

SYSPRO ERP Selection Criteria

A competitive product comparison matrix to evaluate the solution, provider, functionality, implementation and technology.

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Managing the selection of an ERP system to help run your business is a daunting task that can be confusing to the most seasoned employee. This system will be used to run your company for years and can affect growth and leverage efficiencies in your business processes. With so many choices, how do you come up with a short list of vendors? This selection criteria can help.

To help group criteria, we created these categories to help keep it simple.

SOLUTION

How mature is the solution and can it provide your people with the right tools to get their job done?

PROVIDER

How viable is the company?

FUNCTIONALITY

What features and functions does the product have that actually perform the daily business management functions?

IMPLEMENTATION

What is the company's track record of successful installs and how are the company employees leveraging the system?

TECHNOLOGY

Does the product leverage technology for usability, customizability, and maintainability?

SOLUTION

Feature	Benefit	Why SYSPRO?
Fit for industry?	<p>When an ERP application has been developed specifically for your industry, it is better equipped to handle your processes with minimal or no customization. This means faster, more affordable implementation and maintenance.</p> <p>Furthermore, an industry-specific ERP solution typically offers deeper functionality for your specific business and operations needs than a generic ERP package.</p>	<p>SYSPRO applications are industry-built for manufacturers and distributors, With over 15,000 licensed companies using the application day in and day out, the functionality is there to meet your needs, no matter what your requirements may be.</p>
How long in market?	<p>It takes time to develop depth of an application going through many iterations.</p>	<p>SYSPRO was one of the first vendors in the ERP space with a 40 year track record of delivering effective solutions.</p>
Last major release?	<p>Is the product still being enhanced and maintained?</p>	<p>SYSPRO's latest version was released with an enhanced UI, additional enhancements for a cloud deployment option and other technology enhancements.</p>
Maintenance cycle?	<p>Having a standard maintenance cycle helps with understanding solution lifecycle and TCO.</p>	<p>SYSPRO follows industry standard development methodology to maintain and release service packs and updates.</p>
Solution reviews?	<p>Shows focus of the solution and fit within the industry and vertical.</p>	<p>SYSPRO ERP Software Ranked #1 in G2 Crowd's List of Top ERP Suites Software by their customers. In addition, SYSPRO is regularly reviewed and applauded by industry analysts.</p>

PROVIDER

Feature	Benefit	Why SYSPRO?
How old is the company?	A company that is stable and has a proven track record of delivering the solution is key to understanding if they are going to be a partner to help your business.	SYSPRO has nearly four decades of proven experience in ERP applications.
Tenure of Executive staff	Executive experience and low turnover shows commitment and stability to the solution and company.	SYSPRO staff has the right mix of tenured executives and industry experts that provide additional experience where needed.
How is the company funded?	Has the company been acquired before? Are they owned by a private equity firm or other party? This can show company focus.	SYSPRO is a private company from the beginning and 35 years later has the same ownership structure. This provides you comfort that ownership team is vested for the long haul for customers and employees and not just benefiting themselves.
Profitable?	You want a company with a proven track record of profit and have security that the company will be here for the long haul.	As the global economy has gone through many cycles in SYSPRO's 35 year history and it has been the most stable ERP company in the industry, showing a track record of fiscal responsibility and stability even in a down cycle.
Percentage of customer-facing employees.	A company that puts its emphasis on customers is key to how they can help when issues do arise.	One of SYSPRO's top priorities is offering users the best customer experience possible. The majority of Team SYSPRO is customer facing, which provides customers with quick response to inquiries. This is just one of the reasons why SYSPRO has one of the highest customer retention rates in the industry.
Regions supported	Having the support structure to help you grow and if your business decides to expand.	SYSPRO is a global provider of ERP software solutions. With offices in six locations around the world, SYSPRO has the flexibility and understanding to fit to each region like no other vendor.

