

# PROPEL YOUR BUSINESS WITH A COMPETITIVE EDGE

Kelly Hummel  
Director of Client Transformation

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NYC

# ERP Trends 2024

## Key Takeaways

- In a study by Gartner, 70% of mid-sized organizations are expected to adopt AI and machine learning in their ERP systems by 2024.
- A report by Deloitte highlights that 86% of surveyed organizations have begun investing in sustainability initiatives, with ERP systems being a crucial enabler of these efforts.
- ERP trends in 2024 encompass AI integration, cloud adoption, and sustainability practices, shaping the future of enterprise management.
- Blockchain integration and quantum computing hold the potential to enhance security and data processing capabilities within ERP systems.

<https://blog.emb.global/enterprise-resource-planning-trends/>



# Going Digital



The digital world has reshaped the organization's expectations of becoming completely automated.

The evolution and pace of advancement are constantly evolving in ERP with fewer clicks, fewer decision points, more services, and more insights delivered in real time to the employee, reducing the time to decisions and ultimately to fulfillment," said Mickey North Rizza, group vice president of Enterprise Software, IDC.

"Market shares will continue to shift as organizations move into the digital world, with the promise of ERP technology bringing speed, scale, and agility as well as a greater competitive advantage and expanding market share to its clients. This movement is creating an ERP technology investment strategy that will constantly evolve with innovation."

