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Methodology:

The data presented herein is based on structured survey responses either direct from the vendor or their partner. iStart invites all key midmarket and enterprise ERP vendors with an established presence in the A/NZ region to respond. The sponsor cloud on the previous page represents the contributions from our valued sponsors who have made this edition of the guide possible. If you represent a vendor you think should be included please get in touch at: admin@istart.com.au.
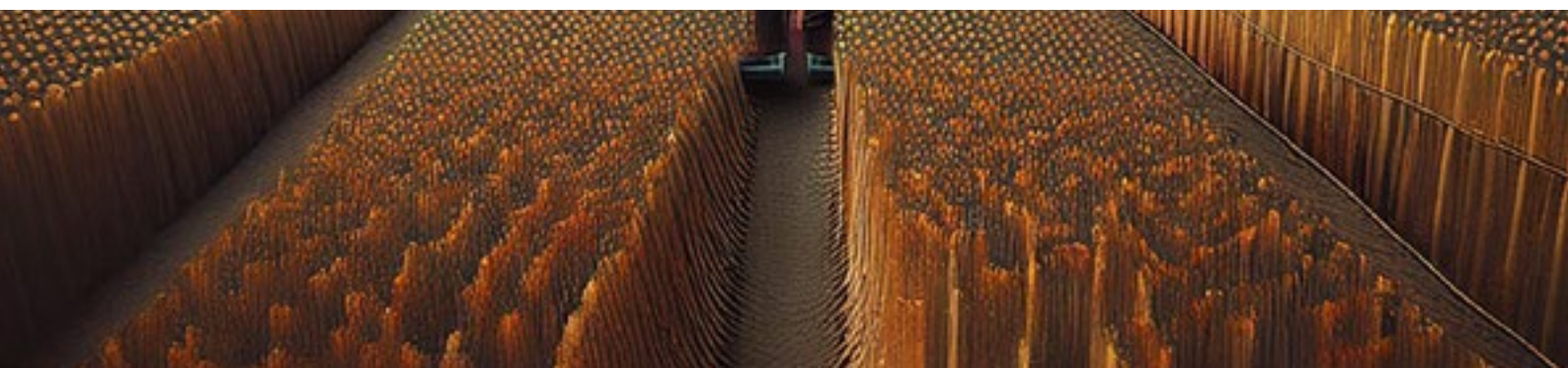
The evolving role of AI in business technology

Are buyers looking for AI features? Or is the reverse more true?

BY HAYDEN MCCALL

As someone who sits at the junction between IT news, technology vendor hype and the interpretation of it all into advice for businesses buying software, AI has been an unavoidable cacophony in recent times.

Artificial intelligence (AI) has become the dominant theme in business technology, with every tech vendor on the planet hyping new features as AI-driven this or AI-empowered that.

And until recently, the noise has been just that: Best ignored when it comes time to get out the cheque book.

Often, AI capabilities have simply been embellishments of typical IT capabilities such as process automation, data analytics, or integration tools.

"AI is the new IT" I've said before, while also thinking, like most, that I'd better keep across what's going on here.

While buyers remain sceptical, AI is rapidly maturing as the large language models that support it grow in sophistication and reduce in cost.

As AI gets embedded into business software platforms, this sophistication is arriving in the hands of software users and piquing the interest of both execs and IT procurement teams.

The explosion of generative AI tools has excited users with the potential for this new breed of technology and driven rapid uptake. It has also

heightened expectations that, at least in the immediate time frame, are likely to be dashed.

But there's no doubt the cycle is trending up the enlightenment slope as AI use cases become clearer, LLMs improve, and vendors move from experimentation to embedding AI tooling into their products.

There are strong use cases emerging for 'agentic' AI that add genuine value to call centre staff helping customers resolve complex issues (which is why we called them in the first place, right?). And to be clear, I'm not talking the dreaded chatbots here, although they too are being improved (to avoid the call in the first place).

In CRM and online retailing, AI is delivering real value in surfacing customer insights and augmenting data collection.

I recently heard a great example where AI transformed a painful process of loading thousands of new products to an e-commerce site. The AI translated a list of ERP product parameters into full sales-ready descriptions

ready to upload to the web store, saving days and days of work. Copilot can deliver some real value it seems.

We're also seeing product recommendations and x-sell/up-sell suggestions that are actually useful, using AI's ability to understand the semantics of the customer journey.

While the benefits of AI in enterprise resource planning (ERP) systems is less obvious, AI's ability to generate insights from data, particularly in forecasting likely or possible outcomes, is looking promising for predictive analytics.

The use of natural language in search queries or in problem statements is making it easier for users to engage naturally with systems, without technical skills or detailed knowledge of the data they are searching.

GenAI is valuable for accelerating tasks, especially in contextualising search results, and is delivering improved personal productivity, but not necessarily something that sits comfortably inside an ERP.

> **The AI translated a list of ERP product parameters into full sales-ready descriptions ready to upload to the web store, saving days and days of work.**

It [AI] is starting to not only identify data gaps or outliers, it's then prompting users with suggestions to resolve the issue, in some cases even asking if it should go ahead and fix it.

It has also become an asset for developers by enabling quick retrieval of relevant code blocks or open-source solutions to resolve integration mapping or complex logic, significantly enhancing dev team productivity.

Despite the advancements in AI, many buyers remain pragmatic and even sceptical about its capabilities.

Believing AI magic will happen can be a distraction away from the hard work of automating or integrating of processes, or from improving transactional data quality. Those things are the true enablers of digital success.

But again, AI is having an impact as vendors introduce anomaly detection, alerting users when transactions are outside of norms so they can be fixed at source thereby improving data quality.

It is starting to not only identify data gaps or outliers, it's then prompting users with suggestions to resolve the issue, in some cases even asking if it should go ahead and fix it. The net result is better quality, where AI-driven analytics can then start to play their part.

But are these trends translating into requirements that buyers are taking to market?

From my experience, not yet. Buyers are very engaged with the possibilities of AI, but they may not know yet the specific AI features that they require. What they want to do is align with vendors that have a strong story around how AI will be incorporated into the product they are evaluating. Which explains the hype.

But the story must be believable and in pragmatic terms that people can get their heads around.

In our recent work interviewing local ERP leaders as part of iStart's 2025-26 ERP Buyer's Guide, the following use cases were the common threads, as an attempt to meet that measure.

Hype Circle for Artificial Intelligence, 2024
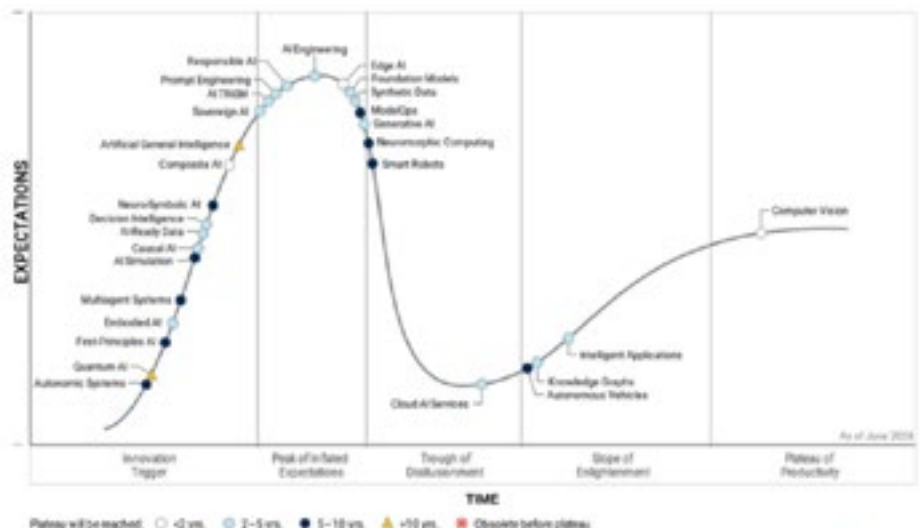
I'd expect features such as these to appear more regularly in software buyer requirements lists as the market matures.

One thing is for certain, AI technology will continue to evolve and improve. As it does, its role in business technology will create tangible applications that drive genuine efficiency and innovation.

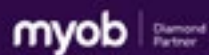The AI news is all good for innovation and productivity, but I worry about only one thing: Who will end up paying for the massive investment that the sector is attracting?

Watch this space.

One thing is for certain, AI technology will continue to evolve and improve. As it does, its role in business technology will create tangible applications that drive genuine efficiency and innovation.

Emerging AI use cases in business technology

FUNCTION	USE CASES
Process automation	• Agentic AI is embedding capability within ERP software to allow a user's transaction patterns to be added to knowledge bases resources, or to be automated for rote processes (aka embedded RPA). • AI applied to AP & Sales processes to augment existing OCR scanning or to create quotes off sales enquiries, assisted by semantics, anomaly sensing and fraud detection. • Improved bank reconciliations with AI logic & reasoning to recommend matches and reduce manual input.
Analytics	• Enhancing demand planning and predictive analytics tools to create forecasts or predict outcomes off historic trends, tailored with plain English queries. • Generating contextual insights off large data sets e.g. summaries for board packs, periodic financial statements or customer profitability. • Cash management tools to evaluate scenarios and determine (and enact) the best e.g. chase debtors sooner, offer (or take up) early payments, set up dynamic discounting etc. • Anomaly detection alerting where transaction exceptions occur such as in fraud protection (bank account matching) or keying errors. • Supply chain insights assessing actual delivery performance or factoring in vessel location tracking, shipping disruptions, strikes or weather impacts.
Content	• GenAI is providing tools to jump start content creation tasks (including in data entry auto-population).
Software engineering	• GenAI applied in code development is accelerating problem resolution for developers.
Support	• Plain English queries by users to get instructions on how to complete tasks or comply with company policies. • Chatbots to contextualise queries and provide self-service solutions.
Search	• Surfacing summarised search results from natural language queries, either via AI-enhanced web search or chatbots configured to search internally across policy documents and unstructured data.

Source: iStart ERP Buyers Guide 2025-26, vendor interviews and related literature reviews

Hayden McCall is managing director of digital publisher iStart technology in business and owns Software Shortlist, a consulting business helping companies to buy better software. He has been involved with IT and the software industry for over 25 years.

Intelligent business: AI in ERP

From augmenting ERP to a whole new world?

BY HEATHER WRIGHT

Nick Rouse smiles as he tells a story about a company seeking a new ERP system which had done all their research on ChatGPT.

"They had spent a lot of time chatting with ChatGPT about what they needed and it had come through with recommendations. Luckily the Microsoft stack was part of those recommendations… but the recommendations were wrong to be honest," says the Dynamics 365 Business Central senior solution architect at FUJIFILM MicroChannel.

"It got them to us, but we needed to correct them a little bit when we got them on the phone," he adds.

Love it or loathe it, AI – including generative AI– is here to stay. 2025 started with another rush of AI news, from the flurry of headlines about DeepSeek to US President Donald Trump revoking an earlier executive order on responsible AI and signing his own one to develop AI 'free from ideological bias' – while also announcing a US$500 billion Stargate AI venture to help America outpace rival nations.

But while there are strong use cases for AI and GenAI in areas such as customer service, the ERP value is only just starting to emerge.

From enhancements to a new AI-led ERP

Valantis Vais, MYOB general manager of product and product marketing, says AI will impact ERPs in two waves. The first, in the short term (and already underway) sees AI being used to enhance existing systems through 'AI automations', building 'AI advisors' to help with decision making, and 'AI assistants' making it easier for ERP users to get their job done.

While the low code/no code tools have made it easier to create automations, it remains complex, so AI is delivering genuine code-free benefits. Vais points to a future where 'using natural language to describe the automation you want will be enough for the system to create the process'.

AI advisors will harness large language models alongside machine learning for the likes of anomaly detection and predictive forecasting to enable better decisions, while AI assistants take it a step further and enable ERP users to describe what task they want to do and have reports or dashboards produced.

But further out, he says, is a second frontier – arrival time unknown and dependent on how fast reasoning is incorporated into AI – providing the opportunity to go back to basics on what ERP systems are trying to achieve and leading with AI.

"It's very hard to put a timeline on that sort of stuff, but we are starting to think about it now," Vais says.

Back in the here and now, however, things are a little more pragmatic.

