



*Only the Best Will Rise to the Top*



# Introduction

Panorama Consulting Solutions developed the **2017 Top 10 ERP Systems Rankings Report** to identify the top ERP systems based on market share, implementation cost, implementation duration, benefits realization and software functionality. To ensure that the findings are as accurate as possible, data was gathered from Panorama's annual benchmark surveys between September 2012 and February 2016. A total of 1,660 respondents completed the surveys upon which this data is based. Functionality data was gathered from vendor demo scores from Panorama clients.

## Methodology

Panorama determined vendor rankings by first determining market share. The vendors that ranked in the top ten for market share were then ranked according to the following criteria to arrive at an overall score for the final determination of "The Top 10:"

- **Market Share** - We evaluate how many respondents selected and purchased each of the systems. We assign a market share percentage based on the frequency of one system being selected over another. This has the lowest influence in our study in terms of how systems compare to one another, although it is the most important factor in determining which vendors make the top 10 list in the first place.
- **Cost as Percent of Revenue** - We assess the total cost of ownership for each system in the top 10. We normalize these costs to account for the fact that larger organizations are more likely to implement certain systems.
- **Average Time to Implement** - We look at how long the average organization takes to implement each system. We also weighted these scores to normalize for organization size.
- **Average Panorama Client Functional Scores** - Each year, we conduct ERP software evaluations for dozens of clients throughout the world. We capture functional ratings of each of those systems in our ERP vendor database.
- **Average Payback Period** - Finally, we quantify the average time it takes organizations to realize 100-percent of expected business benefits.

## The Top 10

Without further ado, it's time to reveal the top ten ERP vendors . . .



# 1

# EPICOR®

## Solutions

- AVP
- BVP
- Prophet 21
- BisTrack
- Epicor CMS
- Epicor ERP
- Epicor iScala
- Epicor Cloud ERP
- Epicor Eagle
- Epicor Eclipse
- Epicor Clientele
- Epicor HCM
- FFL Compliance Manager
- LaserCat3
- LumberTrack
- Prelude
- Vision
- Mattec MES

## Strengths

- Top performer in the midmarket range
- Multitude of deployment options to best suit the needs of the client

CATEGORY	RESULTS	RANKING
Market Share	3.5%	5
Functional Score (out of 5)	3.2	3
Payback Period (months)	8.6	2
Implementation Cost (as % of Revenue)	5.4%	9
Implementation Time (months)	37.5	5



# 2



## Solutions

- Infor CloudSuite Industrial (SyteLine)
- Infor LN
  - CloudSuite Automotive
  - CloudSuite A&D
  - CloudSuite Industrial Machinery
- Infor VISUAL
- XA
- Infor M3
  - CloudSuite F&B
  - CloudSuite Fashion
  - CloudSuite Equipment Rental
  - Distribution Enterprise
- LX
- System21
- Adage
- SX.e
  - CloudSuite Distribution
  - Distribution A+
  - Distribution FACTS

## Strengths

- Mobile functionality is far-reaching for remote employees and offices
- Robust and intuitive Business Intelligence functionality

CATEGORY	RESULTS	RANKING
Market Share	7.4%	4
Functional Score (out of 5)	2.9	7
Payback Period (months)	9.8	5
Implementation Cost (as % of Revenue)	5.1%	5
Implementation Time (months)	30.0	2



# 3



## Solutions

- SAP Business One
- SAP Business ByDesign
- SAP Business All-in-One
- SAP Hana

## Strengths

- Over four decades in the ERP game
- Supports large, multi-national companies

CATEGORY	RESULTS	RANKING
Market Share	20.3%	1
Functional Score (out of 5)	2.9	8
Payback Period (months)	8.5	1
Implementation Cost (as % of Revenue)	5.2%	7
Implementation Time (months)	34.3	3



# 4



## Solutions

- IFS Applications

## Strengths

- Known for being user-friendly and modular in design as well as flexible enough to support customers in their established processes.
- Pioneered component-based service management software

CATEGORY	RESULTS	RANKING
Market Share	1.5%	8
Functional Score (out of 5)	3.6	1
Payback Period (months)	48.0	8
Implementation Cost (as % of Revenue)	4.0%	3
Implementation Time (months)	54.0	8



# 5 ORACLE®

## Solutions

- Oracle Fusion Applications
- Oracle E-Business Suite
- PeopleSoft Enterprise
- Siebel
- JD Edwards EnterpriseOne
- JD Edwards World
- Hyperion Financial Performance Management
- Primavera Enterprise Project Portfolio Management
- Oracle Cloud