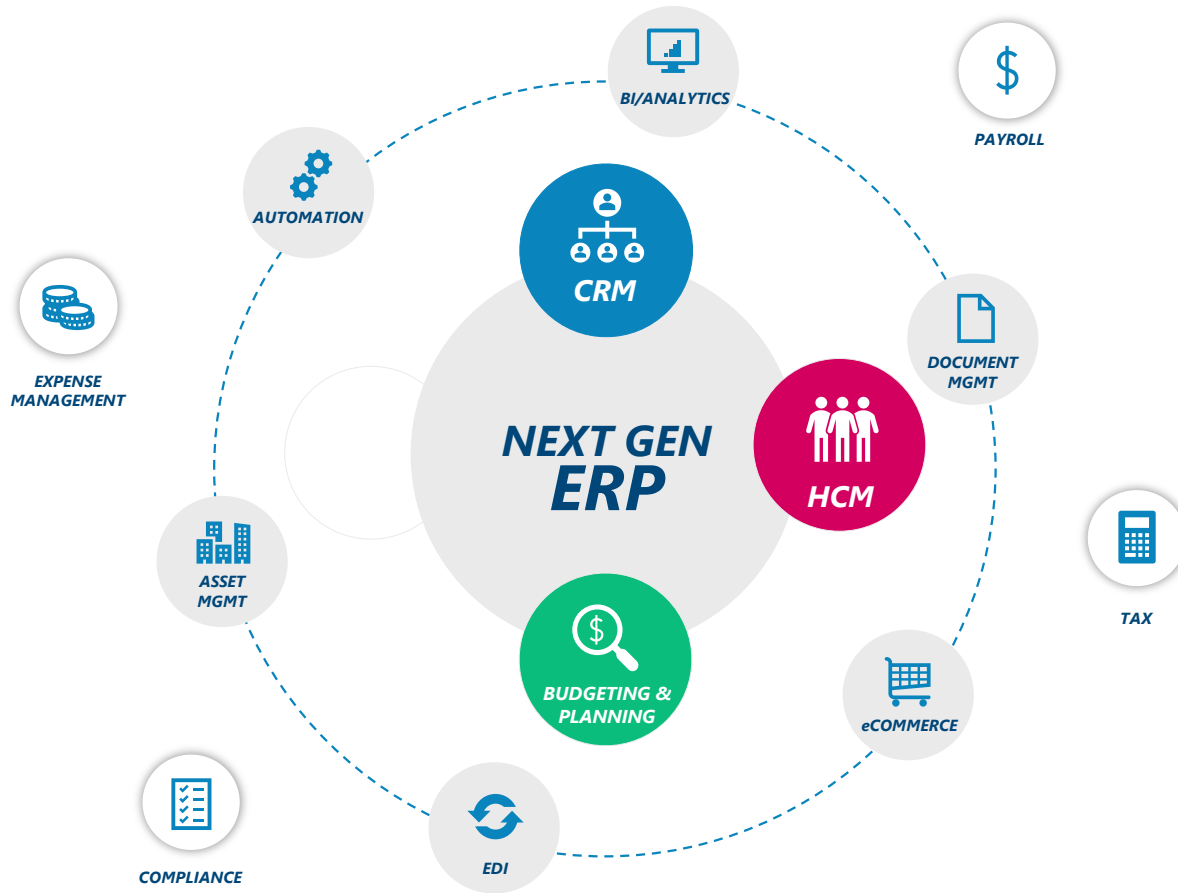
<https://www.idc.com>

# Stay Competitive with Automation



Companies are faced with two options:

- Invest in current solution and automate with connected portable solutions
- Replace current solutions with more modern technology or “Next-Gen” ERP





# Sage Safe Harbor

Statements regarding our product development initiatives, including new products and future product upgrades, updates or enhancements represent our current intentions, but may be modified, delayed or abandoned without prior notice and there is no assurance that such offering, upgrades, updates or functionality will become available unless and until they have been made generally available to our customers.



# Sage 100 Roadmap

## FY 2024

### Technical & Security

- Defect resolution & maintenance of line
- 64-bit default

### Compliance

- US Payroll tax rate updates
- Payroll tax engine updates
- Aatrix Maintenance for Payroll
- Sage 100 code changes needed for compliance

### Cloud & Digital Network

- Sage Network integration (phase 1)
- SPP Enhancements
  - SQL for Sage Provisioning Portal (image option)
  - Support of CRM in SPP
  - Launch Sage 100 2023.1 in SPP
- Sage HR integration (initiation Q4)

### Customer Experience & Modernization

- Usability enhancements
  - Quick completion of Purchase Orders
  - Delete/change warehouses
  - Full product search, includes auto-complete
  - Improved audit trail (customers, vendors, items, employees)
  - Other TBD (partner/customer feedback, NPS)

### Sales & Partner Enablement

- Refresh Demo Data – Phase 1
- Complete license simplification journey

## FY 2025

- Defect resolution & maintenance of line
- Sage ID (two factor authentication)

- US Payroll tax rate updates
- Payroll tax engine updates
- Aatrix Maintenance for Payroll
- Sage 100 code changes needed for compliance

- Sage HR integration delivery
- Futrli integration (initiation)
- Launch Sage 100 2024.1 in SPP

- Usability enhancements
  - P/M improvements: Labor Entry Piece Rate, Enhanced Scheduling to handle Budgets, and Add Work Ticket information to P/O Return of Goods
  - IRP improvements: Warehouse Grouping, Consolidation of Demand, and Explode on a Bill
  - A/R Invoice Number Expansion
  - Global Search
  - Other TBD (partner/customer feedback, NPS)

- Refresh Demo Data – Phase 2

# Sage 300 Roadmap

This roadmap is indicative and may be revised depending on priorities

## Version 2025 +

### Technical & Security

- Ongoing Security enhancements
- Ongoing technical compatibility – SQL, OS, Crystal, .NET
- Defect resolution & maintenance of line

### Compliance

- Payroll tax updates – rates, forms, eFiling
- Payroll 8.0, 1099 Updates
- MY & SG eInvoicing – Phase 1

### Cloud & Cloud Connectivity

- Update Bank Feeds Engine
- Integration to Inbox Portal – Phase 1
- Integration to Sage HR – Phase 1

### Customer Experience & Modernization

- PJC Web Screens
- PO Web Screens with PJC Integration
- US Payroll Web Screens – continuation
- Support Assistant Bot
- Address call drivers, defects, NPS input
- Select enhancement requests
- Web API Endpoints for DPP Products

## Version 2026 +

- Ongoing Security enhancements
- Ongoing technical compatibility – SQL, OS, Crystal, .NET
- Sage ID (two factor authentication)
- Defect resolution & maintenance of line