"Mid-sized businesses and our users are excited by what is possible. They're starting to explore the consumer-facing LLMs and cautiously bringing them into their business with a focus on privacy, while also making sure their teams are using the tools effectively," Vais says.

In a recent SAP webinar, Anders Liu-Lindberg, co-founder of the Business Partnering Institute, interviewing SAP's AI engineering lead, summed up the role of AI: "AI can answer what we are seeing, what the developments in the business are and why these developments are happening. Humans need to understand what we are going to do about that, the actions to take and drive the follow-up on it.

"AI won't do the whole chain."

Among the early use cases being called out for AI in ERP are demand forecasting, predictive analytics and process automation.

"Everyone can benefit from predictive analytics," Liu-Lindberg says.

Delivering insights, augmenting productivity and creating new business processes to transform productivity are key areas of focus, with the goal that features are embedded inside the software.

SAP already has 'hundreds' of pre-delivered templates for process automation and situation handling, and S/4 Hana public cloud customers can also leverage machine learning powered solutions like cash application, which provides intelligent receivable's matching automation. Other tools can identify potential delivery delay risks and their downstream impacts.

Cash forecasting and prediction tools aren't new, but now there's the potential for actions to be taken off the results.

Wayne Goodall, vice president of Oracle Cloud Applications Development, says working capital management is one area of big demand for AI assistance, with customers asking for 'digital employees' to do repetitive tasks or predictive analytics to complement human behaviour.

Cash forecasting and prediction tools aren't new, but now there's the potential for actions to be taken off the results.

Goodall cites a company setting a +/- five percent tolerance for cash surplus which triggers AI-driven dynamic discounting. On the cost side, when there is surplus cash, it can go out to the supplier base and canvas those who could potentially accept an early payment in return for a discount.

One large US publisher, with a multi-million dollar Oracle subscription, switched on dynamic discounting in Oracle Fusion.

"They received so much surplus working capital by paying people earlier that it pays for the subscriptions to Oracle."

On the income side, if there's a cash shortfall, the system could look to a collection process to try and bring money forward, or look at doubtful debts to take advantage of levers such as invoice financing.

"There are big benefits to utilising AI in terms of real dollars from doing simple processes to help you get insight to be able to manage finances better."

For Microsoft, an early toe in the water came via GenAI tools to enable companies to quickly spin up marketing text based on the attributes stored in the system, using a style and tone set by the company.

One local business used Copilot within Business Central to create marketing text for thousands of items, saving weeks of work, says Adair Durie, sales director at FUJIFILM MicroChannel, whose offerings includes SAP, Microsoft and Sage products.

"Humans just don't have the time to do that. Things would be out of stock, new seasons would be in before they could get those sort of detailed, compelling, persuasive descriptions up."

With such benefits, Microsoft has expanded its Business Central AI push.

"Things that are repetitive are low-hanging fruit with AI, and they've started moving on to areas like helping with product creation," Rouse adds.

He cites the example of Copilot recognising you're creating a t-shirt and have previously always done lines in three sizes and six colours, and the system doing the rest for you.

Globally, Microsoft recently launched Copilot Chat inside Business Central – it's a ChatGPT-style offering looking at your data and documentation and providing guidance for users on how to perform actions or providing insights such as your top three customers for the last three months.

SAP too, has a ChatGPT-style chatbot, Joule, enabling users to query their ERP, providing Q&A tools and providing a jump start on tasks.

Bank reconciliations are a frequently touted area for AI benefits. It's not new, but AI has augmented it, bringing the ability to interpret and recommend ways to resolve the rec for exceptions not handled by machine learning.

"All of a sudden, you're seeing accountants doing bank recs faster because the automatic rules weren't able to match a few things, but AI can," Durie says.

He notes that as AI matures, more sophisticated uses are becoming possible, moving from simply offering guidance through the likes of chatbots, to empowering users through generating content, and on to 'doing' where the system not only tells you what the next best action is, but takes that action.

"We're seeing some of this now: If this occurs, go to this, don't even ask, and give us an outlier
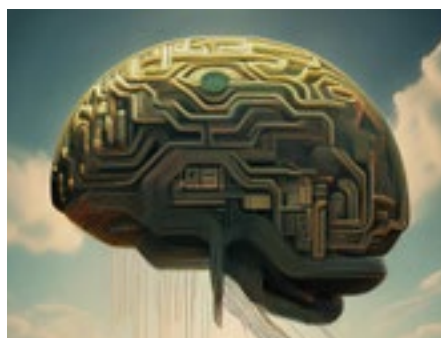
report if something happens that is not based on the parameters we have set."

On the Sage font, while Durie says Intacct doesn't have the same throughput of AI functionality as some others, its outlier detection, which can comb through an entire general ledger and flag unusual transactions, has won fans.

Meanwhile, James Robinson, SYSPRO Asia Pacific head of services, says for the manufacturing and distribution sectors, AI is no longer a futuristic concept, but a practical tool that enhances ERP functionality in realtime. It is enabling customers to move beyond historical data analysis to realtime insights and predictive analytics to anticipate market changes, optimise supply chain management and enhance demand forecasting.

Purchase order anomaly detection can prevent costly procurement mistakes and maintain supplier relationships, while the same on sales orders can ensure smooth processing and enhance customer satisfaction.

Talk to me: Taking ERP to the masses

Vais says ERPs, which started in productivity and efficiency automation, are moving into improving customer service, helping to increase customer lifetime values and facilitating business growth through identifying next best actions such as cross-sell and up-sell prompts.

"What that requires is a platform that has a very user-friendly experience, because you have a broader group of users on the platform."

MYOB is working on release of its 'ModernUI' which will be an enabling step to introducing more AI into the system. Effectively, it is streaming for browsers so users can immediately start working on a screen, rather than waiting for it to fully build, meaning reduced response times and a much happier user. From this, conversational modes using AI will be more easily able to be delivered.

Tim Lee, FUJIFILM MicroChannel Asia Pacific head of marketing, says AI holds the potential to open ERP up to a whole new level of users, benefit user adoption and support users to do tasks without (human) assistance, while saving training costs.

"You have these large, complicated solutions where only a small fraction of the system is being used to its full potential and people are unable to interpret the data.

"All of a sudden, you're seeing accountants doing bank recs faster because the automatic rules weren't able to match a few things, but AI can."

"AI is allowing users of lower ability to access the system so the ROI is getting better and better because AI is allowing more users to use the system and get value out of it."

"What is changing for customers is how they interact with the ERP systems," Liu-Lindberg adds along a similar line. "Just like how you talk to ChatGPT, imagine being able to ask ERP questions – that's the ideal world and that's where we are heading."

Getting agentic

Oracle's Goodall believes agentic AI, which can be supervisory or summation oriented, or right up to a 'digital employee' doing the task of an individual, will be 'absolutely critical' for ERP.

"What agentic is going to do is give us that transaction layer.

"It has many facets, but the point is less data, less task-driven data processing for humans and more statistical analysis, strategic thinking, that type of thing.

Oracle Fusion has around 50 AI agents, along with 100 GenAI features, coming over the course of 12 months, starting late last year.

"If we take the ERP function, there is one called a ledger agent which can perform actions on your behalf, create journals, adjustments and so on, complementing humans in doing that."

It can also provide analysis and create insights, highlighting, for example a large variant while doing trend analysis and asking if a human wants to take action.

"Agentic can be off you go, let it run, or it can be 'here are the functions we want to be able to perform, let us take that function' and a human could drag and drop insights into what we're calling an Ask Oracle bar, where natural language is supported, and create actions in there."

Users could drag an insight into the Ask Oracle bar and say 'perform an accrual journal' and the system will generate it automatically, Goodall says.

GenAI features enable summarisation too. Asking the Oracle bar to, for example, provide different visualisation options such as bubble charts and line graphs from which the user can pick one which highlights points best.

"It's really about efficiency and complementing what the employee does," he says, adding that "the capability is being built and in some scenarios is already built into the application."

Microsoft is also jumping in with agents. A Sales Order Agent is currently in preview in

"It's really about efficiency and complementing what the employee does"

the US. It's Microsoft's first out-of-the-box agent and will automate capturing sales orders from email messages, handling the full process from receiving item requests from customer emails converting to a quote and on to a sales order and sharing the order with the customer via email.

A second agent, currently dubbed Bookkeeper Agent, is due late this year and is designed to help those in the finance team.

Microsoft's Copilot Studio, meanwhile, enables customers to build their own agents, trained on their own data, and released within their Copilot environment.

MYOB has been slower to enter the AI rush

Vais says although it's delayed launching its initial AI feature set, the company has been laying in the piping to enable it to move into experiences around AI automation, AI advisor and AI assistant 'in a much more expedited and secure way'.

The company, which hosts predominantly in AWS, will incorporate AI automation for AP bill entry and expense management into Acumatica in the next 6-12 months, with AI assistant auto completion of text fields and AI advisor anomaly detection also being introduced in the same time frame.

MYOB is experimenting on the AI automation front with a case closure offering, expected within 12-24 months. Under its AI Studio tools, a prompt will be created, aggregating the full exchange with a customer, creating case closure notes and injecting it back into the system as an automation.

"What you could essentially do is trigger that automation – so you've created it through natural language in AI Studio – but every time you close a case it would automatically run that prompt over your case history to create a summary of all the interactions you've had, and capture that for next time the scenario occurs."

Explain it to me, securely

A couple of areas of concern for many businesses are explainability and security.

We're naturally reticent to trust what machines are doing on our behalf.

Cybersecurity is of course a major concern for all businesses, but even more so for consumers of LLM models. You're sending potentially highly strategic questions and data to an external LLM and trusting it to treat it with discretion. It is a topic too large to do justice here, but Oracle makes much of its LLM tools being accessible to all Oracle products within its Oracle Cloud Infrastructure (OCI), which removes the security concern that potentially arises with other externally hosted LLMs. Its competitors inside Google Cloud, AWS or Azure architectures, along with multiple other standalone LLM models, naturally have their own perspectives on managing security concerns.

On the explainability front, Goodall says Oracle is doing 'a lot' of work creating support around a prediction tool.

"You might have a trend analysis tool that says 'here is where the revenue line is going, here's where your cost is going', so you can see the difference between the two, but we have to be able to explain it.

"What we need to do is track where that prediction occurred and what happened to it – so we can measure actuals against the prediction.

"So when we provide a prediction, the explainability comes up and says this is actually 85 percent/95 percent accurate."

Perhaps the business that used ChatGPT to get its ERP requirements so wrong could use a bit of that kind of logic to do a better job next time.

"Just like how you talk to ChatGPT, imagine being able to ask ERP questions – that's the ideal world and that's where we are heading."

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Ambitious mid-market sector seeks funding for expansion following strong performance

Australia's mid-market sector accounts for more than a fifth of GDP and employs over three million people. MYOB's latest research examines the confidence, performance and ambitions of owners and decision-makers of medium-sized businesses, finding the sector buoyant and in pursuit of development and growth.

The Australian mid-market sector is pursuing a growth agenda, with almost 72% actively seeking additional funding or investment, according to research. Top reasons for investment include expanding operations (66%), pivoting the business in a new direction (49%), or employing more people (48%).

The survey of more than 500 business leaders from the Australian mid-market (20-500 FTEs and $5m+ annual revenue) – a sector that contributes just under a quarter (23%) of the nation's GDP – reveals 83% believe there are opportunities in the segment for investors.

MYOB Executive General Manager – Enterprise & Practice, Kim Clarke, says that the new insights highlight the strength of the mid-market.

"The mid-market continues to punch well and truly above its weight and plays a vital role propping up the economic performance of the nation," she says.

"The research shows that the segment remains resilient and confident, with businesses demonstrating strong performance even in the face of the recent soft economic period.

"Despite often flying under the radar, businesses in this segment consistently invest in their operations to perform faster, better and stronger. They've got serious ambitions to take their operations to the next level and are clear on strategies that will help them get there."

Further growth expected

More than 52% of business leaders polled report an increase in revenue over the past 12 months, compared to 7% who saw a decline. This is significantly stronger than the findings revealed in the latest MYOB Bi-Annual Business Monitor, June 2024, which found 22% of smaller businesses (0-199 FTEs) saw their revenue increase and 33% experienced a decline.

Growth is expected to continue for the mid-market, with 53% of leaders forecasting revenue will be up in 12 months. Businesses are also making stronger returns, with 56% saying profitability has improved, while just 25% saw their business' profitability decline.

