

NTT DATA Business Solutions | SAP S/4HANA Cloud

# The Ideal Cloud ERP for Mid-Market Businesses?

Why SAP S/4HANA Wins



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# Choosing right: The foundation of success for mid-market business

**Accurate decisions are at the very heart of managing your business investments. However, choosing the right Enterprise Resource Planning (ERP) system is more than just another business decision. It's a critical strategic move that can significantly impact the growth trajectory and competitiveness of small and medium-sized emerging companies.**

This guide aims to make that choice clear and compelling: SAP S/4HANA is a tailored, high-performance ERP system designed specifically for high-growth companies. It meets and exceeds the specialized needs and challenges that business executives and IT decision-makers encounter.

From an in-depth understanding of your specific challenges to a comparison with popular alternatives like Microsoft Dynamics 365 and Oracle NetSuite, we'll explore why SAP S/4HANA (specifically the GROW with SAP bundle) should be at the top of your list.

Let's unpack the essentials and set the stage for a well-informed decision that aligns with your strategic goals and offers a competitive edge.

# Why ERP Matters for Your Investments



Midsized companies at the cusp of breakthrough growth are in a unique position: teetering between a small enterprise's agility and a large corporation's capabilities. Leaders in these enterprises are not just reacting to change; they are proactively seeking new business models, services, and customer channels to meet evolving expectations and secure their position in the market.

## **It helps you navigate exponential growth.**

For growing firms eyeing the vast landscape of opportunity that comes with large-scale growth, the transition is more than just a numeric increase in portfolio size or capital under management. It involves multi-dimensional strategies, exact timing, and an airtight operational framework. ERP systems like SAP S/4HANA Cloud become essential tools for this transformative journey, offering a centralized control room to manage complex financial models, compliance standards, and portfolio performance metrics.

As companies scale, regulatory compliance and data security challenges also grow exponentially. SAP S/4HANA Cloud has features that automate compliance management and provide robust security measures, ensuring that your firm can focus on growth without being sidetracked by these crucial but complex issues.



## It helps manage the data overwhelm with ease.

Businesses undergoing rapid expansion can generate an overwhelming amount of data, making data analytics a crucial tool that correlates directly with customer insights, inventory management, and financial planning. Legacy ERP systems often lack scalability and real-time analytics capabilities, hindering growth and decision-making.

Advanced data analytics solutions like SAP Analytics Cloud (included as part of SAP Business Technology Platform) offer real-time insights through tools like data visualization, predictive analytics, and business intelligence. This provides a competitive edge by monitoring metrics, identifying trends, and addressing issues promptly; it also improves the customer experience by personalizing offerings and delivering targeted marketing.

Robust analytics capabilities should be top priority when shopping for a Cloud ERP.

### INSIGHT

According to a recent study by IDC, 67% of all midsize companies say they use ERP to save time and improve efficiency. Midsize companies have higher expenses when hiring and retaining skilled workers; an ERP system that can reduce manual processes will deliver meaningful gains over time.

Source: IDC's SAP: A Guide to Growth Survey, Sep 2022

## It improves your ability to manage ESG criteria.

More than ever, ESG criteria have become more important for investment decisions. Whether it's the company's environmental footprint, social responsibility practices, or governance models, ESG is becoming a key metric. But why does this matter?

### Risk Mitigation

Ignoring ESG criteria can expose firms to regulatory and reputational risks. An ERP system like SAP S/4HANA Cloud can monitor and report various ESG metrics, aiding in risk assessment and mitigation.

### Long-Term Value Creation

Businesses that adhere to strong ESG principles often demonstrate greater resilience and long-term profitability. Advanced ERP systems can track performance indicators related to ESG, providing deep insights that can guide long-term strategic planning.

### Competitive Advantage

A strong ESG track record can give mid-size firms a competitive edge. Through real-time data analytics, ERP systems like SAP S/4HANA Cloud can offer valuable insights into the ESG performance of potential and current investments, thereby informing decision-making.

