PANORAMA
CONSULTING GROUP

THE 2023 TOP 10

ERP Systems Report

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Introduction

Panorama Consulting Group developed the 2023 Top 10 ERP Systems Report for organizations across all industries that are considering implementing new enterprise software.

The vendors featured in this report were chosen by our ERP experts based on what vendors they are most frequently asking for RFPs and demos. The order of listing is alphabetical and not based on ranking.

2023 TOP 10

ERP Vendors (& Systems)

DELMIA
WORKS

DELMIAWorks (IQMS) is a comprehensive manufacturing ERP and MES system specifically designed for mid-market manufacturers, both discrete and batch process. It provides end-to-end manufacturing visibility and control in a single, scalable solution.

Quick Facts:

Headquarters:
Paso Robles, CA

Ownership:
Public

Founded:
1989

DELMIAWorks ERP

▸ Provides an integrated manufacturing execution system (MES) that can interface with shop floor programmable logic controllers

▸ Includes integrated quality control modules, including SPC, traceability, and support for multi-industry compliance

▸ Includes functionality for the entire manufacturing process with no need for third-party integrations

▸ Includes a touchscreen-based shop floor interface with configurable work center dashboards

▸ Offers a full choice of deployment options, including hosted and managed services, pure SaaS, and traditional on-premise

EPICOR

[Epicor](#) provides cloud and on-premise solutions for a variety of industries.

Epicor Prophet 21 for Distribution

▸ Includes functionality for work queues, PO variance queues, kitting/assembly/production orders, and more

▸ Provides embedded warehouse management functionality that enables paperless picking to be sent directly to scanners by order priority

▸ Provides inventory management functionality with real-time information, integrated inventory receipts/purchase orders, and more

Epicor Eagle for Retail

▸ Includes integrated inventory, purchasing, receiving, and management applications for single and multi-store

▸ Includes analytics tools with real-time business intelligence

▸ Provides a complete finance solution with real-time visibility into financial performance

Epicor Kinetic for Manufacturing

▸ Includes real-time production and process monitoring for manufacturers

▸ Delivers production management solutions with a full range of supply chain management capabilities

▸ Provides governance, risk, and compliance tools for addressing legal, regulatory, and supply chain mandates

Quick Facts:

Headquarters:
Austin, TX

Ownership:
Private

Founded:
1972

Epicor BisTrack for Lumber & Building Material

▸ Provides complete quote and order management that includes product configurators, mobile sales, opportunity tracking, and more

▸ Includes online kit configurators for special orders

▸ Includes a full suite of customer relationship management tools that include customer stratification/flexible pricing management, contractor desk service, and more

Quick Facts:

Headquarters:
Linköping, Sweden

Ownership:
Private

Founded:
1983

IFS has industry expertise in aerospace & defense, construction & engineering, energy, utilities & resources, manufacturing, and service. The vendor's core enterprise solution is designed for large enterprises as well as mid-sized organizations.

IFS Cloud

▶ Provides functionality for manufacturing, supply chain, finance, projects, procurement, HCM, CRM, and commerce

▶ Encompasses enterprise resource planning capabilities as well as service management and enterprise asset management within a single solution

▶ Includes emerging technologies, such as artificial intelligence, automation, augmented reality, and machine learning

▶ Supported by a global ecosystem of partners trained by IFS

▶ Can be deployed in the cloud, remote, or self-managed

infor

Infor provides industry-specific cloud ERP solutions that are designed for both the enterprise level and small and medium-sized businesses (SMBs). Infor delivers its industry CloudSuites as a service in a multi-tenant cloud, securely hosted through Amazon Web Services.

Quick Facts:

Headquarters:
New York, NY

Ownership:
Private

Founded:
2002

Industry CloudSuites

▸ Include pre-built industry capabilities with prepackaged workflows, content, integrations, and analytics, all designed with industry best practices

▸ Include application development, system integration, process automation, data aggregation, and in-context industry machine learning

▸ Enable hyper-scaling, automatic upgrades, and anywhere access to apps and data

▸ Include enterprise business intelligence, reporting, and analytics

▸ Provide connectivity both inside and outside the business, enabling visibility, collaboration, and predictive intelligence

▸ Include AI/ML models that anticipate, recommend, and derive industry insights

Quick Facts:

Headquarters:
Redmond, WA

Ownership:
Public

Founded:
1975

Microsoft

Microsoft is continually developing new data centers to support its cloud capabilities across its solution set. Microsoft's D365 solutions include a variety of pre-configured processes.