FUNCTIONALITY

Feature	Benefit	Why SYSPRO?
Fit for vertical?	Does the ERP system have vertical-specific functionality to help with compliance and certifications that might be specific to you?	SYSPRO ERP does not try to be all things to all companies. It is industry-built to match the unique needs for each of the verticals that it serves.
Procure to pay	Is the standard process easy and something familiar to your users, reducing change management issues and needs for customizations?	The SYSPRO experience provides a unique perspective in user adoption. Spending the time to make sure standard processes within the applications fit leading best practices helps to increase usage and adoption of SYSPRO applications.
Quote to cash	Is the standard process easy and something familiar to your users, reducing change management issues and needs for customizations?	The SYSPRO experience provides a unique perspective in user adoption. Spending the time to make sure standard processes within the applications fit leading best practices helps to increase usage and adoption of SYSPRO applications.
Reporting	Ease of getting data out of the system will help show the results of your processes to get data into the system. Is reporting in industry standard formats and something that can be modified to fit your needs? Can you do analytics and dashboards to help surface exceptions to allow faster time to decisions?	Faster time to decision is a key hallmark for SYSPRO. It helps to provide better customer service, proven to increase employee satisfaction and improve top and bottom line revenue. This is accomplished by providing industry leading reporting and analytics.
Workflow	Changing business process without touching baseline code allows you not to be version locked on the solution. Providing an easier path to upgrades and also resolving issues while still maintaining your competitive edge.	SYSPRO customers have unique processes that give them a competitive edge. In order to fit to those processes, SYSPRO has built in workflow that will allow you to tailor the application to those unique processes.

IMPLEMENTATION

Feature	Benefit	Why SYSPRO?
Proven Methodology	Having a defined, repeatable implementation process that still provides flexibility to apply your unique requirements.	SYSPRO's IDEAL Implementation methodology is the Prince 2 based foundation for all SYSPRO implementations. Prince 2 is an acronym for PProjects IN Controlled Environments and is an industry standard used internationally.
Tenure of consulting staff	With time comes wisdom and knowledge that can be used to implement best practice process change.	SYSPRO employees are some of the most tenured in the industry; Especially the services and support staff, who have seen numerous customer challenges and know how to help solve them.
Fit for purpose	For an enterprise-wide instance consolidation and process harmonization initiative, look for an implementation partner with cross-functional teams that can bring business process best practices, rigorous program management discipline, organizational change management capabilities, and SYSPRO software expertise	SYSPRO understands that ERP projects can have multiple goals to establish success. The project does not end with selection. SYSPRO looks at the issues and understands how to solve those issues. It might take more than just the selection, it might also take change in process or a shift in personal. SYSPRO is the partner that can help you determine what is required.
Cultural fit	You will be spending a lot of time with your implementation team throughout the process of ERP deployment. To be successful, you must be able to work closely with your implementation partner throughout the deployment—and beyond.	For some of SYSPRO's customers, we have been there from start-up to large multisite company. At each stage, SYSPRO was able to help the company transition. This is what a partner does and SYSPRO will be your partner now and in the future.

TECHNOLOGY

Feature	Benefit	Why SYSPRO?
Customization	Customization today is more than modifying application logic, there should be a level of personalization and industry/region specific functionality that can be added or removed as needed without affect base line code.	SYSPRO's functionality to add or change the UI or business process allows you to fit the application to your business without touching base line code.
Integration	ERP applications today interface with a multitude of other line of business systems, reducing errors and time to transactions, allowing the business to operate smoothly.	SYSPRO has very granular web services based on Service Oriented Architecture, providing access to the business and database layer. This makes it easy to get data into and out of the application.
Mobile	Today's workforce is increasingly becoming more mobile and imputing and consuming your ERP data is becoming more common place within a mobile environment.	SYSPRO Espresso, a ground-breaking platform for the mobile world, gives you access to your SYSPRO business information as easily as if you were at your desk. SYSPRO Espresso will work on any popular mobile device and even on your desktop.
Cloud	Having the ability to choose which deployment model you will use is important. A mixture of hybrid, private and public options for cloud deployment allows your ERP system to adapt.	SYSPRO BusinessLive is a monthly subscription-based option that provides the full SYSPRO ERP solution, delivered via the cloud.
UI	The UI of an ERP system should be user friendly, and provide simple access to get your job done.	SYSPRO rich content Web UI with leading HTML5 technology, enables users to quickly and easily surface only the information they need, when they need it, providing relevant business insights to support daily decision-making processes.
Extendibility	Business requirements can change at a moment's notice. While today your business might not need certain functionality, as your business grows your ERP needs to provide the flexibility to adapt to those changes.	SYSPRO has been continually adapting to the marketplace it serves in order to make sure that its customers have the software they need as they evolve. This mindset has made sure that whatever the offering provided is extendable to fit future needs.



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