
Decision Interface

ERP vs BoB

March, 2006

Decision Interface



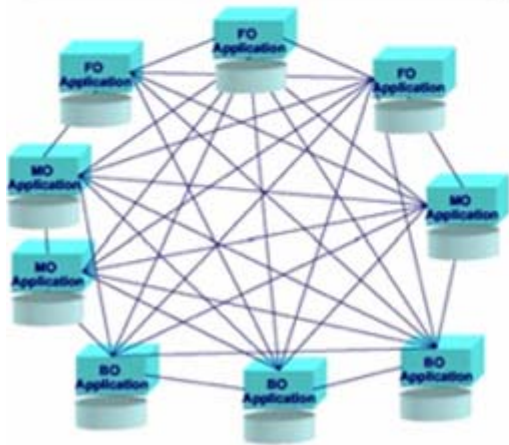
ERP vs Best of Breed

- **What are the current Systems Architecture Paradigms?**
 - **What Paradigm delivers best TCO?**
 - **What are the (dis-)advantages of Best-of-Breed?**
 - **What are the (dis-)advantages of ERP?**

 - **Definitions:**
 - **ERP – multiple functional modules, integrated around a central database**
 - single integrated infrastructure
 - vendor lock-in
 - **BoB – multiple functional systems, each with its own database, integrated (or not)**
 - best functionality available
 - significant integration effort, inflexibility
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Application Portfolio Evolution: Trend is toward Suites

Custom/Packages, Fragmented



Custom/Packages, Integrated (BoB)