D365 Supply Chain Management

▶ Allows multiple modes of manufacturing, including lean, discrete, process, and project based

▶ Includes a native MES with an IoT integration framework for machine connectivity

▶ Includes a WMS system with directed work and mobility

▶ Features vendor collaboration portals and provides EDI enablement

▶ Includes planning optimization functionality powered by Microsoft's Azure cloud services

D365 Business Central

▶ Provides access from the web, mobile devices, and desktops, while also offering tablet applications

▶ Provides out-of-the-box integrations with other Microsoft products, such as Outlook, Excel, Word, etc.

▶ Includes a Microsoft app source ecosystem for ISV/add-on products

▶ Provides customization tools such as APIs and VS Code

ORACLE
NETSUITE

Quick Facts:

Headquarters:
Austin, TX

Ownership:
Public

Founded:
1998

Oracle NetSuite provides solutions for businesses of all sizes and industries. NetSuite is an integrated cloud business management solution.

NetSuite ERP

▶ Offers an integrated suite of applications for managing accounting, order processing, inventory management, production, supply chain, and warehouse operations

▶ Enables access to real-time financial, operational, and transactional data from across the organization

▶ Provides pre-built role-based dashboards, reports, and key performance indicators (KPIs)

▶ Can manage multiple subsidiaries, business units, and legal entities with one ERP solution, providing visibility at local, regional, and headquarter levels

▶ Allows a phased implementation approach where companies gradually increase their use of the suite based on their individual business needs
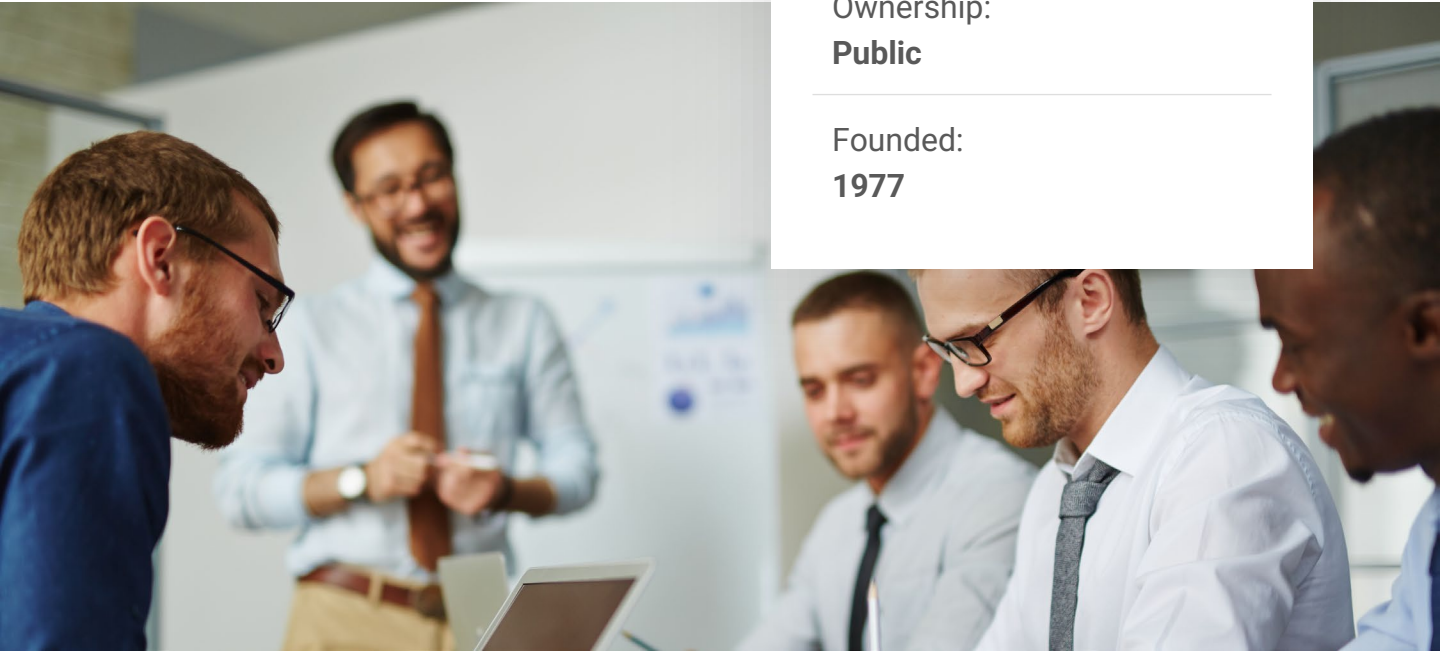
ORACLE®

Quick Facts:

Headquarters:
Redwood City, CA

Ownership:
Public

Founded:
1977

Oracle provides a set of core applications and industry-specific applications. The vendor has a comprehensive set of cloud options, including public cloud, cloud at customer, and on-premises.