- Payroll tax updates – rates, forms, eFiling
- Aatrix Filing for Web screens
- MY & SG eInvoicing – Phase 2

- Integration to Inbox Portal – Phase 2
- Integration to Sage HR – Phase 2
- Integration to Service Fabric Aatrix Connector
- Sage Partner Cloud – Web screens deployed

- PJC Web Screens Continuation
- IC, OE Web Screens with PJC Integration
- US Payroll Web Screens – continuing the journey
- Canadian Payroll Web Screens
- Address call drivers, defects, NPS input
- Select enhancement requests
- CRM Integration improvements



# Does the Sage 100 or 300 Road Map Align with your Business Vision?

- Stay competitive in the marketing place
- What is your competition doing
- Ease of reporting and Dashboards
- AI, ML, RPA for efficient operations



## Sage Business Cloud

Accounting, finance and payroll

Medium businesses



**Sage Intacct**

Advanced financial management platform for professionals with a growing business.



**Sage X3**

Finance and operational management that's faster and more flexible than traditional ERP.

Small businesses



**Sage 50 Accounting**

Desktop accounting software connected to the cloud.



**Sage Timeslips**

Billing and time tracking software.



**Sage HR**

Manage and engage your workforce wherever they are.

Construction and Real Estate

Any-size business



**Sage Intacct Construction**

Native cloud technology with real-time visibility, open API, AICPA preferred.



**Sage 100 Contractor**

Accounting, project management, estimating, and service management.



**Sage 300 CRE**

Most widely-used construction management software in the industry.

Human resources and CRM

Medium businesses



**Sage HRMS**

Customizable, on-premise human capital management software.



**Sage CRM**

Deliver a better customer experience with CRM software.

Business management

Medium businesses



**Sage X3**

Finance and operational management that's faster and more flexible than traditional ERP.



**Sage 100**

Manage accounting, manufacturing and distribution.



**Sage 300**

Streamline accounting, inventory, operations and distribution.



**Sage Fixed Assets**

Track and manage your business assets at every stage.



**Brightpearl by Sage**

The flexible retail operating system that streamlines, simplifies, and automates your business.



**Inventory Planner by Sage**

The inventory planning solution for reliable forecasts and buying recommendations.

# The Business Value of Sage Intacct for Optimizing Small and Medium-Sized Business

## BUSINESS VALUE HIGHLIGHTS



*Click on highlights below to navigate to related content within this PDF.*

**178%**

three-year ROI

**23%**

lower cost of accounting/finance operations

**28%**

more efficient accounting and finance teams

**36%**

fewer accounting/finance errors

**23%**

faster to complete accounting/finance cycles

**48%**

faster to resolve accounting errors

**52%**

faster to deploy for a new user

# Total Cost of Ownership

## 5 Year TCO Comparison - Sage Intacct vs. 300 Hosted

Intacct Product SKUs	Qty	Annual List Price	Annual Extended Price
<b>Core Modules &amp; Users</b>			
Intacct Financial Management for a Single Business Entity	1	\$ 5,220	\$ 5,220
Intacct Business User License	4	\$ 2,640	\$ 10,560
Intacct Employee User License (10 User Pack)	1	\$ 1,380	\$ 1,380
Add other SKUs as needed		\$	-
<b>Add-on Modules</b>			
Cdata ODBC Driver	1	\$ 2,499	\$ 2,499
<b>Total Software (Recurring Costs)</b>			<b>\$ 19,659</b>
<b>Discount on Software</b>			<b>(5,280)</b>
<b>Net Software Licenses (Recurring Costs)</b>			<b>\$ 14,379</b>
Implementation <sup>(1)</sup>			<b>\$ 25,000</b>
Discount			<b>(\$6,540)</b>
<b>Total Implementation Cost</b>			<b>\$ 18,460</b>
Year 1 <sup>(1)</sup>			\$ 32,839
Year 2 <sup>(2)</sup>			\$ 14,379
Year 3 <sup>(2)</sup>			\$ 14,379
Year 4 <sup>(2)</sup>			\$ 14,379
Year 5 <sup>(2)</sup>			\$ 14,379
<b>TCO for 5 Years</b>			<b>\$ 90,355</b>