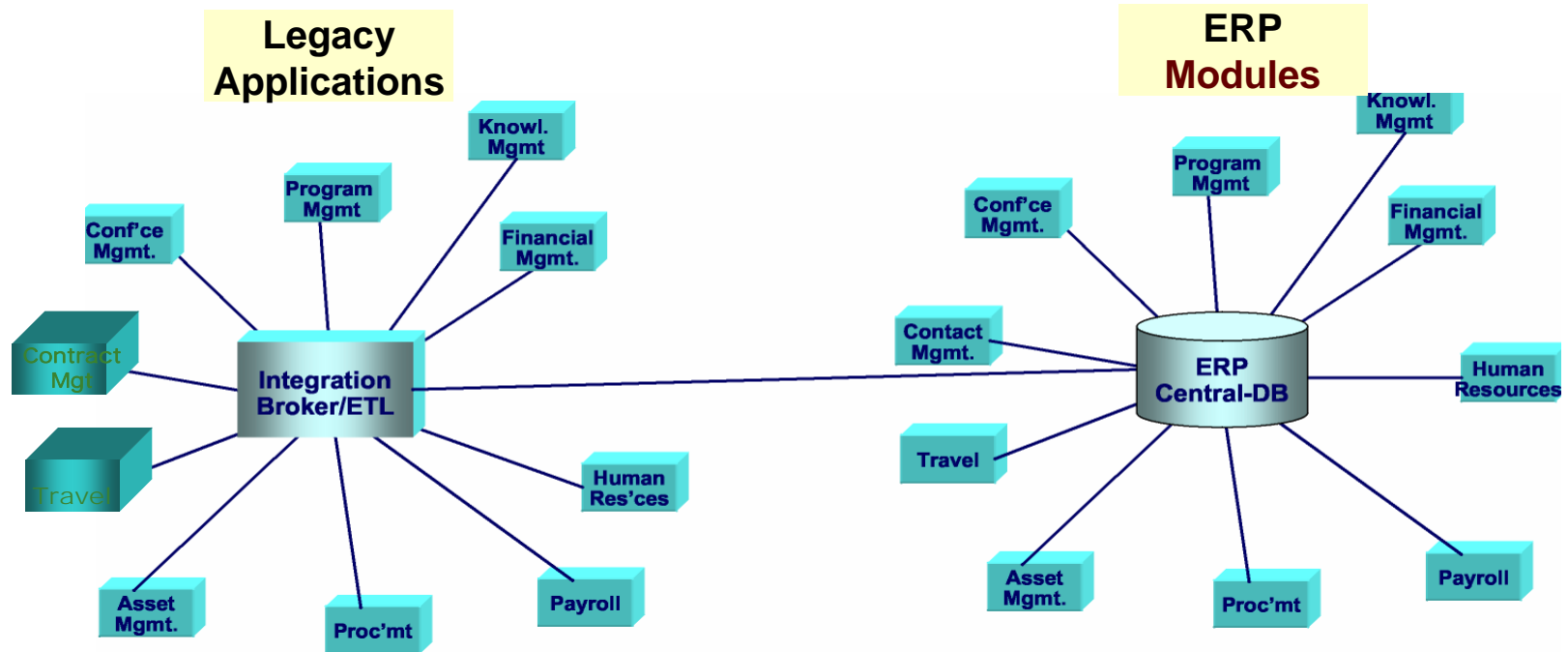


ERP Suite

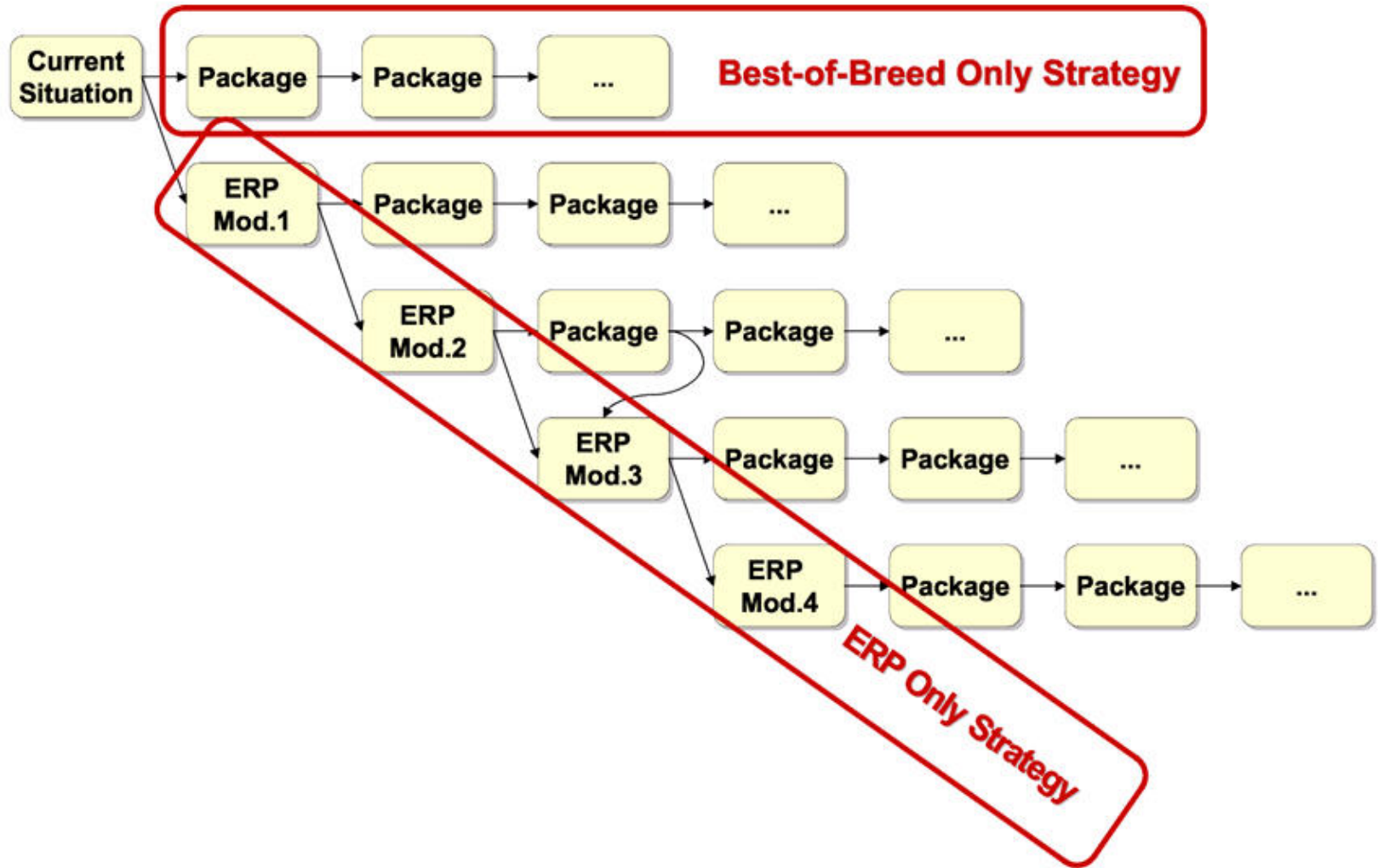


Trend is towards Suites

System Architecture: a Hybrid of Legacy and ERP

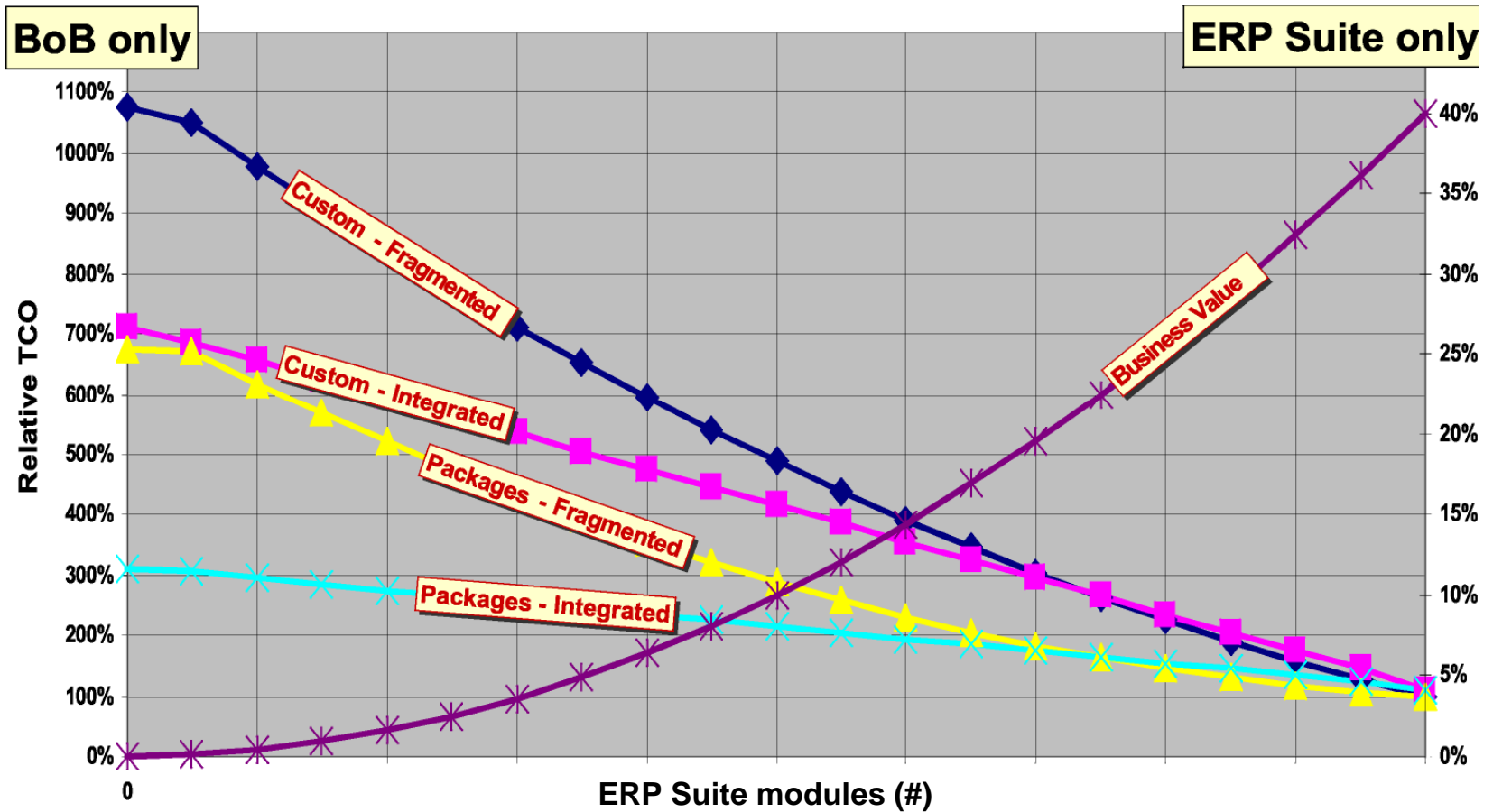


Choices of ERP vs. Bob



ERP Suites Provide Lowest TCO, for a complete ERP Portfolio

TCO and Business Value - Suite vs. Best-of-Breed



Conditions that Inhibit Excellence in Service

A low level of integration of software tools and systems.

Service provider not prepared to react to client's requirements because of limited business or service delivery model capability.



Implementing solutions that don't accommodate a company's expanding needs.

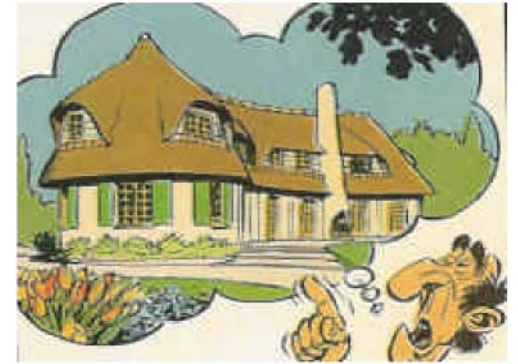
An inflexible, bureaucratic corporate culture.

Conclusions and Take-Aways

ERP has lower TCO and higher business value

Take-Aways :

- ERP - requires less integration (integration via database)
 - requires less training, provides consolidated business support
 - requires less systems management and support





Where do you go from here?

Q U E S T I O N S
A N S W E R S