providers

Narrow industry reach

Smaller organizations

Limited partnerships

Lagging technology

# 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 highly-specific verticals such as metal forming & fabrication. Pursuing new clients that are “under low pressure to change”
- IQMS is a high-volume, repetitive-oriented 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

TIER 1	IFS	Functional Fit
	Infor LN	
	Microsoft Dynamics 365	
	Oracle Cloud	
	SAP S/4 Hana	
TIER 2	Abas	
	Epicor E10	
	Infor Cloud Suite Industrial	
	IQMS	
	Microsoft Business Central	
	Oracle NetSuite	
	PLEX	
	QAD	
	Sage X3 / EM	
TIER 3	Abis	
	Aptean Axis	
	Global Shop Solutions	
	Inverva Stratix	
	Real Steel	
	SAP Business One	
	Syspro	

# TECHNICAL FIT

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

		Functional Fit	Technical Fit
TIER 1	IFS		
	Infor LN		
	Microsoft Dynamics 365		
	Oracle Cloud		
	SAP S/4 Hana		
TIER 2	Abas		
	Epicor E10		
	Infor Cloud Suite Industrial		
	IQMS		
	Microsoft Business Central		
	Oracle NetSuite		
	PLEX		
	QAD		
	Sage X3 / EM		
TIER 3	Abis		
	Aptean Axis		
	Global Shop Solutions		
	Inverva Stratix		
	Real Steel		
	SAP Business One		
	Syspro		

# 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

		Functional Fit	Technical Fit	TCO
TIER 1	IFS			
	Infor LN			
	Microsoft Dynamics 365			
	Oracle Cloud			
	SAP S/4 Hana			
TIER 2	Abas			
	Epicor E10			
	Infor Cloud Suite Industrial			
	IQMS			
	Microsoft Business Central			
	Oracle NetSuite			
	PLEX			
	QAD			
	Sage X3 / EM			
TIER 3	Abis			
	Aptean Axis			
	Global Shop Solutions			
	Inverva Stratix			
	Real Steel			
	SAP Business One			
	Syspro			

# 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 metal-processing 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

		Functional Fit	Technical Fit	TCO	Risks & Insights	Long List
TIER 1	IFS	✓	✓	✓	✓	✓
	Infor LN	✓	✓	✓	✓	✓
	Microsoft Dynamics 365	✓	✓	✓	✓	✓
	Oracle Cloud	✓	✓	✓	✓	✓
	SAP S/4 Hana	✓	✓	✓	✓	✓
TIER 2	Abas	✓	✓	✓	✓	✓
	Epicor E10	✓	✓	✓	✓	✓
	Infor Cloud Suite Industrial	✓	✓	✓	✓	✓
	IQMS	✓	✓	✓	✓	✓
	Microsoft Business Central	✓	✓	✓	✓	✓
	Oracle NetSuite	✓	✓	✓	✓	?
	PLEX	✓	✓	✓	✓	✓
	QAD	✓	✓	✓	✓	✓
	Sage X3 / EM	✓	✓	✓	✓	✓
	Abis	✓	✓	✓	✓	?
TIER 3	Aptean Axis	✓	✓	✓	✓	?
	Global Shop Solutions	✓	✓	✓	✓	?
	Inverva Stratix	✓	✓	✓	✓	?
	Real Steel	✓	✓	✓	✓	?
	SAP Business One	✓	✓	✓	✓	✓
	Syspro	✓	✓	✓	✓	✓
		✓	✓	✓	✓	✓



# 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