The mid-market is also confident about prospects for the broader economy, with 57% of respondents expecting the economy will improve in the next 12 months, and more than 21% predicting that improvement will be significant.

"This is a determined, strong segment of the Australian economy that is focused on growth, aiming not just to achieve revenue increases, but to gain a larger market share and expand from a local to a national level over the next five years," Kim says.

"Our latest insights show that part of what is driving that growth is a strong emphasis on innovation. In the coming five years, a third (34%) will prioritise AI tools while other areas of focus are digital security (23%) and data and analytics (22%), as businesses look to leverage data securely at scale to tap into the accelerating leaps in technology."

Innovation investment key

Over the next 12 months, mid-market businesses will focus innovation investment on product development (31%), digital security (30%), and supply chain development (26%).

"Mid-market businesses are resilient, competitive and ambitious — they have to be. Having grown from small business they are now snapping at the heels of larger enterprises," Kim says.

"They know that growth is crucial, and investment in technology is key to ensure their businesses remain resilient and continue to scale."

"We want to see every business reach its potential, and the mid-market sector is leading the way in Australia, creating investment opportunities and significant GDP contribution along the way."

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iStart ERP Solutions by Industry

Your guide to matching ERP products to your industry

Product Name and version	Aerospace/Defence	Agriculture/Fisheries	Construction	Distribution	Education	Engineering	Entertainment	Financial & Professional Services	FMCG	Food & Beverage	Healthcare	Hospitality/Tourism	Information Technology	Local/Central Government	Manufacturing	Media/Marketing/Comms	Mining & Resources	Not For Profit	Primary Industry	Printing/Publishing	Retailing	Sports and Recreation	Trade Services	Telecommunications/Utilities	Transportation/Freight	Wholesaling	Other
Abel			●	●		●		●	●	●					●		●		●				●			●	●
Epicor Kinetic	●			●		●		●	●	●			●		●		●	●		●			●			●	●
HansaWorld Standard ERP		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
IFS Applications v10	●	●	●	●		●									●		●						●	●			●
Infor CloudSuite	●	●		●		●				●					●					●					●	●	
Jiwa 7		●		●						●	●				●				●							●	
Microsoft Dynamics 365 Business Central		●	●	●	●	●	●	●	●	●		●			●	●	●			●	●	●	●		●	●	●
Microsoft Dynamics 365 for Finance and Supply Chain		●	●	●		●	●	●	●	●				●	●				●		●				●	●	●
MYOB Acumatica		●	●	●		●				●					●	●	●				●		●			●	●
MYOB Exo		●	●	●					●	●					●			●			●					●	
MYOB Greentree		●		●	●	●				●			●		●		●								●	●	●
N2 ERP				●											●						●					●	
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Oracle JD Edwards		●	●	●											●											●	
Oracle NetSuite			●	●		●	●	●	●	●			●		●	●	●				●	●					
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Sage Intacct					●			●			●	●					●									●	●
Sage X3		●	●	●		●				●					●		●			●						●	●
SAP Business ByDesign		●	●	●	●		●	●	●	●	●	●	●		●	●	●								●	●	●
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SAP S/4HANA	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
SYSPRO 8		●	●	●		●			●	●					●					●	●				●	●	●

Source: iStart technology in business – based on vendor input.

iStart Cloud ERP guide
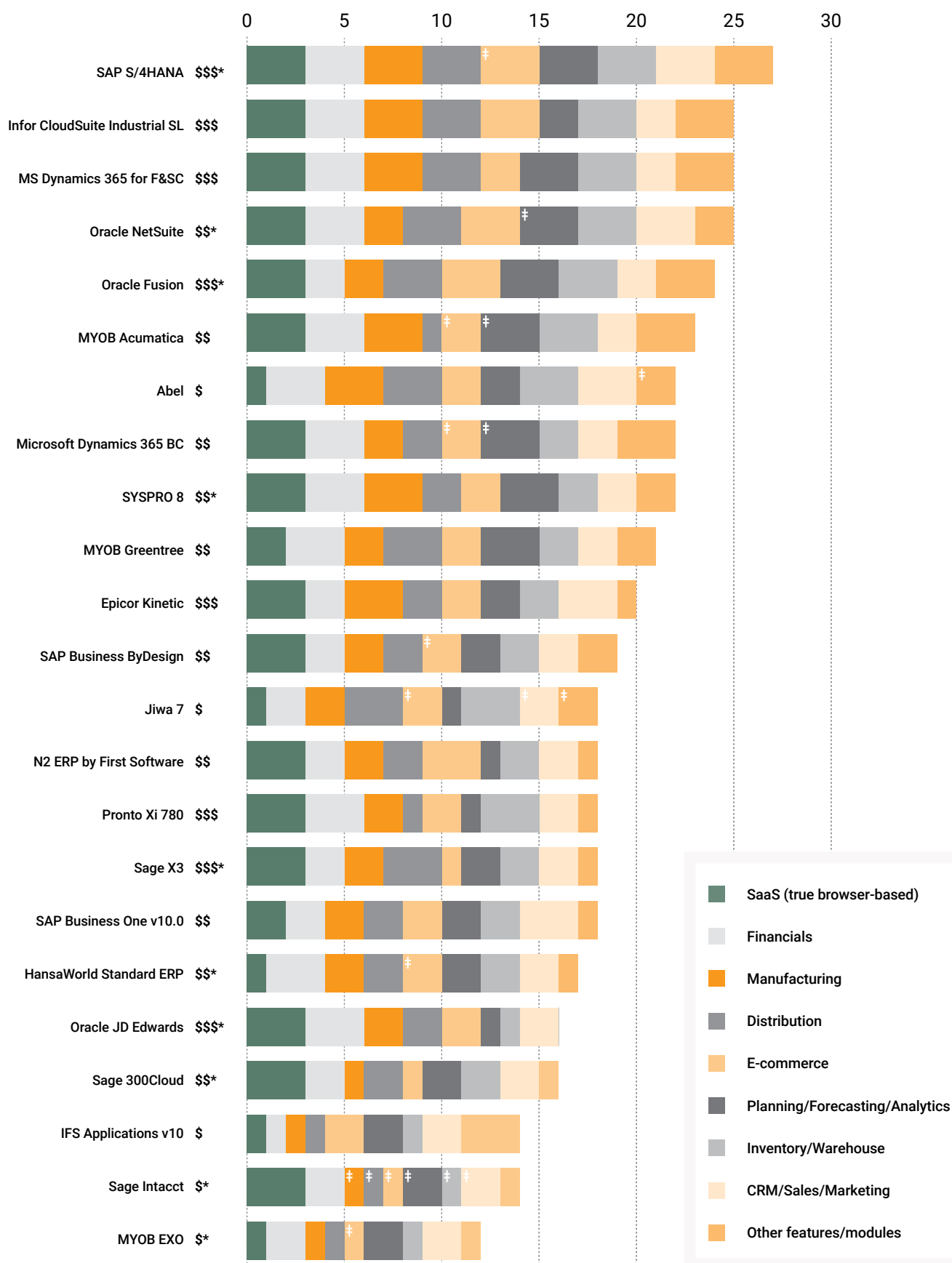
Is the solution fully web native?

Product Name and version	Overall assessment	100% browser-enabled for ALL screens	Browser-enabled for selected screens only (sales, field workers etc)	Desktop app (client/server)	Mobile App (iOS, Android or Responsive)
Abel	Partial + App		✓	✓	✓
Epicor Kinetic	Cloud ERP	✓			✓
HansaWorld Standard ERP	Partial + App		✓	✓	✓
IFS Applications v10	Desktop + App			✓	✓
Infor CloudSuite Industrial (SL)	Cloud ERP	✓			✓
Jiwa 7	Desktop only			✓	
Microsoft Dynamics 365 Business Central	Cloud ERP	✓			✓
Microsoft Dynamics 365 for Finance and Supply Chain	Cloud ERP	✓			✓
MYOB Acumatica	Cloud ERP	✓			✓
MYOB EXO	Desktop + App			✓	✓
MYOB Greentree	Partial + App		✓	✓	✓‡
N2 ERP by First Software	Cloud ERP	✓			✓
Oracle Fusion	Cloud ERP	✓			✓
Oracle JD Edwards	Cloud ERP	✓			✓
Oracle NetSuite	Cloud ERP	✓			✓
Pronto Xi 780	Partial no App		✓	✓	
Sage 300Cloud	Hybrid + App	✓		✓	✓
Sage Intacct	Cloud ERP	✓			
Sage X3	Hybrid + App	✓		✓	✓
SAP Business ByDesign	Hybrid + App	✓	✓	✓	✓
SAP Business One v10	Partial + App		✓	✓	✓
SAP S/4HANA	Hybrid + App	✓		✓	✓
SYSPRO 8	Hybrid + App	✓	✓	✓	✓

iStart ERP Features vs Price guide

Your guide to ERP solutions ranked by function points and price

Chart axis: 0, 5, 10, 15, 20, 25, 30

Rows (top to bottom):
- SAP S/4HANA $$$*
- Infor CloudSuite Industrial SL $$$
- MS Dynamics 365 for F&SC $$$
- Oracle NetSuite $$*
- Oracle Fusion $$$*
- MYOB Acumatica $$
- Abel $
- Microsoft Dynamics 365 BC $$
- SYSPRO 8 $$*
- MYOB Greentree $$
- Epicor Kinetic $$$
- SAP Business ByDesign $$
- Jiwa 7 $
- N2 ERP by First Software $$
- Pronto Xi 780 $$$
- Sage X3 $$$*
- SAP Business One v10.0 $$
- HansaWorld Standard ERP $$*
- Oracle JD Edwards $$$*
- Sage 300Cloud $$*
- IFS Applications v10 $
- Sage Intacct $*
- MYOB EXO $*

Legend:
- SaaS (true browser-based)
- Financials
- Manufacturing
- Distribution
- E-commerce
- Planning/Forecasting/Analytics
- Inventory/Warehouse
- CRM/Sales/Marketing
- Other features/modules

* Estimated for ranking purposes – price on application. ‡ Delivered by a third party.

Note: This indicative guide is based on a like-for-like comparison across other products listed.

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iStart ERP Market Share (A/NZ)

Your guide to ERP market share by vendor in the A/NZ region

Vendor	Trend	A/NZ sites installed*		Share
MYOB (Acumatica + Greentree + EXO)	▲	5,050		24.1%
Microsoft (Dyn365 for Fin/SC + BC)	▲	2,250		10.7%
SAP (S/4HANA + B1 + BBD)	▶	2,200		10.5%
Oracle** (JDE + NetSuite + Fusion)	▲	2,000		9.5%
Sage (X3 + 300Cloud + Intacct)	▶	1,900		9.1%
Infor (CloudSuite SL + LN)	▶	1,250		6.0%
Pronto (Xi)	▶	1,050		5.0%
Jiwa	▼	1,000		4.8%
ECi (M1 Manufacturing)	▼	1,000		4.8%
Abel	▲	750		3.6%
JCurve	▼	600		2.9%
SYSPRO 8	▲	500		2.4%
Epicor (Kinetic)	▼	500		2.4%
IFS (v10)	▶	200		1.0%
First Software (N2)	▲	200		1.0%
Unit4	▶	200		1.0%
Financial Force (ERP & PSA)	▲	200		1.0%
HansaWorld (Standard ERP)	▲	50		0.2%
Priority	▶	50		0.2%

* Upper range of each vendors declared installed base in the region. **Oracle data is based on industry sources, not supplied by Oracle

Source: iStart technology in business – based on vendor data.

Abel

Abel is an affordable fully integrated Business Management System that delivers: Financials, Manufacturing & Production, Distribution & Supply, MRP and Forecast Planning, Job Costing, Construction Claims, Serial & Batch Tracking, Quality control and recall, Inventory Management, EDI and API capability (incl 3PLs and MPI), Container & Export Management, Pricing, CRM, Power BI reporting interface, Enterprise Management (multi-company, currency, language, branches & locations/databases). Abel is currently running in 6 languages across 13 countries. Supported by Abel's Online User Portal.

