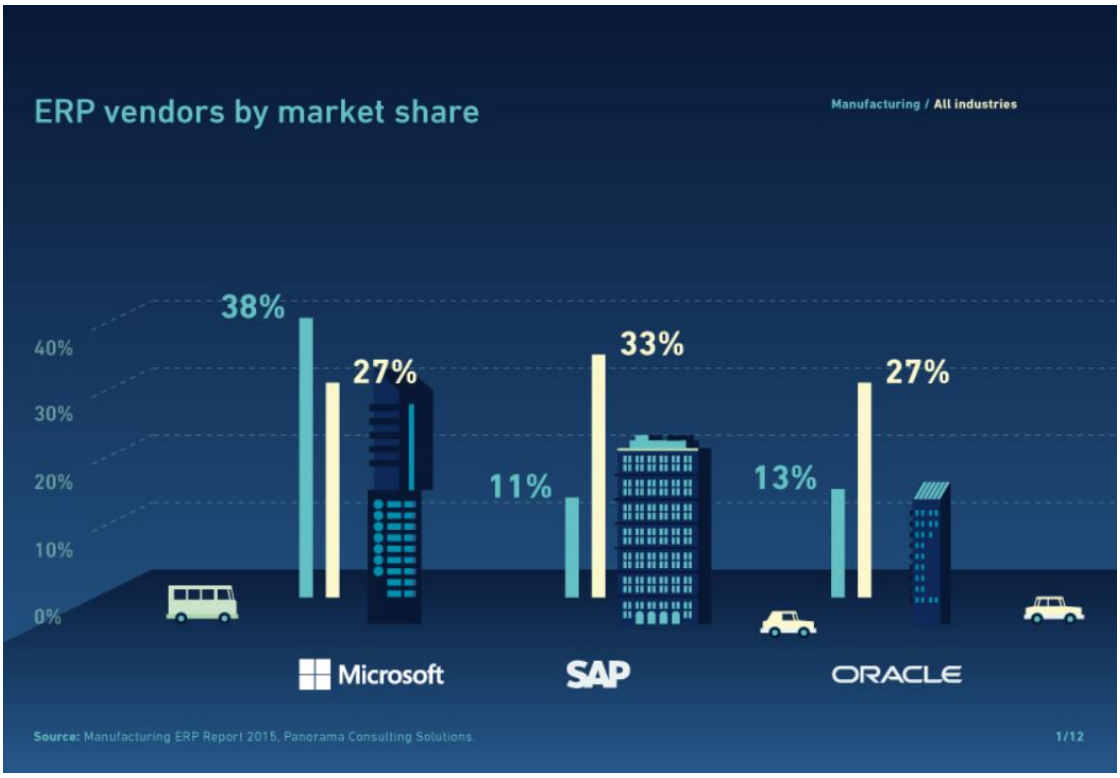
MICROSOFT vs SAP vs ORACLE – 2017

The leaders in the enterprise resource planning (ERP) space are Microsoft, SAP and Oracle. Each vendor offers a range of ERP solutions - here we compare the Tier 1 products for medium to large organisations. All information presented is from independent sources.