Competitor		Annual Price
Sage 300		
Sage 300 Essentials Bundle		\$ 11,234.00
Norming Asset Accounting, Leasing and Tracking		\$ 4,373.00
BAASS Bridge		\$ 4,000.00
Cloud Hosting and IT Support		\$ 10,800
Sage 300 Upgrades *		\$ 3,000
(Estimate = \$6,000 every two (2) years)		
* Estimated Costs		
Total Software (Recurring Costs)		\$ 33,407
Enter competitor's discount for software		\$ -
Net Software Licenses (Recurring Costs)		\$ 33,407
Implementation <sup>(1)</sup>		
Discount		
Total Implementation Cost		\$ -
Year 1 <sup>(1)</sup>		\$ 33,407
Year 2 <sup>(2)</sup>		\$ 33,407
Year 3 <sup>(2)</sup>		\$ 33,407
Year 4 <sup>(2)</sup>		\$ 33,407
Year 5 <sup>(2)</sup>		\$ 33,407
TCO for 5 Years		\$ 167,035

	Sage 100		Sage 300		MIP		Sage 500	
	Software	Services	Software	Services	Software	Services	Software	Services
Approvals and Workflows								
Automated Bank Reconciliations								
Document Attachment								
AR Automation - Invoice Distribution								
Customer Portal								
Payment Options	Native				Native			
Intuitive Dashboards/ Robust Reporting w/ Drilldown								
Dimensional Accounting	Not Available		Not Available		Native		Not Available	
Built in Salesforce integration					Import only			
Vertical Focus	None		None		NFP		MFG	
AI - GL outlier detection								
Posting Rules								
Audit Trail	Native - limited				Native		Native - limited	
Simplified Consolidations								
Intercompany Allocations/Inter-Entity Transactions					Not Available		Native	
Multicurrency and Rate Updates			MC Included					
HIPPA compliant Financials	Not Available		Not Available		Not Available		Not Available	
GDPR compliant Financials	Native		Native					
Multi-book (accrual, cash, GAAP, Tax, etc.)			Not Available		Not Available		Not Available	
Social Collaboration tools	Not Available				Not Available		Not Available	
Contract billing /ASC606/Advanced Revenue Recognition					Not Available		Not Available	
Office 365 Integration	Native		Native		Not Available		Word/Excel	
Total of Software and Services to add for similar solution		\$ 175,948		\$ 272,483		\$ 174,216		\$ 277,878
No Upgrades	Add Upgrade Estimate		Add Upgrade Estimate		Add Upgrade Estimate		Add Upgrade Estimate	
Total with Upgrade								

# Should I consider a modern business management solution



Think about your existing ERP. Does it support industry-specific best practices, ever-changing regulatory requirements, and emerging technologies such as social, mobile, cloud, and analytics? If not, you could risk losing ground to your competitors as a result.

Organizations that do not upgrade their ERP may miss out on new technology that could significantly improve their business. Leaders have identified that upgrading their solutions allows them to take advantage of the newest advancements in technology and use those tools to accelerate their business performance.



# 5 Risks of Staying on Legacy ERP Software

- It is going to get more expensive
- You will miss out on agility
- Your publisher support may lag
- You will not be able to integrate fast enough
- You will not make the most of your ERP data



# Top Ten Reason to Consider a Modern ERP Solution

1. Cost and functionality limitations of a legacy ERP and disparate solutions
2. The need to support aggressive growth and outperform competition
3. New leadership, particularly those with past experience with Next-Gen solutions
4. Integrations with or replacement of industry-specific software
5. The desire to modernize to harness the power of emerging technologies like AI, ML, and Robotics
6. Visibility of real-time data and KPIs
7. Efficiency, streamlined workflows, and improved system controls
8. Increased ROI and lower TCO
9. API's to connect to today's digital marketplaces
10. The ability to customize with no or low code



10

# On-Premise to Cloud ERP Migration with Net at Work

Augment your workforce, cut waste and support smart decision-making with a solid ERP migration plan from Net at Work.

