

10 March 2019

## **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)		• Xx
SAGE Live		• Xx
Microsoft Dynamics 365		• Xx
FinancialForce		• Xx
MYOB Advanced		• Xx
Oracle ERP Cloud		• Xx
Workday Financials		• Xx
Epicore		xx

UPDATE BASED ON SOURCE (SEE BELOW)

# 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					
					
 Microsoft					
 FinancialForce					
					
					
					
					

UPDATE BASED ON SOURCE AND SLIDE 2 & 3



Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited ("DTTL"), its global network of member firms, and their related entities. DTTL (also referred to as "Deloitte Global") and each of its member firms are legally separate and independent entities. DTTL does not provide services to clients. Please see [www.deloitte.com/about](http://www.deloitte.com/about) to learn more.

#### About Deloitte

Deloitte is a leading global provider of audit and assurance, consulting, financial advisory, risk advisory, tax and related services. Our network of member firms is in more than 150 countries and territories. Learn how Deloitte's approximately 264,000 people make an impact that matters at [www.deloitte.com](http://www.deloitte.com).

#### About Deloitte Australia

In Australia, the member firm is the Australian partnership of Deloitte Touche Tohmatsu and is one of Australia's leading professional services firms. Focused on the creation of value and growth, and known as an employer of choice for innovative human resources programs, we are dedicated to helping our clients and our people excel. For more information, please visit our web site at [www.deloitte.com.au](http://www.deloitte.com.au).

Liability limited by a scheme approved under Professional Standards Legislation.  
Member of Deloitte Touche Tohmatsu Limited

© 2019 Deloitte Consulting Pty Ltd.