ERP vendors by market share
Manufacturing / All industries
40%
30%
20%
10%
0%
38%
27%
11%
33%
13%
27%
Microsoft
SAP
ORACLE
Source: Manufacturing ERP Report 2015, Panorama Consulting Solutions.
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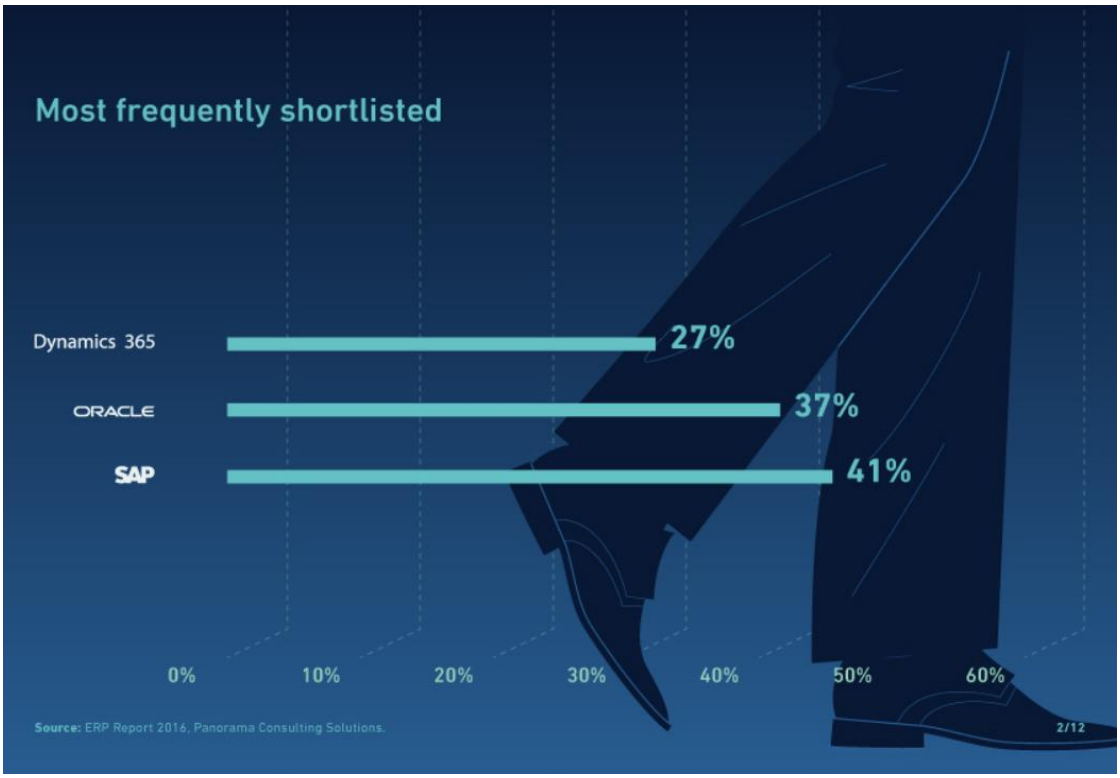
Most frequently shortlisted
Dynamics 365
ORACLE
SAP
27%
37%
41%
0%
10%
20%
30%
40%
50%
60%
Source: ERP Report 2016, Panorama Consulting Solutions.
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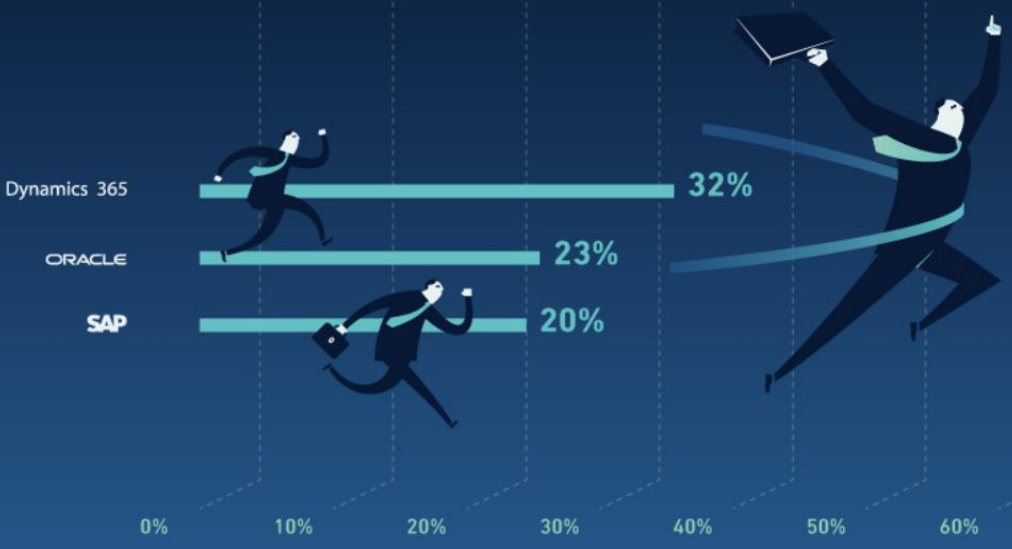
Most frequently selected after being shortlisted

