

ERP Providers Table

Excerpted from the [“ERP Now”](#) report

This table shows a list of the providers in the [“ERP Now”](#) report. Some providers are differentiated by small- vs. medium-sized businesses. This table also covers on premise, hosted, and cloud solutions. We define cloud as a multi-tenant type of solution, i.e. single-instance multi-tenant/single release—this means all customers are on the same release and multiple customers may share the same instance of the software. There are variants on multi-tenant, as well, with highly configurable approaches. [Definitions of Cloud/SaaS](#) differ from on demand, which requires little upfront technical work and has a variety of payment options.

Hosting, according to our definition,¹ is not categorized as cloud (although you may access your software over the web). However, many providers do call themselves cloud. Hosting has *your version of the software*, just as an on premise solution would, but in another location, managed by a third party. The distinction is important since these criteria affect customization and the cost of these solutions.

As you can see in this table, we are immediately confronted with a daunting list of players. It’s critical to understand that the larger firms like Sage, SAP, and Infor have multiple product offerings that are either industry or company-size oriented solutions. Some of these also are designed for growth, so as you grow you don’t have to buy a new package. NetSuite, Plex and SAP’s All-in-One are some examples. For example, a small, less complex business might adopt SAP BusinessOne; whereas a business destined for growth would purchase All-in-One and add functions as they grew.

Plex and NetSuite provide this same concept without the purchasing confusion, we think. Highly configurable, multi-tenant architectures allow users to adopt business processes as needed without guessing which software package might be the one they need. Today, many ERP firms have business consultants who work with their clients to ensure that they choose the right solution.

You can access the [“ERP Now”](#) report here.

Company size by employees	Ultra Small 1-10	Small 10-50	Small -Mid 50-100	Mid 100-500	Mega-Mid > 500	Subsidiary	LE	On-Premise	Hosted	Multi-Tenant SaaS	Comments
Aspen Tech											For heavy process industries (mainly Petrochemical); engineering and construction
Aptean-Axis											ERP system for the Metals, Wire and Cable industries
Aptean Compiere											Open-source stack (e.g. Java, Linux, JBoss, Postgres); utilizes a browser-based AJAX UI based on the Google Web Toolkit
Aptean Cimnet											Designed for electronics global business model: outsourced, yet integrated processes from design through manufacturing
Aptean DTR											Plastic manufacturing solution with multi-mode: process through discrete manufacturing process
Aptean Encompix											Project-based and engineer-to-order businesses—from quoting through service management
Aptean Envision X ERP											ERP built for trading companies. The solution supports multi-company, multi-location, multi-currency operation
Aptean Empower ERP											For discrete manufacturers in the Asian Pacific who face unique challenges, from accounting regulations to production modes
Aptean Intuitive											Rich ERP stack for regulated discrete manufacturing (such as Aerospace and Defense)
Aptean Made2Manage											ERP known for strong manufacturing execution—scheduling, control, and quality on the shop floor; a major platform upgrade to .NET in version 7.0 and beyond
Aptean Relevant											Engineer-to-order for industries such as Aerospace & Defense; has some larger Fortune 200 enterprise customers
Aptean Ross ERP											Regulated process industries; strong supply chain; and track and trace
BizSlate ERP											Web-based or on premise for Wholesale Distributors, Small Apparel and Brand Companies, Small Retailers—sales and marketing modules included
BlueLink											Marketed as the “upgrade from QuickBooks”; Canadian headquarters
Cincom											Partnership with Microsoft for small-market customers; one of the earlier MRP/ERP's in the market (~30 yrs); focus on complex manufacturing