CONTACT AN EXPERT

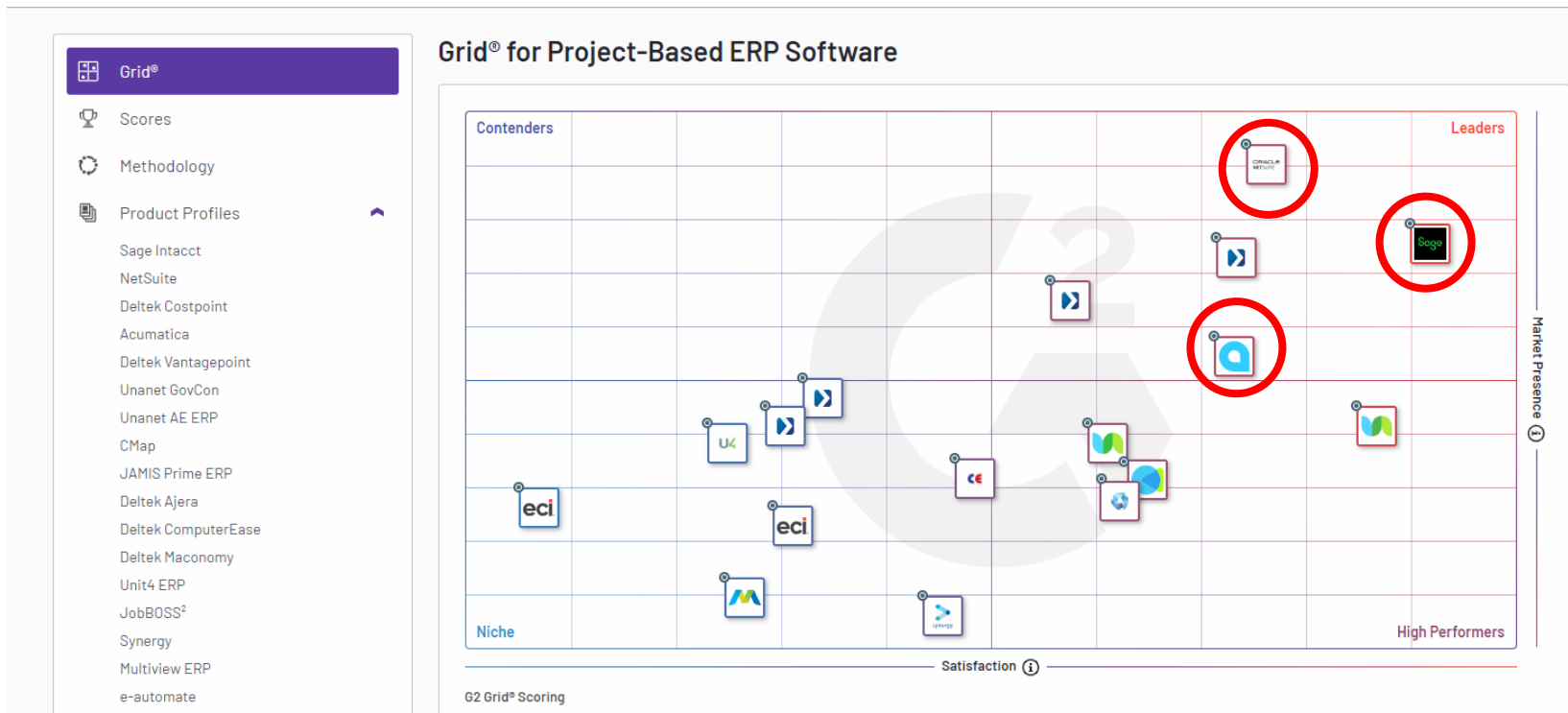
CALL: 800.719.3307

## UNLOCK THE PROMISE OF DIGITAL TRANSFORMATION

According to a 2021 study by Forrester Research, 24% of global software decision makers say they are still deploying ERP on-premises. But most legacy ERP investments, writes Forrester, fall short of the expectations for speed, flexibility and intelligence that's so critical for the digital world. Are you feeling the [symptoms of this failure](#) today? If your systems can't support growth, help overcome challenges and give you a competitive edge in the marketplace – [Next Generation ERP](#) technology may be your solution.