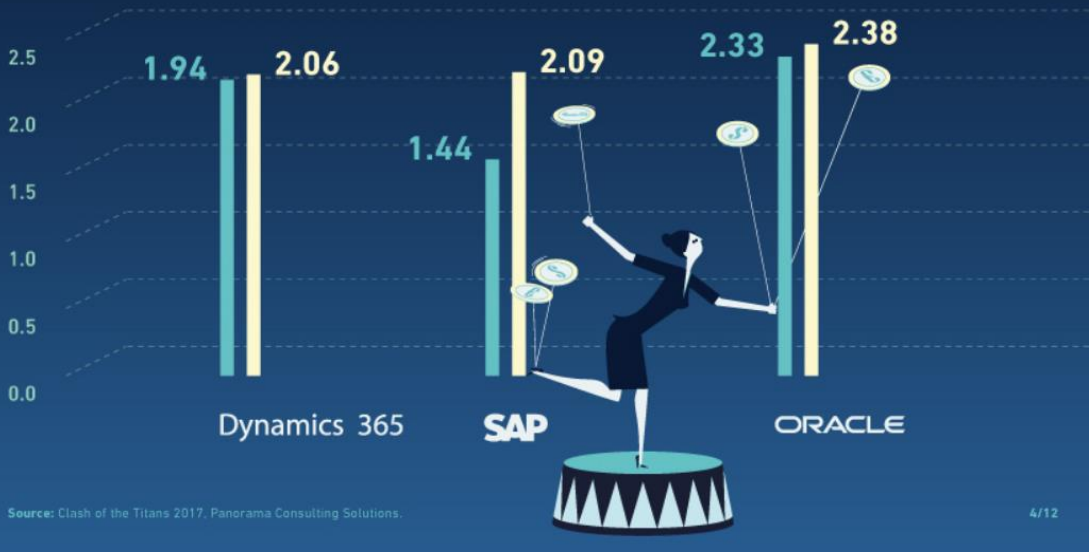


Source: Manufacturing ERP Report 2015, Panorama Consulting Solutions.

Project costs

Planned cost / **Actual cost**

The greater the difference between planned and actual costs indicates the predictability of ROI.



Source: Clash of the Titans 2017, Panorama Consulting Solutions.

Payback period

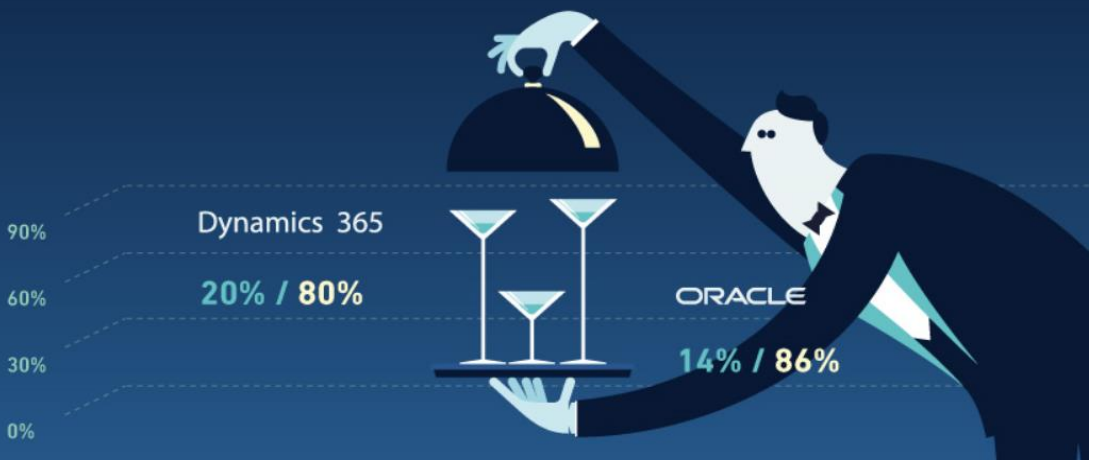
Payback is defined as the point in time when the organisation recoups its initial investment.

