

Sage X3

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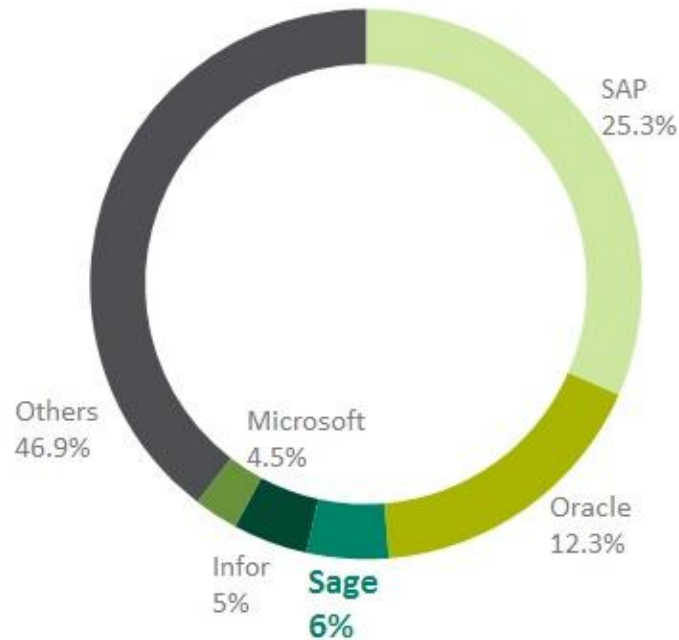
SAP Business One

