

## **Inside Sherpa – Digital Internship**

Technology, Strategy & Architecture – Technology Optimisation & Delivery Module

# Market Scan | Shortlisting and Provider Attributes

An assessment of the Financial Accounting System market landscape to establish and evaluate the following 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.



## Who plays in the market (short longlist)

- *Financial Accounting service offering*
- *Operations and Support in Australia*



## Company fundamentals and depth of market presence

- *Time in operation and history*
- *Financial position and performance*
- *Credibility of ownership and leadership*
- *Scale*
- *Reputation*



## Proven experience in Financial Accounting System

- *Client base*
- *Experience and clients delivering similar services (SaaS)*
- *Relevant projects of similar scope and scale*



## Scope of Service

- *Financial Accounting system functions and capabilities*
- *Additional service offerings such as Payroll and Expense Management System*
- *Ease of Integration with Salesforce*
- *Reporting capabilities*











## Long term vision, technology alignment and innovation

- *Native Cloud Application*
- *Supports API capabilities*
- *Strong investment in R&D and innovation*









# 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)		<ul style="list-style-type: none"> <li>• Very professional;</li> <li>• Very popular on banking/economics industry;</li> <li>• From a very well known company (Oracle);</li> </ul>
SAGE Live		<ul style="list-style-type: none"> <li>• Native cloud service;</li> </ul>
Microsoft Dynamics 365		<ul style="list-style-type: none"> <li>• Well known company in all areas;</li> <li>• Good tools and easy to use.</li> </ul>
FinancialForce		<ul style="list-style-type: none"> <li>• Very popular on banking/economics industry;</li> </ul>
MYOB Advanced		<ul style="list-style-type: none"> <li>• Most cheap option;</li> </ul>
Oracle ERP Cloud		<ul style="list-style-type: none"> <li>• Very popular company around all sectors;</li> <li>• Cloud service;</li> <li>• Cloud update every 90 days.</li> </ul>
Workday Financials		<ul style="list-style-type: none"> <li>• Well known company in at this sector;</li> <li>• Works with a lot of big companies (Netflix, Comcast, Toyota, Visa, etc);</li> <li>• Good tools and easy to use.</li> </ul>
Epicore		<ul style="list-style-type: none"> <li>• Not that much information;</li> </ul>

# 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
 <b>NETSUITE</b>	✓	✓	✓	✓	✓	✓
 <b>sage</b>	~	~	~	~	~	~
 <b>Microsoft</b>	✓	✓	✓	✓	✓	✓
 <b>FinancialForce</b>	✓	✓	✓	✓	✓	✓
 <b>myob</b>	~	~	~	~	~	~
 <b>ORACLE</b>	✓	✓	✓	✓	✓	x
 <b>workday</b>	✓	✓	✓	✓	✓	✓
 <b>EPICOR</b>	✓	x	✓	~	✓	x

# 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.

Provider	 Company Fundamentals	 Proven Experience	 Scope of Services	 Vision and Culture	Comment
 NETSUITE					Strong evidence of alignment to key requirements, including dedicated Australian support and partner with Tier 1 Payroll and Expense Management Systems
 Microsoft					Microsoft is a prestigious company and I've always used Microsoft tools and never had a complain besides they are all around the world (Australia too)
 FinancialForce					A lot of recognition on this type of industry.
 workday					Core values well placed. Works with a lot of big companies.



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