Source: Clash of the Titans 2017, Panorama Consulting Solutions.

Functionality achieved

50% or less / More than 50%

The take-up of functionality often relates to the overall ease of use.

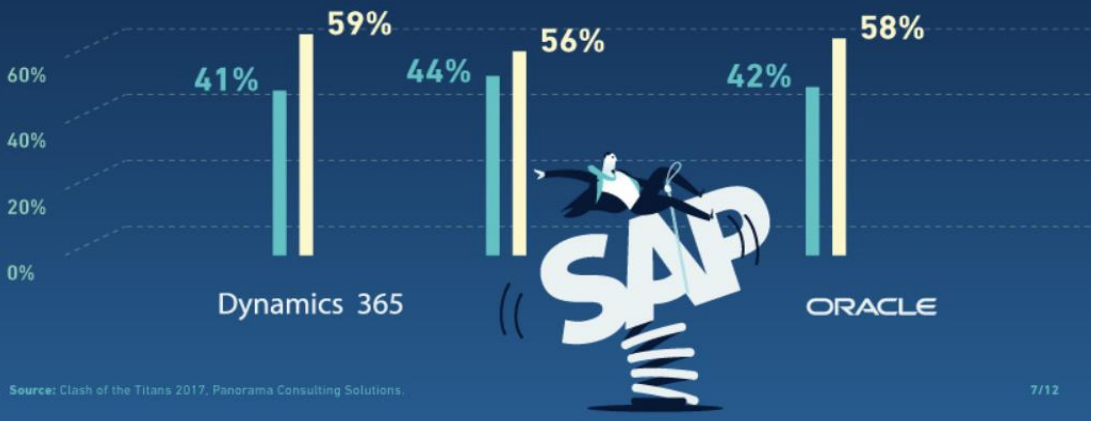


Source: Clash of the Titans 2017, Panorama Consulting Solutions.

Operational disruption

Yes / No

Operational disruption is defined as any material disruption to business processes once an enterprise system goes live – such as inability to ship product or close the books.



Source: Clash of the Titans 2017, Panorama Consulting Solutions.

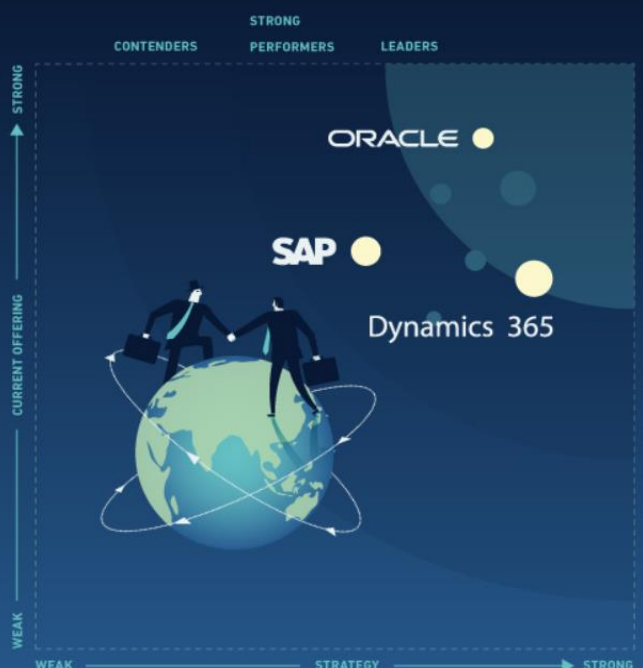
Integrated Business Intelligence solutions

Deliver insights with interactive data visualisation tools.

Source: Gartner – Magic Quadrant for BI and Analytics, February 2017.

Customer Relationship Management (CRM) solutions

Market presence



Source: The Forrester Wave – CRM suites for enterprise organizations Q4 2016.