## It helps you improve revenue, profitability, and asset efficiency

Midsized businesses in today's complex and competitive landscape can optimize revenue, profitability, and asset efficiency with a cloud ERP system like SAP S/4HANA Cloud. This system is the linchpin for optimization, allowing real-time tracking of key performance indicators. Firms can reallocate resources to the highest-earning investments with real-time analytics and make data-driven decisions that drive revenue growth.

Cloud ERP systems also automate operational processes, reducing administrative overhead. Tasks like financial reporting, compliance checks, and due diligence are streamlined and centralized, saving time and minimizing errors. This operational efficiency frees up resources for strategic, profit-driving initiatives. Likewise, the ERP system provides a comprehensive view of all assets, whether human capital, financial assets, or operational infrastructure. Granular insights from the system help maximize asset utilization, enhancing Return on Assets (ROA) and achieving sustainable growth.

Let's explore how GROW with SAP, a bundled version of SAP S/4HANA Cloud, Public Edition, is a game-changer for midsized companies on the verge of exponential growth.

# GROW with SAP - The Cloud ERP Solution for High-Growth Companies



## What is GROW with SAP?

GROW with SAP is more than just another software bundle -- it's a comprehensive solution designed to catapult small and midsize companies into their next growth phase. This edition combines the public edition of SAP S/4HANA Cloud with adoption and acceleration services, embedded AI, automation functions, and the robust SAP Business Technology Platform (BTP), giving businesses the tools to scale efficiently and effectively.

## Ready-to-Run and Industry Standard

Time is money, especially for firms looking to scale their portfolio companies quickly. With ready-to-work processes built on proven industry best practices, SAP S/4HANA Cloud, Public Edition, delivers faster implementation.

## Acceleration Services

With up to 75 predefined business processes designed for your industry, you're not just buying software -- you're adopting a strategy for growth. These services ensure you can be up and running in as little as four weeks of placing an order.

## Predictable and Transparent Pricing

Unlike traditional models with hidden costs and scalability issues, the cloud-native subscription model of SAP S/4HANA Cloud ensures predictable pricing, making it easier to manage costs effectively.

## GROW with SAP is available in two editions - base and premium:

- The base edition includes preconfigured end-to-end processes for procure to pay, order to cash, and finance.
- The premium edition includes the base edition and offers additional financial functions frequently used by the market, such as cash management, accelerated month-end closing, and consolidation functions.

## Continuous Innovation

Business Intelligence and analytics tools are integrated into SAP S/4HANA Cloud, ensuring you're always at the forefront of technology. These capabilities provide a significant edge in a sector where due diligence and data-driven decisions are crucial.

From its adaptability across industries and robust data-driven functionalities to its specialized GROW with SAP offerings, SAP S/4HANA Cloud is a strategic asset for any high-growth company. It offers a highly scalable, cost-effective, and feature-rich solution that sets businesses on a trajectory toward market leadership and exceptional growth.

**Let's compare GROW with SAP to two popular ERP options in the market, Microsoft Dynamics 365 and Oracle Netsuite ERP.**





# A Comparative Look - GROW with SAP vs. The Competition

**IT leaders in growing firms will inevitably find themselves in front of a multitude of options for an ERP, each promising a transformative impact on business operations. Getting to this point means the stakes are high, and making a well-informed choice is more critical than ever.**

Let's break down the key features, strengths, and weaknesses of GROW with SAP compared to its closest competitors -- Microsoft Dynamics 365 and Oracle NetSuite --offering a bird's-eye view that will bring clarity to the enterprise solution landscape.