A/NZ INSTALLED SITES

500-1,000

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$5-A$250m+

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)

$85-$120

Contact details

A/NZ Vendor contacts

Abel Software Limited
New Zealand
0800 ABEL SALES
+64 9 526 5210
info@abelsoftware.com
www.abelsoftware.com

Abel Software Ltd Australia
Sydney & Melbourne
+61 2 9888 3355
info@abelsoftware.com
www.abelsoftware.com

A/NZ Partner contacts
Please refer to:
www.abelsoftware.com

Multi-national/company coverage

Multi-lingual, Multi-currency, Multi-company, Abel Enterprise Management

Key reference sites

Australian Wool Testing Authority, Helios Power Solutions AU & NZ, Bonson Industrial AU & NZ, Shott Beverages NZ, AU, UK, Korea, USA, GMP Dairy, Mastip Technologies worldwide, Alsco Inc., 30 Seconds, NZ Drinks Limited, Ziwipets Limited, Cosana NZ, Pasta Vera

Industry focus

Construction, Distribution, Engineering, Financial Services, FMCG, Food & Beverage, Manufacturing, Primary Industry, Trade Services, Wholesaling, General business accounting

Hosting, architecture and licensing

Hosting options

On client premises, Dedicated infrastructure in the client's chosen cloud environment, Dedicated infrastructure in the vendor's cloud environment, Shared infrastructure in the cloud (SaaS)

User access

Selected screens have been redesigned for browser use (sales, mobile workers etc), Via a desktop application (client/server), Via mobile application (iOS, Android)

Licensing options (i.e. licensing is based upon)

Per concurrent user, per month, Or Up front license fee with Annual Maintenance

Modules and functionality

Financials

G/L, AR/AP, P&L, Balance Sheet, Cost Centre/Profit Centre/Profitability Analysis, Procurement (Requisitions, PO, SCM updates), Project Acctg, Inventory Acctg, Services Acctg (Jobs, Timesheet, Billing), Tax Mgmt, Asset Mgmt (Acquire, dispose, depreciate), Employee Travel & Expense Mgmt, Landed Cost/Forex Mgmt, Consolidations, Fixed Assets, GST, VAT, Sales Tax, Approvals, Cashflow Analysis, Deposits/Claims & Retentions, Group Margin Elimination, Power BI Reporting

Manufacturing

Manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Process manufacturing, Production scheduling, Complex (BOMs, Assemblies, Kitting, Configuration), Designer BOM's Shop Floor Planning, Scheduling, Control, Jobbing, Quality Control, Sales & Ops Planning & Forecasting, By-Product/Scrap Mgmt, Shop Floor Control, Scanning, Traceability, Scale Integration, Power BI Reporting

Distribution, Shipping and Fulfilment

Distribution (delivery status, invoice on dispatch), Integration with freight carriers/tracking, Cross-Docking, Returns/Warranties/Repairs, Container Mgmt, Shipping Documents, MPI Movements Integration, S&OP reporting, Power BI Reporting

E-commerce

Integrated web store and CMS, Shopify and Woo Commerce API, Product images and meta-data, Sales/inventory integration, Reverse logistics, Customer ordering portal (PO upload), API/Out-of-Box Integration with 3rd Party(s), E-Invoicing (PEPPOL or other standard), MPI Integration, OCR scanning

Planning/Forecasting/Analytics

Budget vs Actual, Drilldown to transaction from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Demand Planning, Data/Analytics integrations, Power BI Reporting

Inventory/Warehouse

Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Receiving/put away, FIFO/Aged Stock, Lot/Serial/Bin/Batch Traceability, Multi Branch, Android Mobile, Tablet Touchscreens, EDIFACT 3PL Integration, Power BI Reporting

CRM/Sales

Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Opportunities, quotes, sales orders, Campaign Mgmt, Mobile sales (browser/tablet order/re-order), Power BI Reporting

Other features/modules

Microsoft Outlook Integration, Equipment Maintenance, Test Mgmt, Payroll integration(s), Expensify, Starshipit, Shopify, Woo Commerce, Amazon, SPS, B2BE, Crossfire (Foodstuffs & Woolworths integrations). Abel's Online User Portal

Epicor Kinetic

Epicor minimises the complexities of traditional ERP to deliver a solution that emphasises ease of use, collaboration, and responsiveness. With the flexibility to run on premise or in the cloud, Epicor delivers a comprehensive set of global functionalities – enabling you to drive profitability, inspire innovation, and respond quickly to an evolving business environment.

A/NZ INSTALLED SITES

500+

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$5-A$250m+

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)
From approx $200 for the base finance and operations functionality. (Calculated for minimum users. Per user costs are significantly lower for higher user number bands).

Contact details

A/NZ Vendor contacts
Epicor
Software Corporation A/NZ
Sydney (HQ), Melbourne and Auckland
+61 2 9927 6200
info.anz@epicor.com
www.epicor.com/australia

A/NZ Partner contacts
Epicor Australian partners:

Precise Business Solutions
+61 8 9242 5933
www.precisebusiness.com.au

Biscit
+61 4 0556 2210
www.biscit.com.au

SoftLabs Pty Ltd
+61 2 9258 1270
www.softlabs.com.au

Stratus Consulting Group
+61 4 1178 4893

Rohling
www.rohling.com.au

Multi-national/company coverage
Multi-lingual, Multi-currency, Multi-company, Multi-country

Key reference sites
Boral Roofing Products, Royal Australian Mint, Sistema, Gelita, Bucher Municipal, P&R Electrical, Freeway Design, Brilliant Lighting, Royal Freemasons Benevolent Institution, Villa Maria Catholic Homes

Industry focus
Aerospace/Defence, Distribution, Engineering, Financial and Professional Services, FMCG, Food & Beverage, Healthcare, Information Technology, Manufacturing, Mining & Resources, Not for Profit, Printing/Publishing, Trade Services, Warehouse/Distribution and Aged Care

Hosting, architecture and licensing

Hosting options
On client premises, Shared infrastructure in the cloud (SaaS). Epicor uses Azure data centres in regions best able to serve customer locations, including in Australia and New Zealand.

User access
All screens are web-native, fully responsive on any device.

Licensing options (i.e. licensing is based upon)
For Cloud: Licensing is Monthly/Annually, and is inclusive of all software, software maintenance, helpdesk support, hosting and backend administration costs.

For On Premises: Up front licence fee, with optional financing arrangements to spread licence costs, Ongoing software maintenance fees as a % of licence cost, Per concurrent user, per month/year.

Modules and functionality

Financials
G/L, AR, AP, Financial Reports, Job and project Acctg, Inventory Acctg, Assets, Budgeting and planning

Manufacturing
MRP (including MRP2 Capable to Promise from quote or order), Make-to-order, Make-to-stock, Process manufacturing, Complex Job Structures (BOMs, Assemblies, Configuration), Complex scheduling and load balancing, Shopfloor data-capture, machine integration, Quality Control, Service Mgmt

Distribution, Shipping and Fulfilment
Procurement (requisitions, PO), Inter-site transfers, Delivery status, invoice on dispatch, Transport optimisation

E-commerce
Integrated web store and CMS, Product images and meta-data, Sales/inventory integration, Customer ordering portal

Planning/Forecasting/Analytics
Budget vs Actual, Drilldown from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboards, Sales budgeting, Inventory optimisation

Inventory/Warehouse
Available to promise, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Mobile warehouse devices

CRM/Sales
Customer and Contact Mgmt, Customer activity/notes, Single customer view (orders, sales, credit, etc), Estimate & Order Mgmt, Case Mgmt, Campaigns, Marketing automation, Mobile sales App (iOS/Android), POS

Other features/modules
Aged care specific customisations e.g. online claiming, funding structures, CRM, rostering, mobility, data analytics for aged care

HansaWorld Standard ERP

Standard ERP is a software solution suitable for growing organizations looking for a comprehensive ERP system with an integrated CRM module. It has a series of modules designed specifically for certain industries. It can be installed on-premise or hosted in the cloud, it can run on Unix, Linux, Apple OS, and Windows and it is accessible via a web browser on a range of mobile devices. Pricing is based on a per-user, per-month subscription model with additional charges for extra modules.

A/NZ INSTALLED SITES

<50

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$1-A$250m+

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)

Pricing for this product is not made public

* Estimate for indicative purposes

Multi-national/company coverage
Multi-lingual, Multi-currency, Multi-company

Key reference sites
GJ Johnson Group, Airtec, Marine Plant Systems, ANZ Staff Club

Industry focus
Construction, Distribution, Education, Engineering, Financial Services, FMCG, Food & Beverage, Healthcare, Hospitality/Tourism, Information Technology, Local/Central Government, Manufacturing, Media/Marketing/Comms, Mining & Resources, Not for Profit, Printing/Publishing, Retailing, Sports and Recreation, Trade Services, Telecommunications/Utilities, Transportation/Freight, Wholesaling

Hosting, architecture and licensing

Hosting options
On client premises, Dedicated infrastructure in the client's or vendor's cloud environment, Shared infrastructure in the cloud (SaaS)

User access
Desktop screens are browser-enabled, Selected screens have been redesigned for browser use (sales, mobile workers etc), Via a desktop application (client/server), Via mobile application (iOS, Android)

Licensing options (i.e. licensing is based upon)
Up front licence fee but spread across contractual term, Per named user, per month, Per concurrent user, per month

Modules and functionality

Financials
G/L, AR/AP, P&L, Balance Sheet, Cost Centre/Profit Centre/Profitability Analysis, Procurement (Requisitions, PO, SCM updates), Project Accounting, Inventory Accounting, Services Accounting (Jobs, Timesheet, Billing), Tax Management, Asset Management (Acquire, dispose, depreciate), Employee Travel & Expense Management, Treasury & Cash Management, Landed Cost/Forex Management, Revenue Recognition Management, Consolidations

Manufacturing
Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Process manufacturing, Production scheduling, Complex (BOMs, Assemblies, Kitting, Configuration), Jobbing, Quality Control, Sales & Ops Planning & Forecasting

Distribution, Shipping and Fulfilment
Basic (delivery status, invoice on dispatch), Integration with freight carriers/tracking, Customer self-service for shipping status, Cross-Docking, Returns/Warranties/Repairs

E-commerce
Integrated web store and CMS, Product images and meta-data, Sales/inventory integration, Customer ordering portal (PO upload), API/Out-of-Box Integration with 3rd Party(s), E-Invoicing (PEPPOL or other standard), Amazon/eBay/Trademe marketplace APIs

Planning/Forecasting/Analytics
Budget vs Actual, Drilldown to transaction from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Demand Planning

Inventory/Warehouse
Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Receiving/putaway, FIFO/Aged Stock, Lot/Serial/Bin/Batch Traceability

CRM/Sales
Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Campaign management, Marketing automation, Mobile sales (browser/tablet order/re-order)

Other features/modules
Learning Management System, Integrated Telephony, Artificial Intelligence Functions

Contact details

A/NZ Vendor contacts

HansaWorld Australia Pty Ltd, Sydney NSW
+61 2 9056 7567

HansaWorld New Zealand Ltd, Christchurch NZ
+64 48 881 255
brittany@hansaworld.com
www.hansaworld.com/en

A/NZ Partner contacts
AU:
www.hansaworld.com/en/partners2/australia

NZ:
www.hansaworld.com/en/partners2/newzealand

IFS Applications v10

IFS focuses on companies with core business processes in managing the full lifecycle of projects, assets, manufacturing, supply chain and optimising service management. IFS Applications includes financials, human resources, quality management, document management, customer relationship management (CRM), business intelligence, sustainability management, and other core functionality.