Helping identify the best business software solution for your business

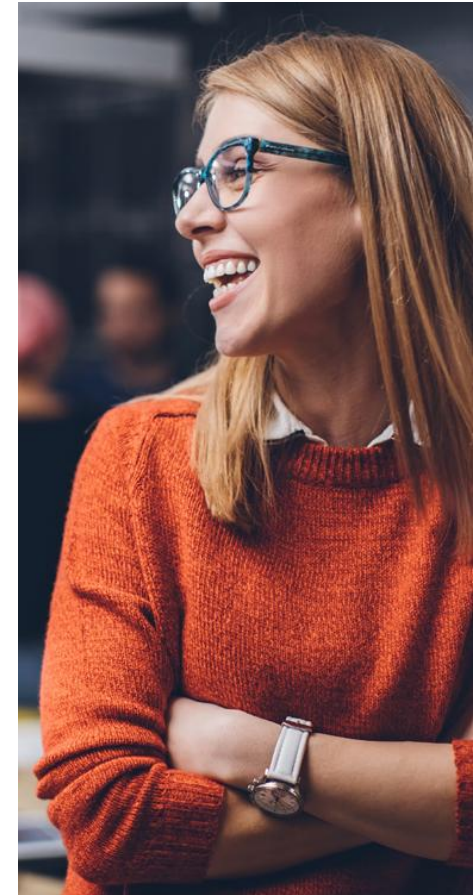


Vendor Positioning

Sage is the 3rd largest ERP solution provider to businesses worldwide



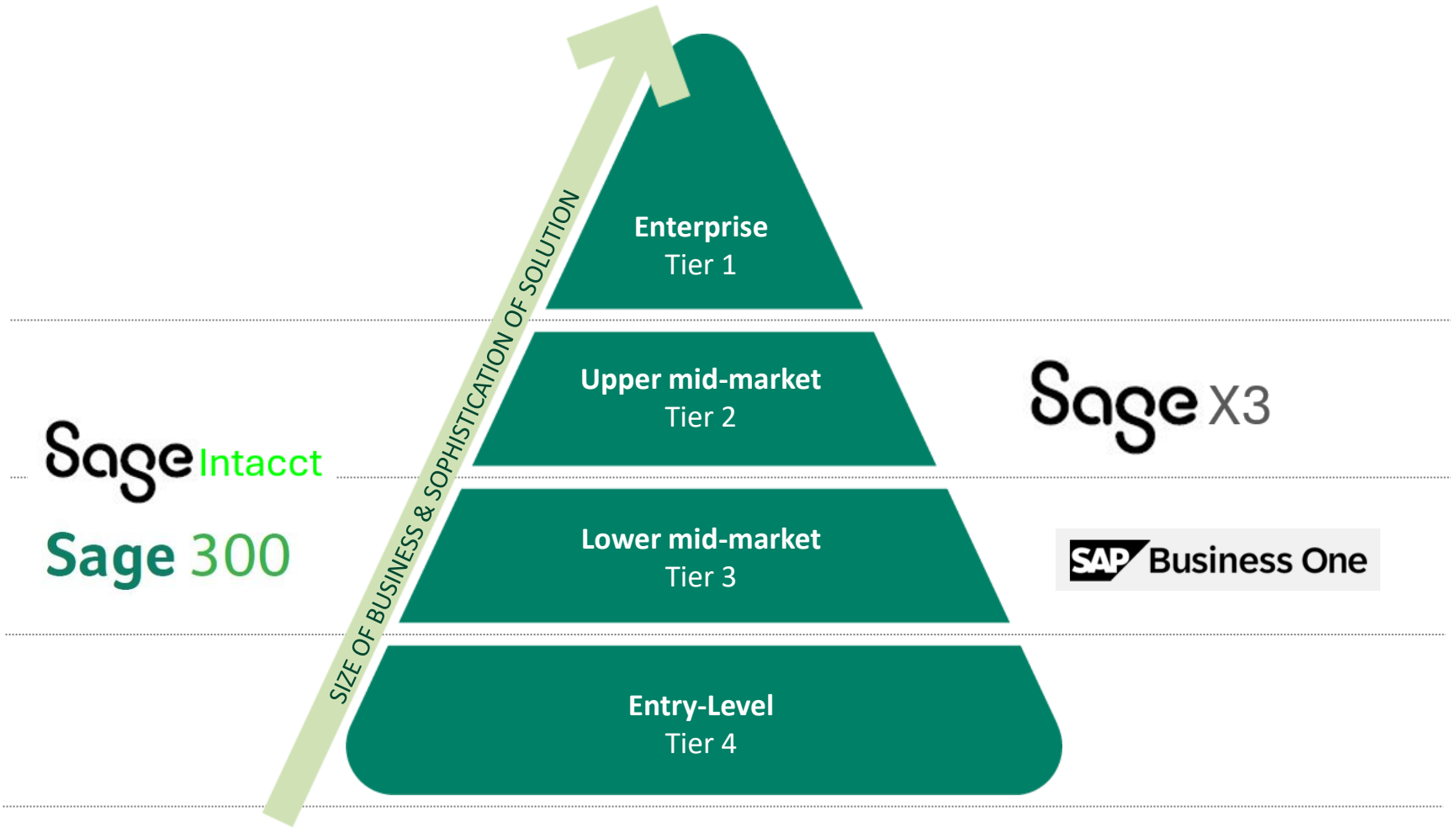
SAP is the largest developer of advanced business software



Product Positioning

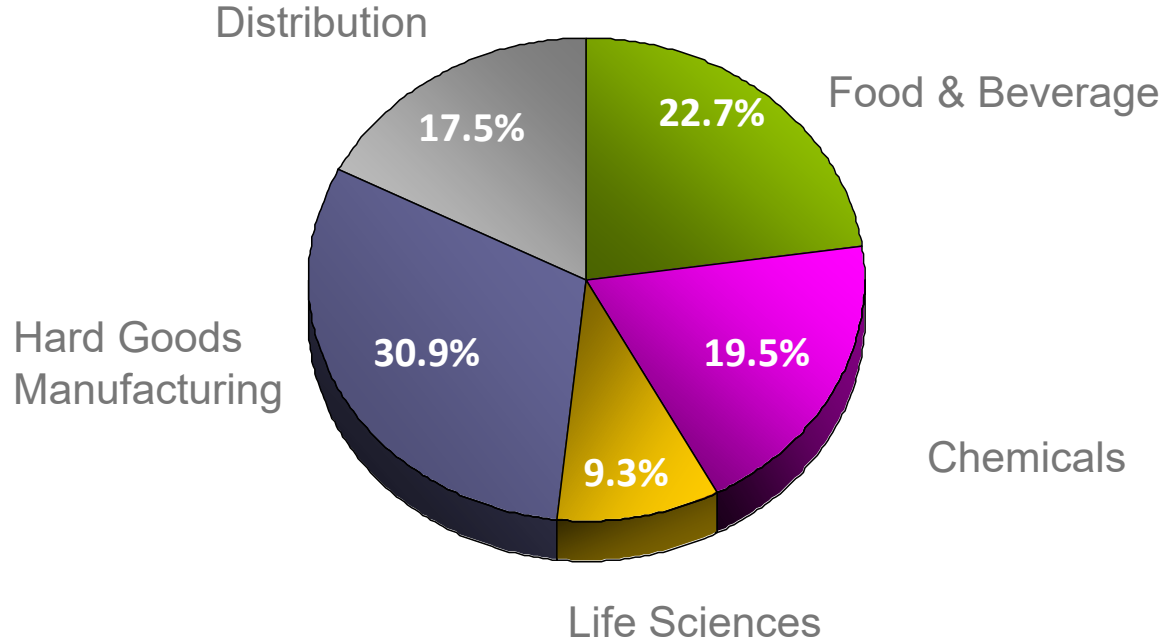
- Sage X3 is designed for the upper mid-market businesses
- SAP Business One was developed for SMB's but is pushing into the mid market