Oracle Fusion Cloud Supply Chain & Manufacturing

- Includes supply chain planning functionality that leverages demand data, supply constraint insights, and stakeholder input

- Includes embedded AI and machine learning that can identify anomalies, predict possible outcomes, and make recommendations

- Provides a comprehensive view of finance and operations through an applications suite with functionality for supply chain, finance, human resources, and customer experience

- Includes blockchain and IoT capabilities that enable issue detection, multitier visibility, and insights across the supply network

- Allows social, mobile, and remote access

sage

Sage is known for its integrated accounting, payroll, and payment systems. The vendor provides software for startup, scale-up, and enterprise companies across all industries.

Quick Facts:

Headquarters:
Newcastle upon Tyne, England

Ownership:
Public

Founded:
1981

X3

- Includes financial management functionality such as budgets & accounting, cash management, and more

- Includes supply chain management functionality such as purchasing, inventory & warehousing, and more

- Allows organizations to manage the entire purchasing process from beginning to end

- Provides quick access to information concerning customers, products, price lists, discounts, and carriers

- Includes functionality for production management, project management, human resource management, and business intelligence & reporting

- Provides access from any mobile device and the option for on-premises or single-tenant and multi-tenant cloud deployment

Intacct

- Provides cloud accounting, planning, HR, and payroll solutions to small to medium businesses

- Designed for industries such as nonprofit, construction, real estate, biotech, life sciences, professional services, financial services, healthcare, manufacturing, distribution, and retail

- Provides instant, predictive performance insights

- Includes AI-powered processes and connected workflows for accounting, billing, source to pay, and more

- Allows organizations to connect to Salesforce CRM

Quick Facts:

Headquarters:
Waldorf, Germany

Ownership:
Public

Founded:
1972

[SAP](#) provides business solutions to enterprises of all sizes, in all industries. The vendor is continuing to invest in innovations like IoT, AI, RPA, and cloud delivery.

SAP S/4HANA

Powered by AI and analytics, this solution is a complete, modular cloud ERP software designed for every business need.

▸ Includes industry-specific capabilities and best practices

▸ Enables intelligent process automation across end-to-end business processes

▸ Provides personalized insight so organizations can act immediately from anywhere

▸ Includes complete support for compliance with key regulations

▸ Includes embedded cybersecurity

▸ Allows organizations to embed sustainability into their core business processes and operations

SAP Business ByDesign

This single cloud ERP solution is designed for fast-growing, mid-market business with anywhere between 50 and 1,500 employees.

▸ Includes functionality for financials, HR, CRM, supplier/procurement, SCM, project management, and more

▸ Features strong integration between project management, financials, and purchasing

▸ Includes the full professional services value cycle, from CRM to Invoicing

▸ Provides ERP capabilities, including MRP and MES integration

▸ Includes integrated industry best practices and business process automation with a variety of pre-built business scenarios

Quick Facts:

Headquarters:
Castle Donnington, UK

Ownership:
Private

Founded:
1978

SYSPRO™

Say Yes to Next

SYSPRO is a global ERP software provider specializing in key manufacturing and distribution industries across a variety of sectors.

Manufacturing ERP

▸ Includes a manufacturing operations management solution with complete manufacturing lifecycle management

▸ Includes a traceability system that provides instant access to all the critical information to track a suspect product throughout the value chain

▸ Includes forecast and advanced inventory optimization capabilities that allow businesses to create varying demand sources

▸ Allows for the capturing, management, and resolution of customer complaints

Distribution ERP

▸ Includes an interactive web platform that facilitates online transactions with suppliers

▸ Supports out-of-the-box integration with Governance, Compliance, and Supply Chain Connectors

▸ Provides flexibility in sales handling processes and has a depth of capability in outbound distribution control and inbound supply chain management and traceability

▸ Includes a configurable pricing engine, giving organizations flexibility in configuring pricing, breaks, and discounts

Both Systems

▸ Allow for low/no code configuration and include APIs that allow organizations to connect to many different applications and solutions

▸ Include out-of-the-box portals for customer account management, supplier account management, and request for quotation

▸ Give manufacturers the choice to deploy in the cloud, on-premise, or both (hybrid)

3 Tips for Preparing for ERP Selection

1. Understand Why You Need a New ERP

The first thing we ask when we meet a client is, "What's happening in your organization?"

Most of the time the answer is, "We're looking at what we do and how we do it, and we have realized that our technology isn't supporting our business."

These are the three scenarios we usually find:

1. A young organization is using Excel, QuickBooks, and a solution associated with a piece of equipment they bought. The organization has no HR software but outsources to ADP for human resources. The organization is ready for a more sophisticated, integrated solution.