A/NZ INSTALLED SITES

50-200

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$50-A$250m+

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)

$75-$100

Multi-national/company coverage

Multi-lingual, Multi-currency, Multi-company

Key reference sites

Babcock, Gold Road Resources, JK Williams, Mermaid Marine Offshore, Monadelphous, Multiplex, Pindan Asset Management, Redarc, Resolute Mining, Qantas, Service Stream, Visy

Industry focus

Agriculture/Fisheries, Construction, Distribution, Engineering, Manufacturing, Mining & Resources, Trade Services, Telecommunications/Utilities, Oil & Gas, Aerospace & Defence, Field Service Management

Hosting, architecture and licensing

Hosting options

On client premises, or in any data centre of choice

User access

Via a desktop application (client/server), Via mobile application (iOS, Android)

Licensing options (i.e. licensing is based upon)

Up front licence fee, Ongoing software maintenance fees as % of licence cost, Per named user, per month, Per concurrent user, per month, Fixed contract term

Modules and functionality

Financials

Tax Mgmt, Asset Mgmt (Acquire, dispose, depreciate), Employee Travel & Expense Mgmt, Payroll Mgmt, Cash Flow, Consolidation, Budgeting Forecasting, Fixed Assets

Manufacturing

Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Process manufacturing, Production scheduling

Distribution, Shipping and Fulfilment

Basic (delivery status, invoice on dispatch), Route planning, Transport optimisation

E-commerce

Product images and meta-data, Sales/inventory integration, Reverse logistics, Customer ordering portal (PO upload)

Planning/Forecasting/Analytics

Budget vs Actual, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Business Intelligence, Enterprise Operational Intelligence, Demand Planning

Inventory/Warehouse

Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control

CRM/Sales

Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Mobile sales (browser/tablet order/re-order), Lead management, Sales & marketing reporting

Other features/modules

Enterprise Asset Mgmt, Enterprise Project Mgmt, Field Service Mgmt, Workforce Scheduling and Optimisation, Mobile Work Order, Mobile Touch Apps, Human Resource Mgmt, Document Mgmt

Contact details

A/NZ Vendor contacts

IFS
+61 3 9810 1100
info.au@ifsworld.com
www.IFSWORLD.com

A/NZ Partner contacts
Please refer to
www.IFSWORLD.com
for a list of partners

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Infor CloudSuite

With an Infor CloudSuite, your productivity will improve as you gain more efficiency in your end-to-end operations, make better decisions faster and deliver on customer expectations on time, every time. The Infor Cloud is built on AWS, the world's best Cloud infrastructure, network services and application tools - giving you the reliability, security and scalability you need to modernise and accelerate growth. From financials and order entry to after-market service and analytics, Infor ERP systems are designed to unlock your full potential.

A/NZ INSTALLED SITES

500-1,000

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$5-A$250m+

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)

$150-$200

(charged annually)

Multi-national/company coverage

Multi-lingual, Multi-currency, Multi-company

Key reference sites

Ampcontrol, APL, AW Fraser, Damar, Genea, GL Bowron, Navico, Nulon, Pacific Aerospace, Tui, Cubro, Rinnai, Enatel, Bossong Engineering, Sayfa, Wedgelock, Groenz, Orontide, Bevco

Industry focus

Aerospace and Defence, Agriculture/Fisheries, Distribution, Engineering, Food & Beverage, Manufacturing, Printing/Publishing, Transportation/Freight, Wholesaling

Hosting, architecture and licensing

Hosting options

On client premises, Shared infrastructure in the cloud (SaaS)

User access

All screens are web-native, fully responsive on any device, Via mobile application (iOS, Android)

Licensing options (i.e. licensing is based upon)

SaaS Up front named user licence fee, Ongoing software maintenance fees as % of licence cost, per named user

Modules and functionality

Financials

G/L, AR/AP, P&L, Balance Sheet, Cost Centre/Profit Centre/Profitability Analysis, Procurement (Requisitions, PO, SCM updates), Project Acctg, Inventory Acctg, Services Acctg (Jobs, Timesheet, Billing), Tax Mgmt, Asset Mgmt (Acquire, dispose, depreciate), Employee Travel & Expense Mgmt, Treasury & Cash Mgmt, Landed Cost/Forex Mgmt, Revenue Recognition Mgmt, Consolidations

Manufacturing

Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Process manufacturing, Production scheduling, Complex (BOMs, Assemblies, Kitting, Configuration), Shop Floor Planning, Scheduling, Control, Jobbing, Quality Control, Sales & Ops Planning & Forecasting, By-Product/Scrap Management, Overall Equipment Effectiveness, Engineer to Order

Distribution, Shipping and Fulfilment

Basic (delivery status, invoice on dispatch), Integration with freight carriers/tracking, Cross-Docking, Returns/Warranties/Repairs, Warehouse Management; Supply Chain Planning

E-commerce

Integrated web store and CMS, Product images and meta-data, Sales/inventory integration, Reverse logistics, Customer ordering portal (PO upload), API/Out-of-Box Integration with 3rd Party(s), E-Invoicing (PEPPOL or other standard), Amazon/eBay/Trademe marketplace APIs

Planning/Forecasting/Analytics

Budget vs Actual, Drilldown to transaction from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Demand Planning, Data/Analytics integrations , BI/Network Analytics, Integrated Business Planning

Inventory/Warehouse

Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Receiving/putaway, FIFO/Aged Stock, Lot/Serial/Bin/Batch Traceability, RFID & Voice pick

CRM/Sales

Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Campaign Mgmt, Marketing automation, Mobile sales (browser/tablet order/re-order)

Other features/modules

Coleman AI, Community, Development & Regulation, Human Capital Mgmt, Facilities Mgmt, Leasing & Rental, Clinical Integration, Document Mgmt

Contact details

A/NZ Vendor contacts

Infor
+61 2 9021 7100
+64 9 921 6600
www.infor.com

A/NZ Partner contacts

EMDA
Christchurch, Auckland, Brisbane, Melbourne
NZ: +64 3 379 9530
info@emda.co.nz
www.emda.co.nz

Jiwa 7

Jiwa 7 is best suited to wholesale businesses involved in importing goods and managing inventory. Product footprint includes general ledger, cash book, inventory, landed cost, sales, delivery, purchasing, quoting, manufacturing, service manager, job costing, and point of sale. Based on Microsoft SQL Server, Jiwa 7 is an all-in-one solution that will scale as your demands grow. The product also has an in-built development engine to address your unique or industry specific functional needs.

A/NZ INSTALLED SITES

1,000+

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$1m-A$250m

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)

$92

Contact details

A/NZ Vendor contacts

Jiwa Financials
Belrose
AUS: +61 2 9409 0700
Free Call: 1800 00 5492
jiwa@jiwa.com.au
www.jiwa.com.au

A/NZ Partner contacts

Jiwa Financials is implemented through a network of local A/NZ resellers. Jiwa Solution Providers are available in Auckland, Hobart, Melbourne, Sydney, Brisbane, Adelaide and Perth

Multi-national/company coverage
Multi-currency, Multi-company

Key reference sites
Active Marine, Advanced Seed, Chevalier Wholesale Produce, Micron Alarms, NC Technologies, Synteko

Industry focus
Agriculture/Fisheries, Distribution, Food & Beverage, Healthcare, Information Technology, Manufacturing, Primary Industry and Wholesaling

Hosting, architecture and licensing

Hosting options
On client premises, Dedicated infrastructure in the client's chosen cloud environment, Shared infrastructure in the cloud (SaaS), or in any data centre of choice. MS Azure & MS SQL Azure

User access
Via remote desktop application

Licensing options (i.e. licensing is based upon)
Up front licence fee, Ongoing software maintenance fees as % of licence cost, Per concurrent user, per month, Either per concurrent user + annual license fee; OR A$90 per concurrent user per month

Modules and functionality

Financials
G/L, AR/AP, P&L, Balance Sheet, Cost Centre/Profit Centre/Profitability Analysis, Procurement (Requisitions, PO, SCM updates), Project Acctg, Inventory Acctg, Services Acctg (Jobs, Timesheet, Billing), Landed Cost/Forex Mgmt, Revenue Recognition Mgmt

Manufacturing
Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Process manufacturing, Production scheduling, Complex (BOMs, Assemblies, Kitting, Configuration), Jobbing, By-Product/Scrap Mgmt, Also includes: Assembly, Kitting

Distribution, Shipping and Fulfilment
Basic (delivery status, invoice on dispatch), Route planning, Transport optimisation, Integration with freight carriers/tracking, Returns/Warranties/Repairs

E-commerce
Through 3rd party webstore suppliers. Via REST API

Planning/Forecasting/Analytics
Budget vs Actual, Slice/dice reporting, KPI dashboard, Demand Planning, Data/Analytics integrations

Inventory/Warehouse
Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Receiving/put away, FIFO/Aged Stock, Lot/Serial/Bin/Batch Traceability, Also includes: Serials, Bins, Batch, FIFO Costing, Landed Cost, Multi warehouse

CRM/Sales
Opmetrix Integration

Other features/modules
Jiwa 7 has a .NET development environment within the product for development. This allows Plugins to be built to add or change functionality. Jiwa also utilises our REST API and Web Hooks

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Microsoft Dynamics 365 Business Central

Microsoft Dynamics 365 Business Central is a cloud-based Enterprise Resource Planning (ERP) solution for small and medium-sized business. It is an all-in-one platform that enables organisations to manage various aspects of their operations. FUJIFILM MicroChannel offers custom apps, integrated with Business Central. Key solutions include VinPoint for winery, apps for complex project management, and Landed Costs for import cost calculations, enhancing Business Central's functionality.

A/NZ INSTALLED SITES

500-1,000

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$5m-A$250m

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)

$100-$150

Contact detail

A/NZ Vendor contacts

Microsoft New Zealand
+64 9 362 5800
www.microsoft.com/en-nz/
dynamics-365/contact-us
www.microsoft.co.nz

Microsoft Australia
1800 234 085
www.microsoft.com/en-au/
dynamics-365/contact-us
www.microsoft.com.au

A/NZ Partner contacts

FUJIFILM MicroChannel
AU (NSW): 1300 440 444
info@microchannel.com.au
www.microchannel.com.au
NZ (AKL):
0800 024 833
info@microchannel.co.nz
www.microchannel.co.nz

Fusion5
www.fusion5.com
NZ: 0800 354 357
Akl, ChCh, Wgtn, Dun
AU: 1300 156 640
Syd, Mel, Bri, Ade, Perth
Microsoft partner portal:
https://pinpoint.microsoft.com/
en-nz/

Multi-national/company coverage
Multi-lingual, Multi-currency, Multi-company

Key reference sites
Country Care, Tip Top Meats, Food & Dairy, JOST Australia, CH Robinson, Birch&Waite, WaterShop, Flagstaff Group, Orro

Industry focus
Agriculture/Fisheries, Distribution, Education, Engineering, Entertainment, Financial Services, FMCG, Food & Beverage, Healthcare, Hospitality/Tourism, Information Technology, Manufacturing, Media/Marketing/Comms, Not for Profit, Printing/Publishing, Retailing, Sports and Recreation, Trade Services, Transportation/Freight, Wholesaling, Wine

Hosting, architecture and licensing

Hosting options
On client premises, Dedicated infrastructure in the client's chosen cloud environment, Shared infrastructure in the cloud (SaaS), leveraging Microsoft Azure Cloud

User access
All screens are web-native, fully responsive on any device, Desktop screens are browser-enabled, Selected screens have been redesigned for browser use (sales, mobile workers etc), Via mobile application (iOS, Android)

Licensing options (i.e. licensing is based upon)
Up front licence fee, Up front licence fee but spread across contractual term, Ongoing software maintenance fees as % of licence cost, Per named user, per month, Fixed contract term, Free trial period

Modules and functionality

Financials
G/L, AR/AP, P&L, Balance Sheet, Cost Centre/Profit Centre/Profitability Analysis, Procurement (Requisitions, PO, SCM updates), Project Accounting, Inventory Accounting, Services Accounting (Jobs, Timesheet, Billing), Tax Management, Asset Management (Acquire, dispose, depreciate), Treasury & Cash Management, Landed Cost/Forex Management, Revenue Recognition Management, Consolidations, AP Automation and Expense Management extension

Manufacturing
Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Process manufacturing, Production scheduling, Complex (BOMs, Assemblies, Kitting, Configuration), Shop Floor Planning, Scheduling, Control, Jobbing, Sales & Ops Planning & Forecasting, Quality control extension

Distribution, Shipping and Fulfilment
Basic (delivery status, invoice on dispatch), Cross-Docking, Returns/Warranties/Repairs, Integration with freight carriers/tracking extension | Transport optimisation extension

E-commerce
Integrated web store and CMS, Sales/inventory integration, API/Out-of-Box Integration with 3rd Party(s), E-Invoicing (PEPPOL or other standard), Integration Extension Available to Third Party e-Commerce Available

Planning/Forecasting/Analytics
Budget vs Actual, Drilldown to transaction from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Demand Planning, Data/Analytics integrations (add specific detail in 'Other' below), Solver Reporting, Power BI, JetReports

Inventory/Warehouse
Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Receiving/putaway, FIFO/Aged Stock, Lot/Serial/Bin/Batch Traceability, Tasklet Factory, Insightworks | Quality Control Extension

CRM/Sales
Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Campaign management, Mobile sales (browser/tablet order/re-order), Microsoft Dynamics 365 Sales

Other features/modules
Native interoperability across the Microsoft platform including Machine Learning, Cortana Intelligence Suite, Microsoft Power Platform, Office 365, Talent/HCM integration, embedded Power BI and access to third-party extensions

Microsoft Dynamics 365 for Finance and Supply Chain

Microsoft Dynamics 365 for Finance and Supply Chain is a comprehensive ERP suite for mid - large organisations which is deployed in the cloud (Azure). Microsoft Dynamics 365 is a highly scalable solution providing multi-site, multi-currency and regional localisation built on the Microsoft power platform which promotes productivity and collaboration and allows organisations scale with the solution as it delivers value faster and drives innovation across the organisation. Strong focus on new capability around IoT, mixed reality, and AI together to improve visibility across your global operations and act on predictive insights that increase supply chain and manufacturing productivity.