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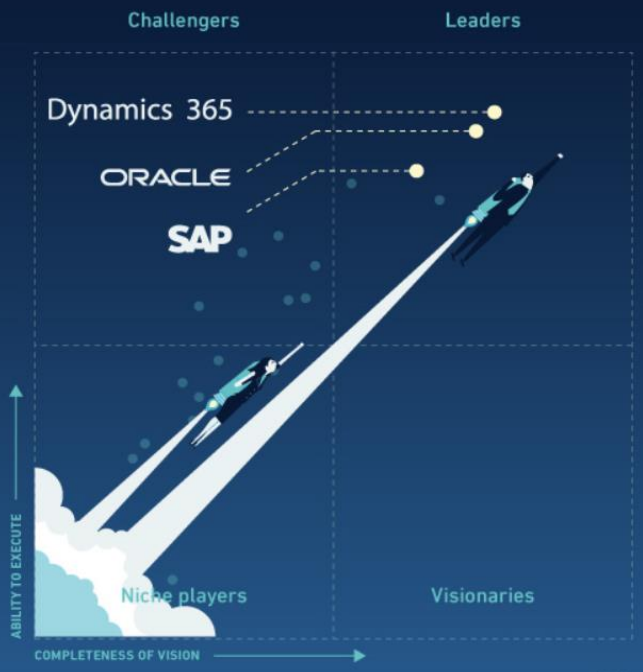
Technology Stack: Operational Database Management Systems

Supporting the real-time storage, usage and manipulation of data for enterprise applications.



Source: Gartner – Magic Quadrant for Operational Database Management Systems. October 2016.