2. An established organization implemented an ERP system 20 years ago, and it was a great fit back then, but the business has grown. The organization has customized its software attempting to support this growth, which has led to a complex web of support processes and technology that has turned into a cocoon. Now, they cannot make upgrades to the system, and they are wanting to modernize.

3. A larger organization has grown through mergers and acquisitions and now has multiple locations and multiple business units, each with their own systems or their own instances of the same system. The organization wants to be a single company with a single consistent solution.

The unifying thread for all these examples is that there is a need to follow the data from vendors to the end customer and across all functional areas. As such, the ability to make decisions informed by reliable data is the number one reason organizations consider new ERP software.

This may be true of your organization, as well.

Alternatively, you may find that the solution to your problems doesn't involve new technology.

For example, one of our clients was in the food and beverage industry. While assessing the organization, we found out that it was pulling oft-used materials from the back of its warehouse, while storing rarely-used materials up front. Simply by swapping the location of its inventory, we were able to make the company more efficient.

2. Build an ERP Project Team

We recommend building an ERP selection team that includes stakeholders from every functional area. Include employees who can thoroughly describe their processes and how these interact with current systems.

An executive sponsor is another critical role on a project team. This person makes important project decisions and visibly demonstrates their support for the project.

While there are many other stakeholders that should be involved in ERP selection, perhaps the most important is the project manager. This typically is an internal resource with a deep understanding of your business and operations.

3. Identify Your Pain Points

Your data follows a stream of business processes. Some of these business processes are the secret sauce that keeps you competitive, while others are the weight that drags you down and kills your efficiency, profitability, and ability to grow.

Every time we assess an organization, the first thing we do is identify pain points in their current processes. Identifying pain points is the logical first step to improving business processes and finding a system that can support your future state.

Typically, we find that pain points come down to either an organizational issue, a process issue, or a technical issue. From a process standpoint, we find that it's generally one of three situations:

- Manual processes: Having to work with multiple applications or systems, downloading information from one and manually entering it into another
- Duplicate processes: Having to handle the same information in different ways because you have multiple systems, managers, or business units with different requests
- Legacy processes: Having a culture of "we've always done it this way"

Before you begin ERP selection, we recommend investing in business process management – and in some cases, business process reengineering – so you can define your ideal future state and communicate your highest priority requirements to ERP vendors.

4 Process Issues
To Fix Right Now

1. Homegrown Spreadsheets and Databases - Just about every organization has that one below-the-radar spreadsheet or database that is being used to hold everything together. There is typically one person maintaining that spreadsheet on their local computer with no visibility beyond that. The team holds their breath and hopes that the machine doesn't crash, or the file becomes corrupt.

2. Managing Your Business With Tribal Knowledge - Many organizations have employees that are knowledge bottlenecks. These employees understand the nooks and crannies of your business, but this knowledge isn't documented or shared with anyone. This hoarding of knowledge isn't always intentional, but regardless of the cause, it is highly inefficient and is not scalable.

3. Departments that Don't Communicate Well With Each Other - Even the smallest companies have the tendency to create silos among different departments and workgroups. Communication breaks down, things get lost in translation, and teams become misaligned – largely due to operational and technological immaturity.

4. Relying on Guesswork as Your Primary Source of Business Intelligence - When systems are outdated and business processes are broken, then useful and accurate business intelligence can be hard to find. Meanwhile, your team must make decisions regardless of whether that spreadsheet or ad hoc report is accurate.

Conclusion

A modern ERP system with advanced reporting functionality could be just what you need to scale your business. Relying on an integrated system, you can access reliable, real-time data and more efficiently meet customer needs.

Before you start evaluating any of the ERP vendors on our list, be sure you have clear business goals and a vision for your future state processes. This will help you select a system that supports your unique data needs.

Our ERP consultants can help you prepare for software selection and determine what your processes and technology should look like moving forward. Contact our team on the following page to request a free consultation.

About Panorama Consulting Group

Panorama Consulting Group is an independent, niche consulting firm specializing in business transformation and ERP system implementations for mid- to large-sized private- and public-sector organizations worldwide. One-hundred percent technology agnostic and independent of vendor affiliation, Panorama offers a phased, top-down strategic alignment approach and a bottom-up tactical approach, enabling each client to achieve its unique business transformation objectives by transforming its people, processes and technology.

Panorama's Services

(click to learn more)

- ERP Selection
- ERP Implementation
- ERP Contract Negotiation
- ERP University
- Digital Strategy
- Technology Assessment
- Change Management
- Human Capital Management

- Business Process Management
- M&A Integration
- Turnaround Analysis
- Business Crisis Consulting
- Financial Restructuring
- Operational Restructuring
- Project Auditing & Recovery
- Software Expert Witness

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With an ERP Systems Expert Today!

FREE CONSULTATION