A/NZ INSTALLED SITES
250

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)
A$100m-A$1b+

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)
From $11 - $247.10
https://dynamics.microsoft.com/en-au/pricing/

Contact details

A/NZ Vendor contacts
Microsoft New Zealand
+64 9 362 5800
www.microsoft.com/en-nz/dynamics-365/contact-us
www.microsoft.co.nz

Microsoft Australia
1800 234 085
www.microsoft.com/en-au/dynamics-365/contact-us
www.microsoft.com.au

A/NZ Partner contacts

FUJIFILM MicroChannel
AU (NSW): 1300 440 444
info@microchannel.com.au
www.microchannel.com.au
NZ (AKL):
0800 024 833
info@microchannel.co.nz
www.microchannel.co.nz

Fusion5
www.fusion5.com
NZ: 0800 354 357
Akl, ChCh, Wgtn, Dun
AU: 1300 156 640
Syd, Mel, Bri, Ade, Perth
Microsoft partner portal:
https://pinpoint.microsoft.com/en-nz/

Multi-national/company coverage
Multi-lingual, Multi-currency, Multi-company, Multi-Site

Key reference sites
Metro Performance Glass, Cavalier Bremworth

Industry focus
Agriculture/Fisheries, Construction, Distribution, Engineering, Entertainment, FMCG, Food & Beverage, Local/Central Government, Manufacturing, Mining & Resources, Primary Industry, Retailing, Trade Services, Wholesaling, Equipment, Rental and Fleet management, Public Sector, Professional Services

Hosting, architecture and licensing

Hosting options
Shared infrastructure in the cloud (SaaS), leveraging Microsoft Azure Cloud

User access
Via modern browsers

Licensing options (i.e. licensing is based upon)
Per named user, per month

Modules and functionality

Financials
G/L, AR/AP, P&L, Balance Sheet, Cost Centre/Profit Centre/Profitability Analysis, Procurement (Requisitions, PO, SCM updates), Project Acctg, Inventory Acctg, Services Acctg (Jobs, Timesheet, Billing), Tax Mgmt, Asset Mgmt (Acquire, dispose, depreciate), Employee Travel & Expense Mgmt, Landed Cost/Forex Mgmt, Revenue Recognition Mgmt, Consolidations, Fixed Assets, Budgeting

Manufacturing
Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Process manufacturing, Production scheduling, Complex (BOMs, Assemblies, Kitting, Configuration), Shop Floor Planning, Scheduling, Control, Jobbing, Quality Control, By-Product/Scrap Mgmt, Lean Manufacturing, Mixed Mode Manufacturing. Brings IoT, mixed reality, and AI together to improve visibility across your global operations and act on predictive insights that increase supply chain and manufacturing productivity

Distribution, Shipping and Fulfilment
Basic (delivery status, invoice on dispatch), Route planning, Cross-Docking, Returns/Warranties/Repairs, Carrier Interfaces, Transportation Mgmt

E-commerce
Product images and meta-data, Sales/inventory integration, Reverse logistics, Customer ordering portal (PO upload), Native connectors for Epi (CMS) and integrated with Sana Portal E-commerce

Planning/Forecasting/Analytics
Budget vs Actual, Drilldown to transaction from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Demand Planning, Data/Analytics integrations, Native PowerBI integration

Inventory/Warehouse
Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Receiving/putaway, FIFO/Aged Stock, Lot/Serial/Bin/Batch Traceability, Advanced WMS module (native mobility scanning solution)

CRM/Sales
Marketing automation, Mobile sales (browser/tablet order/re-order), Dynamics 365 has a full CRM suite that clients use alongside Finance and Supply Chain

Other features/modules
Native interoperability across the Microsoft platform including Machine Learning, Cortana Intelligence Suite, Microsoft Power Platform, Office 365, Talent/HCM integration, embedded Power BI and access to third-party extensions

03/2025

MYOB Acumatica

MYOB Acumatica (previously MYOB Advanced) is a scalable cloud ERP platform that connects the dots across your customer, employee, operational and financial workflows. Backed by award-winning global technology, MYOB Acumatica is localised specifically for ANZ businesses with their compliance needs built-in. The platform delivers comprehensive functionality without the associated complexity and cost, making it the ideal choice for growing mid-sized businesses.

A/NZ INSTALLED SITES

2,500

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$1m-$250m+

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)

$100-$150

Multi-national/company coverage

Multi-currency, Multi-company

Key reference sites

Polynovo, Hanlon Plumbing, Ainscorp, Jojoba Company, Thompson Construction, Go Insurance, Lights & Tracks, Auckland Rugby Union, Titan Recruitment, Revelop, Lyttelton Port Company

Industry focus

Agriculture/Fisheries, Construction, Distribution, Engineering, Entertainment, Financial Services, Food & Beverage, Healthcare, Hospitality/Tourism, Information Technology, Manufacturing, Media/Marketing/Comms, Mining & Resources, Not for Profit, Retailing, Trade Services, Wholesaling, Not industry specific (general business accounting)

Hosting, architecture and licensing

Hosting options

Shared infrastructure in the cloud (SaaS)

User access

All screens are web-native, fully responsive on any device, Via mobile application (iOS, Android)

Licensing options (i.e. licensing is based upon)

Per named user, per month, Fixed contract term

Modules and functionality

Financials

G/L, AR/AP, P&L, Balance Sheet, Cost Centre/Profit Centre/Profitability Analysis, Procurement (Requisitions, PO, SCM updates), Project Accounting, Inventory Accounting, Services Accounting (Jobs, Timesheet, Billing), Tax Management, Asset Management (Acquire, dispose, depreciate), Employee Travel & Expense Management, Payroll Management, Treasury & Cash Management, Landed Cost/Forex Management, Revenue Recognition Management, Consolidations, Electronic Document processing with OCR AI capabilities and approval routing

Manufacturing

Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Process manufacturing, Production scheduling, Complex (BOMs, Assemblies, Kitting, Configuration), Shop Floor Planning, Scheduling, Control, Quality Control, Sales & Ops Planning & Forecasting, By-Product/Scrap Management, Machine/Tool Costing, Traceability & Recall, Effective/Expiry Dates, Capable to Promise (CTP), Rough-Cut Capacity Planning (RCCP), Engineering Workbench, CAD Connectors, QA tools, Product Lifecycle + many other advanced manufacturing functions

Distribution, Shipping and Fulfilment

Basic (delivery status, invoice on dispatch), Route planning. Reverse logistics

E-commerce

Integrated web store and CMS, Product images and meta-data, Sales/inventory integration, Customer ordering portal (PO upload), API/Out-of-Box Integration with Shopify and other 3rd Parties. Amazon/eBay/Trademe marketplace APIs through third party ecosystem

Planning/Forecasting/Analytics

Budget vs Actual, Drilldown to transaction from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Demand Planning, Velixo Reporting/Excel links, Data/Analytics integrations: Power BI, Operational Intelligence, IBM Cognos Analytics, Data Governance, Data Warehousing, Alerts and Notifications, SAP Analytics Cloud and/or Business Objects (third party), Integrated Business Planning (Velixo), Real-time analytics, Dashboarding, Predictive analytics, Geo spatial analysis (third party)

Inventory/Warehouse

Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Lot/Serial/Bin/Batch Traceability, multi-warehouse, Automated operations, Inventory planning workspace, Stocking method (min/max, Safety Stock, Reorder Point)

CRM/Sales

Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Campaign management, Marketing automation, Mobile sales (browser/tablet order/re-order), Full CRM suite, HubSpot and Salesforce.com integrations

Other features/modules

Payroll, Workforce management, employee onboarding, Case Mgmt, Service Mgmt, Business intelligence capabilities via MS Power BI integration using OData, Deferred Revenue, Field Service Mgmt, Electronic Document processing with OCR AI capabilities

Contact details

myob

A/NZ Vendor contacts

MYOB
www.myob.com/au/erp-software
www.myob.com/au/erp-software/contact/get-started

A/NZ Partner contacts

www.myob.com/au/implementation-partners

03/2025

MYOB Exo

MYOB Exo is an on premise business management solution (ERP and HRM) designed and developed exclusively for local Australian and New Zealand medium sized businesses to offer company-wide insight and control.

A/NZ INSTALLED SITES

2,000

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$2m-A$250m+

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)
Price upon enquiry

* Estimate for indicative purposes

Multi-national/company coverage
Multi-currency, Multi-company

Key reference sites
Abode Living, BrightLights, Daiwa Food, Monacellars, Ronald McDonald and Unitex

Industry focus
Agriculture/Fisheries, Construction, Distribution, FMCG, Food & Beverage, Manufacturing, Not for Profit, Retailing, Trade Services, Wholesaling

Hosting, architecture and licensing

Hosting options
On client premises

User access
Core application primarily via Windows desktop application (SQL client/server), or via mobile ReST application (iOS)

Licensing options (i.e. licensing is based upon)
Up front licence fee, Ongoing software maintenance fees as % of licence cost, Per concurrent user, per month, Price upon enquiry

Modules and functionality

Financials
G/L, AR/AP, P&L, Balance Sheet, Cost Centre/Profit Centre/Profitability Analysis, Procurement (Requisitions, PO, SCM updates), Project Accounting, Inventory Accounting, Services Accounting (Jobs, Timesheet, Billing), Works orders and Jobbing Manufacturing

Manufacturing
Basic manufacturing, Bills of Materials and Kitting, Make-to-order, Make-to-stock. Works orders and Jobbing Manufacturing

Distribution, Shipping and Fulfilment
Flexible Sales orders, Backorder and release management, consignments, Sales order Consolidation

E-commerce
Third party integration

Planning/Forecasting/Analytics
Budget vs Actual, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Third party integration

Inventory/Warehouse
Available to order, POS/e-commerce integration, Available to pick

CRM/Sales
Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Campaign management, Mobile sales (browser/tablet order/re-order)

Other features/modules
HRM & Payroll

Contact details

A/NZ Vendor contacts
MYOB
myob.com/exo
www.myob.com/au/
erp-software/contact/get-started

A/NZ Partner contacts
www.myob.com/au/
implementation-partners

03/2025

MYOB Greentree

MYOB Greentree offers both Windows and browser-based access sitting seamlessly side-byside. MYOB Greentree's robust unified solution offers integrated Financial Management, Human Resources & Payroll, Supply Chain & Distribution, Job Cost Management, Customer Relationship Management, Retail, Manufacturing, Service & Asset Management, eBusiness, Mobile, Information Access & Reporting, Workflow & Business Intelligence.