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Epicor Prophet 21											Software targeted at Industrial, Fluid Power, Fasteners, Medical Supplies, HVAC, Paper, Packaging, JanSan, Tile, and Petroleum distributors, with customers in many other distribution markets
Epicor Eclipse											Designed for Electrical, Plumbing, and HVAC wholesalers, with customers in many other distribution markets
Epicor ERP											9.5 will offer any delivery platform—E9 has a multi-tenant cloud version
Epicor Express											Cloud-based on-demand full ERP for Distribution businesses
Epicor Eagle											ERP for small- to medium-sized retailers focused on eight specific specialty retail sectors
Epicor Catalyst											ERP for Lumber and Building Materials Dealers—retail and distribution businesses—has POS, inventory management, etc.
Epicor Prelude											Large enterprise Wholesale Distribution focus—includes service management/repair, rentals
Epicor Vision											Solution for Automotive Aftermarket business—focus on warehouse and parts distribution
Epicor Retail Suite											LE and mid-sized enterprises—customers who are too large for Eagle are advised to purchase Retail Suite
Epicor Retail SaaS											Small- to mid-sized cloud retail solution includes POS, Merchandising, Financial
HarrisData ERP for Manufacturing											Cloud platform will be upgraded in late 2012; HRIS is focused at mid- and large-sized companies; new UI across products
HarrisData ERP for Distributors											Customers can buy modular solutions such as HR (link to my harris data article) or CRM
IFS											Cloud service for tracking, asset management, service management
Infor SyteLine											ERP for industrial, engineer-to-order and discrete manufacturers that have follow-on services
Infor VISUAL											ERP for small, but manufacturing-intensive enterprises
Infor LN											Mega-mid and large enterprise focus; for complex manufacturing, distribution and service industries; strong MRP and global accounting

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Infor LX											Designed to run on IBM System i Series, for mid-size business for process industries
Infor XA											Designed to run on IBM System i Series for mid-sized business for discrete with mixed-mode processes including repetitive and 'to-order' manufacturing
Infor Adage											Process industries—food, beverage and chemicals
Infor System 21											An ERP global solution for complex mixed-mode or distribution including apparel, automotive, food/beverage, electronic and other industries; can run on IBM System i series
Infor (Lawson) Financial Management (S3)											Healthcare and Life Sciences
Infor M3 (Lawson)											Food & Beverage; equipment, chemical manufacturing and distribution
iQmetrix											RQ4 Retail Management is an ERP for small retailers, including POS. Designed especially for wireless retailers
IQMS											Manufacturing-centric ERP for mid-market; IQMS is known for its MES and quality systems; built in MS Windows, runs on Oracle database
Kenandy											Built on force.com platform; a version 2.0 just released
Microsoft Dynamics GP											Not multi-tenant in core ERP
Microsoft Dynamics AX											Industry-specific ERP; CRM is multi-tenant
Microsoft Dynamics NAV											For small and mid-sized businesses. Not multi-tenant in core ERP
MyERP											Based on Google tools—uses Google marketplace for sales; free-to-free
NetSuite											Cloud solution; ERP, CRM, eCommerce integrated on single database and architecture
NetSuite OneWorld											Adds multi-currency, multi-language, multi-time to NetSuite
NetSuite OpenAir											Professional Services automation with Project/Resource management & accounting, timesheet, expense

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Oracle E-Business Suite											Not multi-tenant; small businesses are most often served by partner network
Oracle PeopleSoft Enterprise											Not multi-tenant; for fast-growing companies on limited budgets and government
Oracle Fusion											A variety of delivery modes—modules, on demand, on premise, full enterprise; not multi-tenant. Oracle has a 'public' cloud platform to host various applications
Plex											Sold as stand-alone Cloud MES, as well as Cloud ERP—very strong Manufacturing
QAD											Have launched an on demand version
SAGE ONE											For start-ups—accounting, PM/time management, billing, etc... in the cloud “online application”; would not support distribution or manufacturing users
SAGE X3											Industry-specific ERP offerings such as Life Sciences; for small companies
SAGE 100 ERP											Deep Industry capability; partner-only sales and implementation. Focused on companies from 100 to 500 employees. Previously called Sage ERP MAS 90 and 200; available on premise or online; partners will host the solution
SAP All-in-One											Smallest enterprises—has starter kit for first time ERPers; partner; price competitive
SAP Business One											Professional Services automation with Project/Resource management & accounting, timesheet, expense
SAP Business ByDesign											Cloud-based; for SMBs and subsidiaries of large companies; sold by SAP. Implemented by SAP or partners
SAP ERP 6.0											SAP's historic offering for Large accounts
SYSPRO											ERP for small- to mid-size business in many industries—consumer, food, manufacturing and new retail enterprise solution
UNIT4 Agresso Business World											UNIT4's ERP product. UNIT4 also has CODA for Financial management and Financial Force. ERP for mid to large companies and public sector
Visibility											Solely focused on engineer-to-order/highly engineered and discrete manufacturing; on premise or cloud ERP