## Strengths

- Oracle Labs is unsurpassed in project base and research depth
- Best-of-breed approach allows flexibility and scalability

CATEGORY	RESULTS	RANKING
Market Share	13.9%	2
Functional Score (out of 5)	3.3	2
Payback Period (months)	22.1	7
Implementation Cost (as % of Revenue)	5.7%	10
Implementation Time (months)	25.3	1



# 6



## NETSUITE

### Solutions

- OpenAir
- NetSuite ERP
- NetSuite OneWorld
- NetSuite CRM
- NetSuite SRP
- Omni-Channel Commerce (SuiteCommerce)

### Strengths

- Provides cloud-based, business management software, eliminating the need for on-site hardware and software
- Provides a single, fully-integrated system covering ERP/financials, CRM, ecommerce, inventory and more

CATEGORY	RESULTS	RANKING
Market Share	2.9%	7
Functional Score (out of 5)	2.8	9
Payback Period (months)	8.7	3
Implementation Cost (as % of Revenue)	2.8%	1
Implementation Time (months)	44.0	7



# 7



# Microsoft

## Solutions

- Dynamics AX
- Dynamics CRM
- Dynamics GP
- Dynamics NAV
- Dynamics POS
- Dynamics RMS
- Dynamics SL
- MSD 365

## Strengths

- Multi-national, multi-language and multi-currency
- A top performer in midrange ERP markets

CATEGORY	RESULTS	RANKING
Market Share	9.4%	3
Functional Score (out of 5)	2.9	6
Payback Period (months)	11.9	6
Implementation Cost (as % of Revenue)	5.2%	6
Implementation Time (months)	36.1	4



# 8 **sage**

## Solutions

- Sage 100
- Sage 300
- Sage X3

## Strengths

- Strong multi-language and multi-currency functionality
- Robust Business Intelligence module

CATEGORY	RESULTS	RANKING
Market Share	3.5%	6
Functional Score (out of 5)	2.8	10
Payback Period (months)	9.6	4
Implementation Cost (as % of Revenue)	4.1%	4
Implementation Time (months)	40.5	6



# 9



## Solutions

- Syspro ERP

## Strengths

- Largest, independent, international supplier of ERP business software solutions with 35 years of ERP experience
- More than 15,000 satisfied customers within vertical markets from manufacturing and distribution to financial services

CATEGORY	RESULTS	RANKING
Market Share	1.1%	10
Functional Score (out of 5)	3.1	4
Payback Period (months)	N/A*	10
Implementation Cost (as % of Revenue)	5.3%	8
Implementation Time (months)	N/A*	10

\*No results available due to relatively small sample size compared to other vendors



# 10



## IQMS

### Solutions

- EnterpriseIQ

### Strengths

- Provides real-time ERP, manufacturing, production monitoring, quality control, supply chain, CRM and eBusiness solutions
- Community forum allows users to play a major role in the software's development

CATEGORY	RESULTS	RANKING
Market Share	1.2%	9
Functional Score (out of 5)	3.0	5
Payback Period (months)	N/A*	9
Implementation Cost (as % of Revenue)	2.9%	2
Implementation Time (months)	N/A*	9

\*No results available due to relatively small sample size compared to other vendors



# Conclusion

Finding the right enterprise technology for your organization begins by defining a long list of potential vendors. With more than 250 systems to choose from, this task can be daunting. The good news is that there are many options to choose from. The bad news is that the plethora of options means you risk choosing the wrong solution. We hope that this report will help you navigate at least some of the options as you pursue digital transformation.

## About Panorama

Panorama Consulting Solutions specializes in the enterprise consulting, enterprise resource planning (ERP) and IT market for mid- to large-sized, private and public sector organizations across the globe. One-hundred percent independent of affiliation, Panorama helps firms evaluate and select ERP software, manages the implementation of the software and facilitates all related organizational changes to ensure that each of its clients realize the full benefits of their ERP implementation. We also offer our clients IT strategy, business process reengineering, ERP staffing, sales assessments, energy fueling assessments, emergency/disaster fund management, independent verification and validation, project management oversight and expert witness testimony. Panorama maintains a global presence with current offices in Denver, Chicago, Boston, San Francisco, Lima, Dubai, Houston and New York. More information can be found on its website, [Panorama-Consulting.com](http://Panorama-Consulting.com) and Twitter feed, [Twitter.com/PanoramaERP](https://twitter.com/PanoramaERP).