A/NZ INSTALLED SITES

500-1,000

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$5m-A$250m+

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)
Price upon enquiry

* Estimate for indicative purposes

Multi-national/company coverage
Multi-currency, Multi-company

Key reference sites
Musueum of Old and New Art (MONA), Millbrook Resort, Halifax Vogel Group, Compass Housing, Griffiths Equipment, Cardinal Logistics, Paramount Services, Austral Fisheries, Dateline Imports, EasiYo

Industry focus
Agriculture/Fisheries, Construction, Distribution, Education, Engineering, Entertainment, Financial Services, Food & Beverage, Healthcare, Information Technology, Local/Central Government, Manufacturing, Media/Marketing/Comms, Mining & Resources, Not for Profit, Trade Services, Transportation/Freight, Wholesaling, Not industry specific (general business accounting)

Hosting, architecture and licensing

Hosting options
On client premises, Dedicated infrastructure in the client's chosen cloud environment, Dedicated infrastructure in the vendor's cloud environment

User access
Selected screens have been redesigned for browser use (sales, mobile workers etc), Via a desktop application (client/server), Integrated mobile solution using ISV add ons and GT API

Licensing options (i.e. licensing is based upon)
Up front licence fee, Up front licence fee but spread across contractual term, Ongoing software maintenance fees as % of licence cost, Per named user, per month, Per concurrent user, per month, No contract, cancel at any time

Modules and functionality

Financials
G/L, AR/AP, P&L, Balance Sheet, Cost Centre/Profit Centre/Profitability Analysis, Procurement (Requisitions, PO, SCM updates), Project Accounting, Inventory Accounting, Services Accounting (Jobs, Timesheet, Billing), Tax Management, Asset Management (Acquire, dispose, depreciate), Employee Travel & Expense Management, Payroll Management, Treasury & Cash Management, Landed Cost/Forex Management, Revenue Recognition Management, Consolidations, Electronic Document processing with OCR capabilities and approval routing

Manufacturing
Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Complex (BOMs, Assemblies, Kitting, Configuration), Jobbing, Quality Control, Sales & Ops Planning & Forecasting

Distribution, Shipping and Fulfilment
Basic (delivery status, invoice on dispatch), Integration with freight carriers/tracking, Cross-Docking, Returns/Warranties/Repairs, Container Management

E-commerce
Product images and meta-data, Sales/inventory integration, Customer ordering portal (PO upload), API/Out-of-Box Integration with 3rd Party(s)

Planning/Forecasting/Analytics
Budget vs Actual, Drilldown to transaction from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Demand Planning, Data/Analytics integrations (add specific detail in 'Other' below), Operational Intelligence

Inventory/Warehouse
Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Receiving/putaway, Lot/Serial/Bin/Batch Traceability

CRM/Sales
Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Campaign management, Mobile sales (browser/tablet order/re-order)

Other features/modules
MYOB Greentree has an open architecture and generic API allowing it to seamlessly interface to other applications

Contact details

A/NZ Vendor contacts

MYOB
myob.com/greentree
www.myob.com/au/
erp-software/contact/get-started

A/NZ Partner contacts
www.myob.com/au/
implementation-partners

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N2 ERP

N2 ERP is a fully integrated Cloud ERP solution developed by First Software in Auckland. The solution is designed to meet the Procurement, Inventory, Point of Sale, eCommerce and Accounting needs of retail and distribution businesses. There is also a manufacturing module for light manufacturing. N2 ERP is an all-in-one solution to streamline operations. Customers range in size from three users to 150 and from one store to over 20. Smaller customers have the option to use Xero for Accounting.

A/NZ INSTALLED SITES

50-200

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$1m-A$250m

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)

$100-$150

Multi-national/company coverage
Multi-lingual, Multi-currency, Multi-company

Key reference sites
EzyBuild, Omni Tech, Malcove, Forman Building Systems, Hyper Drive and Ride, Icon Textiles, Players Sports, Look Floors, Loven Tools, RubberTree, Smart Marine, Sprint Fit, Snowcentre, Sportfolio, Supcentre, SnapperNet

Industry focus
Distribution, Manufacturing, Retailing, Wholesaling

Hosting, architecture and licensing

Hosting options
Dedicated infrastructure in the vendor's cloud environment

User access
All screens are web-native, fully responsive on any device

Licensing options (i.e. licensing is based upon)
Per named user, per month, Minimum of five users

Modules and functionality

Financials
G/L, AR/AP, P&L, Balance Sheet, Cost Centre/Profit Centre/Profitability Analysis, Procurement (Requisitions, PO, SCM updates), Inventory Acctg, Tax Mgmt, Asset Mgmt (Acquire, dispose, depreciate), Landed Cost/Forex Mgmt, Revenue Recognition Mgmt, Consolidations

Manufacturing
Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Complex (BOMs, Assemblies, Kitting, Configuration), Jobbing, Quality Control, Sales & Ops Planning & Forecasting

Distribution, Shipping and Fulfilment
Basic (delivery status, invoice on dispatch), Integration with freight carriers/tracking, Customer self-service for shipping status, Returns/Warranties/Repairs

E-commerce
Integrated web store and CMS, Product images and meta-data, Sales/inventory integration, Customer ordering portal (PO upload), API/Out-of-Box Integration with 3rd Party(s), Amazon/eBay/Trademe marketplace APIs, Multi-ecommerce websites

Planning/Forecasting/Analytics
Budget vs Actual, Drilldown to transaction from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard

Inventory/Warehouse
Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Receiving/putaway, FIFO/Aged Stock, Lot/Serial/Bin/Batch Traceability

CRM/Sales
Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Mobile sales (browser/tablet order/re-order)

Other features/modules
Full integration to Trade Me and eBay stores to list and sell thousands of products automatically. Integration to Xero also supported for smaller customers

Contact details

A/NZ Vendor contacts
First Software Ltd.
+64 9 573 2640
Stewart@firstsoftware.co.nz
www.firstsoftware.co.nz

A/NZ Partner contacts
www.firstsoftware.co.nz

Oracle Fusion

ORACLE®

Oracle Fusion (previously Oracle Cloud) is designed to streamline your enterprise business processes. With Oracle Fusion's Financials, Procurement and Project Portfolio Management modules, you can increase productivity, lower costs, and improve controls.

A/NZ INSTALLED SITES

50-250*

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$1m-A$250m+

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)

Price on enquiry

* Estimated by iStart

Multi-national/company coverage
Multi-lingual, Multi-currency, Multi-company

Key reference sites
Australian Finance Group, APN Outdoors, Flexigroup, Clearview, NZ Ministry of Education, Red Balloon, Moose Toys

Industry focus
Agriculture/Fisheries, Construction, Distribution, Financial Services, Healthcare, Local/Central Government, Manufacturing, Media/Marketing/Comms, Telecommunications/Utilities, Transportation/Freight, Not industry specific

Hosting, architecture and licensing

Hosting options
Dedicated infrastructure in a public data centre, Shared infrastructure in a public data centre

User access
All screens are accessible via browser (100% cloud-based SaaS), or via mobile application (iOS, Android)

Licensing options (i.e. licensing is based upon)
Per named user, per month, Fixed contract term, Free trial period

Modules and functionality

Financials
G/L, AR/AP, P&L, Balance sheet, Cost centre/profit centre, Procurement (requisitions, PO), Project accounting, Inventory accounting, Services accounting (jobs, timesheet, billing), Expenses and Account Reconciliations

Manufacturing
Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Complex (BOMs, Assemblies, Configuration), Contract Manufacturing

Distribution, Shipping and Fulfilment
Basic (delivery status, invoice on dispatch), Route planning, Transport optimisation, Warehouse Management

E-commerce
Integrated web store and CMS, Product images and meta-data, Sales/inventory integration, Reverse logistics, Customer ordering portal (PO upload), Omni-Channel Order Processing

Planning/Forecasting/Analytics
Budget vs Actual, Drilldown from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Profitability Management, Close Process Management, Tax Reporting, Sales and Operations Planning, IT Financial Management

Inventory/Warehouse
Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Vendor Managed Inventory, Mobile Inventory Transactions

CRM/Sales
Customer activity/notes, Single customer view (orders, sales, credit), Campaigns, Marketing automation, Mobile sales (browser/tablet order/re-order)

Other features/modules
Innovation Management, Product Lifecycle Management, Internet of Things (IoT), Global Trade Management, Enterprise Asset Management, Fleet Management

Contact details

Oracle Corporation
Australia HQ
North Ryde
1300 366 386 or
+61 2 9491 1000
www.oracle.com/au/

NZ
Auckland
0508 555 215
www.oracle.com/nz/
salesinquiry_au@oracle.com

A/NZ Partner contacts
https://partner-finder.oracle.com/

03/2025

Oracle JD Edwards

ORACLE®

Oracle's JD Edwards EnterpriseOne is an integrated applications suite of ERP planning software aimed at enterprise-scale organisations requiring a depth and breadth of business solutions with a low total cost of ownership. JD Edwards suits Complex Manufacturing, Wholesale and Distribution, Asset Intensive and Project Intensive organisations.

A/NZ INSTALLED SITES

50-250*

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$1m-A$250m+

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)
Price on enquiry

* Estimated by iStart

Multi-national/company coverage
Multi-lingual, Multi-currency, Multi-company

Key reference sites
Northpower, Toyota, Z Energy, Fulton Hogan, Fletchers, PGG Wrightsons, Fisher and Paykel

Industry focus
Agriculture/Fisheries, Construction, Distribution, Manufacturing and Wholesaling

Hosting, architecture and licensing

Hosting options
On client premises, or on shared infrastructure in a private or public data centre

User access
All screens are accessible via browser (100% cloud-based SaaS)

Licensing options (i.e. licensing is based upon)
Per named user, per month, Fixed contract term, Free trial period, License fees are perpetual and tailored based on the solution footprint and named users required

Modules and functionality

Financials
G/L, AR/AP, P&L, Balance sheet, Cost centre/profit centre, Procurement (requisitions, PO), Project Acctg, Inventory Acctg, Services Acctg (jobs, timesheet, billing)

Manufacturing
MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Process manufacturing, Complex (BOMs, Assemblies, Configuration), Discreet manufacturing, Lean and Kanban, Constraint Based Manufacturing, Deconstructed BOMs

Distribution, Shipping and Fulfilment
Transport optimisation, Requisition self-service, supplier self-service

E-commerce
Integrated web store and CMS, Product images and meta-data, Sales/inventory integration, Reverse logistics, Customer ordering portal (PO upload)

Planning/Forecasting/Analytics
Budget vs Actual, Drilldown from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard

Inventory/Warehouse
Available to order, Available to pick, Scan pick/pack/dispatch control, Quality control, Demand Planning, Warehouse Mgmt RFID

CRM/Sales
Customer activity/notes, Single customer view (orders, sales, credit), Campaigns, Marketing automation, Mobile sales (browser/tablet order/re-order)

Contact details

Oracle Corporation Australia HQ
North Ryde
1300 366 386 or
+61 2 9491 1000
www.oracle.com/au/

NZ
Auckland
0508 555 215
www.oracle.com/nz/
salesinquiry_au@oracle.com

A/NZ Partner contacts

FUSION5

Fusion5
www.fusion5.com
NZ: 0800 354 357
Akl, ChCh, Wgtn, Dun
AU: 1300 156 640
Syd, Mel, Bri, Ade, Perth

https://partner-finder.oracle.com/

03/2025

Oracle NetSuite

ORACLE NetSuite

For more than 25 years, Oracle NetSuite has helped organisations grow, scale, and adapt to change. NetSuite provides an integrated system that includes financials / Enterprise Resource Planning (ERP), inventory management, HR, professional services automation and omnichannel commerce, used by more than 40,000 customers in 219 countries and dependent territories.