	<b>GROW with SAP</b>	<b>Microsoft Dynamics 365</b>	<b>Oracle Netsuite ERP</b>
<b>Integration and ecosystem</b>	<p>GROW with SAP offers seamless integration capabilities through its SAP Business Technology Platform. The offering includes entitlements to Cloud Platform Enterprise Agreement (CPEA) credits for consuming eligible services, making it highly extensible.</p>	<p>While Microsoft Dynamics 365 offers integration capabilities, they may not be as extensible or seamless as GROW with SAP.</p>	<p>NetSuite offers a range of third-party integrations but may not provide the same breadth of internal solutions as SAP's ecosystem.</p>
<b>Scalability</b>	<p>Built specifically for midsize companies looking to scale, GROW with SAP provides an agile foundation that allows businesses to grow effectively and efficiently.</p>	<p>Microsoft Dynamics is scalable but may require additional modules or customizations for midsize companies experiencing rapid growth.</p>	<p>NetSuite is scalable, but scaling up might necessitate third-party add-ons or customized solutions.</p>
<b>Industry-specific solutions</b>	<p>The package comes pre-configured with industry-specific best-practice processes designed to align closely with the specific requirements of different sectors.</p>	<p>Though Dynamics 365 offers vertical solutions, the level of pre-configuration and industry-specific tailoring may not be as extensive.</p>	<p>Oracle NetSuite offers industry solutions but lacks the in-depth, pre-configured solutions that GROW with SAP offers.</p>

	<b>GROW with SAP</b>	<b>Microsoft Dynamics 365</b>	<b>Oracle Netsuite ERP</b>
<b>Analytics and AI</b>	GROW with SAP incorporates cutting-edge technologies like AI, machine learning, and analytics, providing actionable insights and automating high-volume tasks..	Microsoft's platform does offer AI and analytics, though these are often separate modules that require additional investment.	Analytics capabilities are present but may not be as tightly integrated into the core platform.
<b>Security</b>	Security protocols are robust, including backup and disaster recovery, data protection, and best-in-class uptimes.	Security is strong but may not offer the same level of integrated data protection as SAP.	NetSuite has robust security measures but may not be as comprehensive as SAP's solutions.
<b>Pricing</b>	The pricing model is based on the annual contract valuation (ACV), allowing flexibility and scalability as needs evolve.	Microsoft Dynamics often involves a licensing fee and separate costs for additional modules and integrations.	The pricing model often involves a base fee plus additional costs for more extensive functionality.

**INSIGHT**

**SAP S/4HANA Cloud Support vs. NetSuite ERP Support**

SAP S/4HANA Cloud was rated 8.6 / 10 for support by 64 reviewers. Reviewers highlighted how quick support was for fixing problems and how helpful SAP S/4HANA Cloud's support team was throughout the implementation process.

NetSuite ERP was rated a 7.1 / 10 for support by 40 reviewers. Reviewers have stated that support tends to be hit or miss. Some reviewers have said they had a good support experience, while others have dealt with frustrations such as unresolved problems, slow response times, and increased support costs.

Source: The TrustRadius Research Team's analysis of where SAP S/4HANA Cloud outperforms NetSuite ERP

# Why GROW with SAP is the Superior Product

GROW with SAP stands out for its all-in-one approach to solving complex business needs, offering a blend of scalability, seamless integration, and industry-specific solutions. With its integration, business intelligence, and analytics capabilities, GROW with SAP not only meets the current requirements of midsize firms but is also equipped to meet future challenges. The flexible pricing strategy allows companies to grow without worrying about escalating costs.

## Putting Doubt to Rest

One of the common misconceptions about SAP S/4HANA is that its implementation and maintenance require substantial IT resources and capital. In fact, GROW with SAP is designed to be up and running quickly, with a 40-60% quicker time-to-value and 50% decrease in implementation costs, making it an ideal solution for firms of all sizes.

## About NTT DATA Business Solutions

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We Transform. SAP® Solutions into Value

We understand the business of our clients and know what it takes to transform it into the future. At NTT DATA Business Solutions, we drive innovation - from advisory and implementation, to managed services and beyond, we continuously improve SAP solutions and technology to make

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