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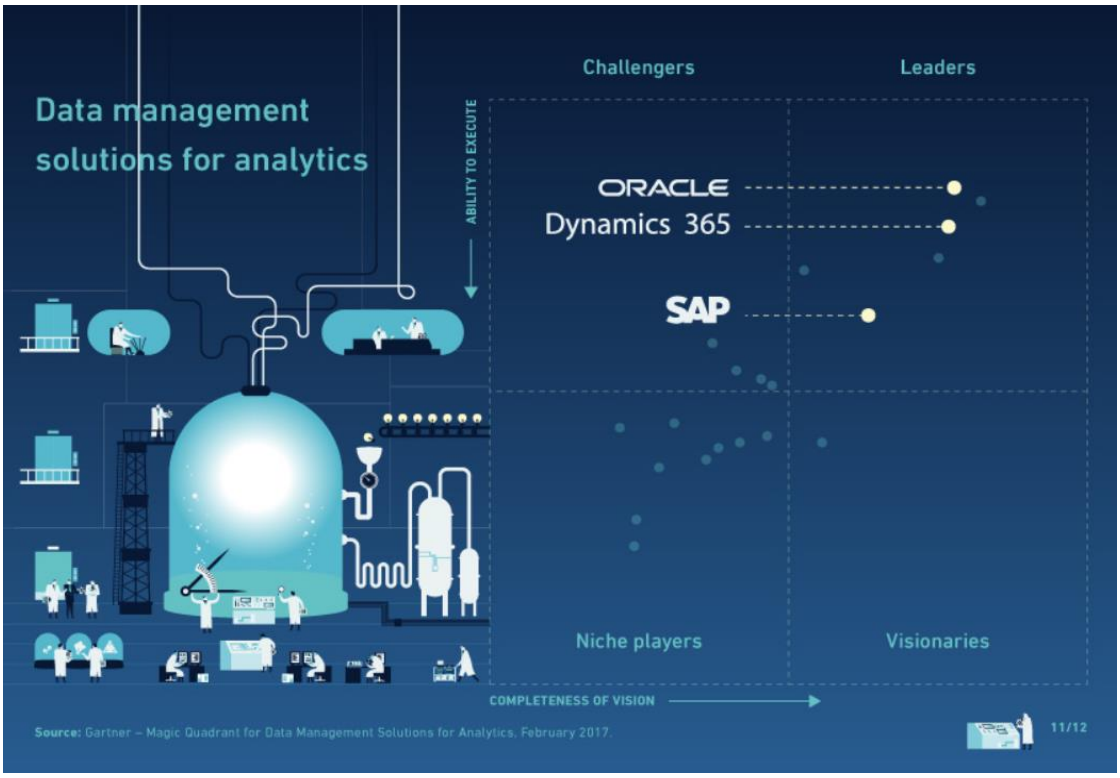
Data management solutions for analytics
Challengers
Leaders
ABILITY TO EXECUTE
ORACLE
Dynamics 365
SAP
Niche players
Visionaries
COMPLETENESS OF VISION
Source: Gartner – Magic Quadrant for Data Management Solutions for Analytics, February 2017.
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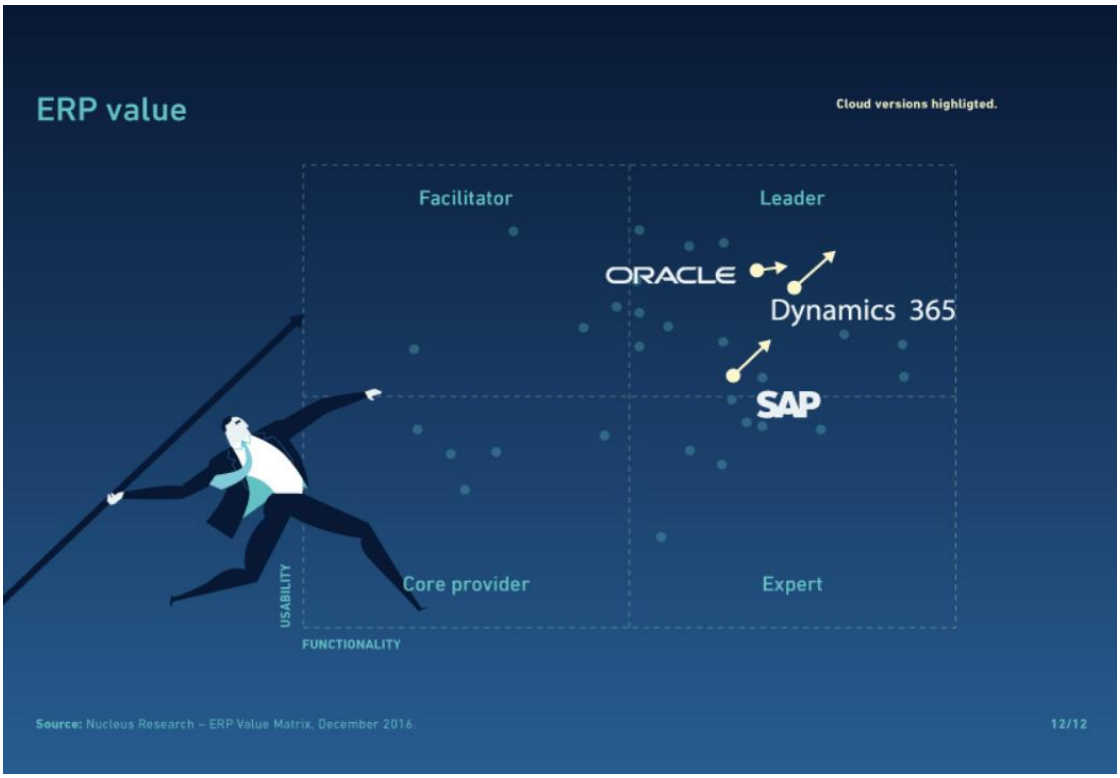
ERP value
Cloud versions highligted.
Facilitator
Leader
ORACLE
Dynamics 365
SAP
Core provider
Expert
USABILITY
FUNCTIONALITY
Source: Nucleus Research – ERP Value Matrix, December 2016.
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MICROSOFT vs SAP vs ORACLE – 2017

Whichever ERP system you select, it is important to find out what is best for the type of business that you run. Dynamics 365, SAP, and Oracle all have their strengths and can benefit your organisation if implemented correctly.