# G2's Rating – Net at Work supports Top NextGen ERP

## Grid® Report for Project-Based ERP | Fall 2023



# Net at Work is your Migration Headquarters – When your company is ready....



## Choosing an ERP System

As leading ERP/accounting software consultants, we pride ourselves on being a source of information to businesses looking to make the right decisions when choosing a solution. We offer system [selection consulting services](#), business process reviews, as well as ongoing webinars and guides offering tips for choosing the right accounting/ERP software.



## Deployment Options

We support multiple deployment and pricing options; including on-premises solutions, cloud-based software-as-a service (SaaS) solutions, and a combination of the two with hybrid solutions. Whatever your preference, you have the flexibility to choose the option that's right for you. Let us help you to identify the solution that will work best for you.



## ERP Migration Services

With our broad bench of experienced consultants, technological tools and established processes, [we are your guide to migrate](#) dated accounting systems, on-premise ERP and antiquated business management software for success in today's digital marketplace.



## Custom Integrations & Development

If you have processes, or existing systems that don't fit into any out-of-the-box solutions, Net at Work can help. Our development staff specializes in custom development of modules and applications, as well as integrations across best of breed technologies. We can help you drive efficiency and productivity by linking your existing systems for seamless interoperability.



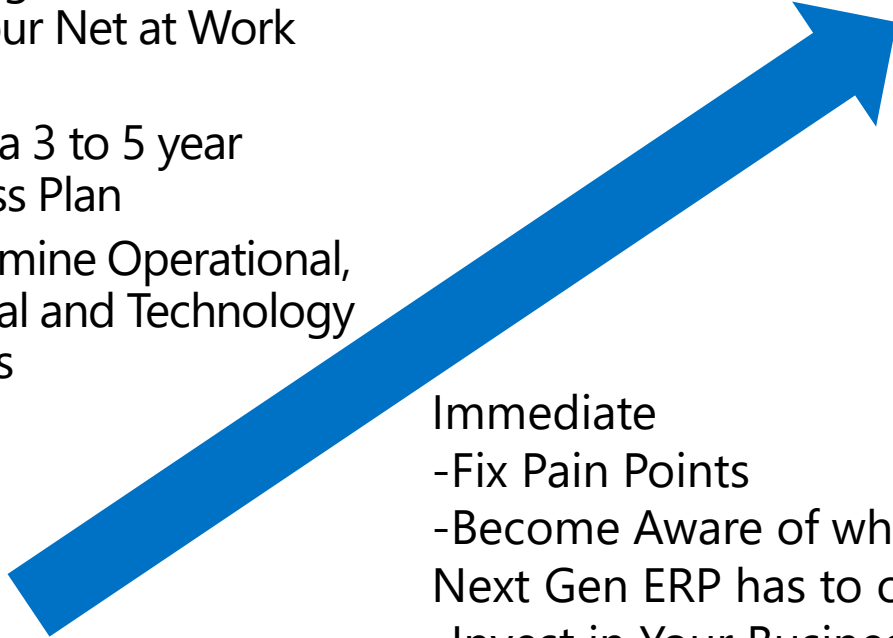
## Solution Extensions

We are here to help our clients use their ERP and related technology to make better business decisions. This often requires extended integrated solutions and we have partnered with the best in the industry to provide solutions including: BI and reporting, Credit Card Processing, Document Management, eCommerce, Manufacturing, Sales and Use Tax Automation, Warehouse Management, and more.

# Road Map Your Companies Future

Planning for the Future  
with your Net at Work  
team

- Build a 3 to 5 year Business Plan
- Determine Operational, Financial and Technology Impacts



Immediate

- Fix Pain Points
- Become Aware of what Next Gen ERP has to offer
- Invest in Your Business

Net at Work is  
here to be  
your trusted  
advisor and  
guide you on  
your journey  
for Digital  
Transformation



# Questions?