Markets Served

Sage X3



SAP Business One



Core SAP Business One is an all-in-one suite primarily for wholesale distributors.

Sage X3



SAGE X3 is also an all-in-one suite for the upper-mid-market.

Technology

CitySoft

- Sage X3 is a Web Native ERP
- SAP are in the process of rolling out their Web client version of SAP Business One
- SAP Business One is available using SAP HANA or Microsoft SQL-Windows
- Sage X3 uses either an MS SQL or Oracle database on a Windows or Linux platform
- From a technology perspective, Sage X3 ERP leads SAP Business One. Sage X3 ERP uses GraphQL, REST, SOAP template services and developer tooling through Sage X3 Builder. It also offers loads of APIs, import/export templates, GraphQL extensions, Custom mobile automations and partner add Ons to tailor Sage



Scalability

CitySoft

- Average user count for X3 globally is 55.
- ANZ average user count estimated to be closer to 30-35
- Average user count for SAP Business One globally is 18
- ANZ average user count is 13 named users
- Sage X3 scales to multiple thousands of users
- Technically, SAP Business One scales to multiple hundreds of users however the applications functional depth is likely to result in a company needing 100+ users moving to a different application



Deployment choices

SAP Business One (ANZ)

- Partner Cloud
- On-premise
- 3rd party cloud

SAGE X3 ERP

- Partner Cloud
- On-premise
- 3rd party cloud
- Vendor SaaS



Functional differentiators



- The main difference between SAP Business One & Sage X3 ERP is the depth and spread of each products best of suite capabilities.
- Sage X3 ERP was designed for Multi-entity management whereas SAP Business One was designed on a one-company-one database model
- Sage X3 ERP deals better with functional complexities than SAP Business One.
- Core SAGE X3 ERP includes powerful manufacturing capabilities whereas SAP Business One requires an ISV product called BEAS



SAP B1 Key Selling points

- Logical step up from a T4 entry level systems (T4 to T3)
- Value for money for lower mid-market companies
- Speed to implement
- It's an all-in-one ERP for lower mid-market companies
- Includes capabilities that other for lower mid-market products don't offer of offer as add on products.
- Low cost of ownership



Sage X3 Considerations

- Highly configurable product but flexibility comes at a cost
- Suited to more complex upper mid-market companies than SAP Business One.
- Longer roll out time frame than the simpler SAP Business One system save for the inclusion of SAP ISV products that extend the project timeline.
- Scalable to multiple thousands of concurrent users.



SAP B1 Considerations

- Typically requires more 3rd Party ISV's to supply a solution to discrete manufacturers
- Depth of functionality ex CRM best of suite, light manufacturing...
- Named user licenses



Investment



- A typical SAP Business One project services investment will be significantly less than a Sage X3 ERP project services investment
- The licensing fees for both products are quite similar however be aware of the SAP named license model verses a Sage X3 ERP concurrent user license model. Additionally, carefully evaluate the suitability of each products “limited” User Licenses
- SAP Business One Post Go Live support services are generally fewer / less expensive than Sage X3.
- For fast growing businesses with international aspirations Sage X3 is a better bet than SAP Business One



Value

CitySoft

- Both products are quality products with extensive market share
- Both vendors are industry leaders
- Both products are designed to improve staff productivity using modern technologies (Ai, Bi, automations, integrations and interfaces...)
- Real investment value will come from first matching business needs against product capabilities to avoid either buying something too simple or too complex