A/NZ INSTALLED SITES

500-1,000*

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$5m-A$250m

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)
Price on enquiry

* Estimated by iStart

Contact details

Oracle NetSuite Australia
AU: +61 2 9491 1000
infoapac@netsuite.com
www.netsuite.com.au

A/NZ Partner contacts

FUSION5

Fusion5
www.fusion5.com
NZ: 0800 354 357
Akl, ChCh, Wgtn, Dun
AU: 1300 156 640
Syd, Mel, Bri, Ade, Perth

Annexa
www.annexa.com.au

CloudZoneOne
www.czo.co.nz

JCurve Solutions
www.jcurve.com.au

Klugo
www.klugogroup.com

Ogg
www.oggsolutions.co.nz

Project Salsa (Verde Group)
www.verde.co.nz

Multi-national/company coverage
Multi-lingual, Multi-currency, Multi-company, Multi-subsidiary

Key reference sites
Gentrack, Trilogy International, City Rail Link, Yellow Pages, Xero, Trademe, Chain & Rigging Supplies, Springfree, BioPak, Seeing Machines, Geelong Cats, Flex Australia, Guzman y Gomez, Fresh Produce Group, Nuseed, Buildsafe, Cropmark, Homecare Medical, K9 Natural, Optimation, Sea Harvest

Industry focus
Construction, Distribution, Engineering, Entertainment, Financial Services, FMCG, Food & Beverage, Information Technology, Local/Central Government, Manufacturing, Media/Marketing/Comms, Not for Profit, Printing/Publishing, Retailing, Telecommunications/Utilities, Transportation/Freight, Wholesaling

Hosting, architecture and licensing

Hosting options
Shared infrastructure in the cloud (SaaS)

User access
All screens are web-native, fully responsive on any device, All screens are accessible via browser and any mobile device (100% cloud-based SaaS)

Licensing options (i.e. licensing is based upon)
Monthly subscription fee billed on an annual contract: base fee + modules and numbers of users

Modules and functionality

Financials
G/L, AR/AP, P&L, Balance Sheet, Cost Centre/Profit Centre/Profitability Analysis, Procurement (Requisitions, PO, SCM updates), Project Acctg, Inventory Acctg, Services Acctg (Jobs, Timesheet, Billing), Tax Mgmt, Asset Mgmt (Acquire, dispose, depreciate), Employee Travel & Expense Mgmt, Payroll Mgmt, Treasury & Cash Mgmt, Landed Cost/Forex Mgmt, Revenue Recognition Mgmt, Consolidations, Revenue Recognition, Subscription Billing, Financial Planning and Analysis, Financial Reporting and Analytics, Global Acctg and Consolidation

Manufacturing
Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Process manufacturing, Production scheduling, Complex (BOMs, Assemblies, Kitting, Configuration), Shop Floor Planning, Scheduling, Control, Jobbing, Quality Control, Sales & Ops Planning & Forecasting, By-Product/Scrap Mgmt, Engineering Change Orders, Demand Planning, Shop Floor Control, QA, PLM Integration, Routings

Distribution, Shipping and Fulfilment
Basic (delivery status, invoice on dispatch), Route planning, Transport optimisation, Integration with freight carriers/tracking, Customer self-service for shipping status, Cross-Docking, Returns/Warranties/Repairs, Returns, Work Orders, Warranties/Repairs, Cross-subsidiary fulfillment

E-commerce
Integrated web store and CMS, Product images and meta-data, Sales/inventory integration, Reverse logistics, Customer ordering portal (PO upload), API/Out-of-Box Integration with 3rd Party(s), E-Invoicing (PEPPOL or other standard), Promotions, Merchandising, Site Search, Automated up/cross-selling, PCI-DSS compliance, Drop Ship

Planning/Forecasting/Analytics
Budget vs Actual, Drilldown to transaction from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Demand Planning, Data/Analytics integrations (add specific detail in 'Other' below), Data Analytics and Visualisation (pivoting, charts, graphs), NetSuite Connect offers ODBC, JDBC and ADO.NET drivers that enable connectivity to variety of compatible applications, including Microsoft, Excel, BIRST, Adaptive and many other compatible applications

Inventory/Warehouse
Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Receiving/putaway, FIFO/Aged Stock, Lot/Serial/Bin/Batch Traceability, Kits/Assemblies, Lot/Serial/Bin tracking, Cycle counting, Mobility

CRM/Sales
Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Campaign Mgmt, Marketing automation, Mobile sales (browser/tablet order/re-order), Sales Automation, Case Mgmt, Customer/Partner Portal, Incentive Compensation Mgmt, Partner Relationship Mgmt

Other features/modules
Document Mgmt, Human Capital Mgmt, Professional Services Automation

Pronto Xi 780

PRONTO SOFTWARE

Pronto Xi ERP and analytics software synchronises all business processes – delivering information to fuel collaboration and direction to strengthen compliance. Instead of one size fits all, Pronto Xi is designed to be adaptable to your business structure and processes. Our ERP software is modular and therefore scalable – with on-premises and cloud hosted deployment options. Starting with core, build your ideal business management solution by then adding any competencies that make sense for your business. With built-in business intelligence, Pronto Xi enables data to be visualised, analysed and shared with ease – enabling insights for more strategic decisions.

A/NZ INSTALLED SITES

1,150

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$5m-A$250m

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)

$200+

Multi-national/company coverage

Multi-lingual, Multi-currency, Multi-company, Supports international tax requirements

Key reference sites

PETstock, Greyhound Australia, Sojitz, Wagners, Total Tools, St Barbara, Hirotec, Morco Fresh, Haymes Paint, Leica Camera Australia and OfficeMax

Industry focus

Construction, Distribution, E-commerce, Engineering, Field service, FMCG, Food & Beverage, Manufacturing, Mining & Resources, Retailing, Trade Services, General business accounting and Wholesale Distribution

Hosting, architecture and licensing

Hosting options

On client premises, and dedicated infrastructure in the vendor's cloud environment

User access

Desktop screens are browser-enabled, selected screens have been redesigned for browser use (sales, mobile workers etc), via a desktop application (client/server)

Licensing options (i.e. licensing is based upon)

Up front licence fee, Up front licence fee but spread across contractual term, Ongoing software maintenance fees as % of licence cost, Per concurrent user, per month, Perpetual licence with monthly hosting

Modules and functionality

Financials

G/L, AR/AP, P&L, Balance Sheet, Cost Centre/Profit Centre/Profitability Analysis, Procurement (Requisitions, PO, SCM updates), Project Acctg, Inventory Acctg, Services Acctg (Jobs, Timesheet, Billing), Tax Mgmt, Asset Mgmt (Acquire, dispose, depreciate), Employee Travel & Expense Mgmt, Payroll Mgmt, Treasury & Cash Mgmt, Landed Cost/Forex Mgmt, Revenue Recognition Mgmt, Consolidations, Fixed assets

Manufacturing

Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Process manufacturing, Production scheduling, Shop Floor Planning, Scheduling, Control, Sales & Ops Planning & Forecasting, capacity planning, lean

Distribution, Shipping and Fulfilment

Basic (delivery status, invoice on dispatch), Route planning, Returns/Warranties/Repairs, Proof of Delivery mobile app

E-commerce

Integrated web store and CMS, Product images and meta-data, Sales/inventory integration, Reverse logistics, Customer ordering portal (PO upload), Amazon/eBay/Trademe marketplace APIs, Woven agency Digital Commerce

Planning/Forecasting/Analytics

Budget vs Actual, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, IBM Cognos Analytics for advanced BI

Inventory/Warehouse

Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Receiving/putaway, FIFO/Aged Stock, Lot/Serial/Bin/Batch Traceability, EDI, RF and Scanpack

CRM/Sales

Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Campaign management, Marketing automation, Mobile sales (browser/tablet order/re-order)

Other features/modules

Retail POS (terminal), Mobile POS, Resource scheduling

Contact details

A/NZ Vendor contacts

Pronto Software
+61 3 9887 7770
info@pronto.net
www.pronto.net

A/NZ Partner contacts

Velocity Global
Chris Morris, CEO
NZ: +64 9 358 4445
chris.morris@velocityglobal.co.nz
www.velocityglobal.co.nz

Sage 300cloud

A single fully integrated ERP solution to serve all your business needs. Available as a cloud-based or on-premise installation, mobile-friendly with access from any mobile device or tablet. Flexible, scalable, multi-language and multi-currency management solution, highly configurable, with intuitive user interface supported by responsive help tools to make learning quick and easy. API integrations to any 3rd party system.

A/NZ INSTALLED SITES

1500+

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$1m-A$50m

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)
Price upon enquiry

* Estimate for indicative purposes

Multi-national/company coverage
Multi-lingual, Multi-currency, Multi-company

Key reference sites
Australian Grand Prix Corporation, Dixon Advisory, Sirromet Wines, WaiveStar

Industry focus
Agriculture/Fisheries, Distribution, Engineering, Financial Services, Food & Beverage, Healthcare, Hospitality/Tourism, Information Technology, Manufacturing, Retailing, Trade Services, Telecommunications/Utilities, Wholesaling

Hosting, architecture and licensing

Hosting options
On client premises, or in any data centre of choice (Cloud)

User access
All screens are accessible via browser (100% cloud-based SaaS), or via a desktop application (client/server), or via mobile application (iOS, Android)

Licensing options (i.e. licensing is based upon)
Up front licence fee, Ongoing software maintenance fees as % of licence cost, Per concurrent user, per month

Modules and functionality

Financials
G/L, AR/AP, P&L, Balance sheet, Cost centre/profit centre, Procurement (requisitions, PO), Project Acctg, Inventory Acctg, Services Acctg (jobs, timesheet, billing), Asset Mgmt (Acquire, dispose, depreciate), Project and Job Costing, Revenue recognition, Consolidation, Audit, Tax, Fixed Assets

Manufacturing
Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Complex (BOMs, Assemblies, Configuration)

Distribution, Shipping and Fulfilment
Basic (delivery status, invoice on dispatch), Supplier Mgmt, Product Mgmt, Price & Discount Mgmt, Purchasing Workflow

E-commerce
Integrated web store and CMS

Planning/Forecasting/Analytics
Budget vs Actual, Drilldown from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Data Governance, Data Warehousing, Alerts and Notifications

Inventory/Warehouse
Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Demand Planning, Multi-location inventory Mgmt, Warehouse Mgmt

CRM/Sales
Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Campaign Mgmt, Marketing automation, Mobile sales (browser/tablet order/re-order)

Other features/modules
Document Mgmt, Retail Mgmt (POS, Mobility, Omni-channel experience, Hospitality, Loyalty)

Contact details

A/NZ Vendor contacts

Sage Software Australia
AU: 1800 222 040
NZ: 0800 904 409
www.sage.com/en-au/products/sage-300-cloud/

A/NZ Partner contacts

FUJIFILM MicroChannel
AU (NSW):
1300 440 444
info@microchannel.com.au
www.microchannel.com.au

NZ (AKL):
0800 024 833
info@microchannel.co.nz
www.microchannel.co.nz

www.sage.com/en-au/find-a-partner/

Sage Intacct

Sage Intacct is a born in the cloud Financial Management Platform designed to empower the office of the CFO. Perfectly suited for low-mid sized service-centric organisations, Sage Intacct is a true multi-dimensional, multi entity accounting solution with open APIs and marketplace of best of breed applications.

A/NZ INSTALLED SITES

200

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$1m-$100m

$ $*

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)
Per user pricing starts at $11 per month. Pricing is configurable depending on requirements. Contact Sage Intacct Australia.

* Estimate for indicative purposes

Contact details

A/NZ Vendor contacts

Sage Intacct Australia
AU: 1800 222 040
NZ: 0800 904 409
www.sage.com/en-au/
sage-business-cloud/intacct/

A/NZ Partner contacts

FUJIFILM
MicroChannel

FUJIFILM MicroChannel
AU (NSW):
1300 440 444
info@microchannel.com.au
www.microchannel.com.au

NZ (AKL):
0800 024 833
info@microchannel.co.nz
www.microchannel.co.nz

www.sage.com/en-au/
find-a-partner/

Multi-national/company coverage
Multi-currency, Multi-company, Multi-legislation

Key reference sites
UNICEF Australia, 360 Capital, Woman's Health West, Weston Aluminium, DFP Recruitment

Industry focus
Education, Financial Services, Healthcare, Hospitality/Tourism, Information Technology, Not for Profit, Wholesaling, Professional Services, Property Management, Scientific Research, Real Estate, Human Services

Hosting, architecture and licensing

Hosting options
Shared infrastructure in the cloud (SaaS), Hosted in Australia via AWS

User access
All screens are web-native, fully responsive on any device

Licensing options (i.e. licensing is based upon)
Per named user, per month, Specialised applications may be licensed separately

Modules and functionality

Financials
G/L, AR/AP, P&L, Balance Sheet, Cost Centre/Profit Centre/Profitability Analysis, Procurement (Requisitions, PO, SCM updates), Project Accounting, Inventory Accounting, Services Accounting (Jobs, Timesheet, Billing), Asset Management (Acquire, dispose, depreciate), Consolidations, Contract Mmgt, Time & Expense, Dynamic Allocations, Audit

Manufacturing
Manufacturing is supported via integration with several best-of-breed solutions, marketplace partners or open APIs

Distribution, Shipping and Fulfilment
Basic (delivery status, invoice on dispatch), Integrates with best of breed WMS, logistics and shipping solutions

E-commerce
API/Out-of-Box Integration with 3rd Party(s)

Planning/Forecasting/Analytics
Budget vs Actual, Drilldown to transaction from reports, Slice/dice reporting, KPI dashboard, Data/Analytics integrations, Integrates to a number of best of breed planning, forecasting and analytics solutions

Inventory/Warehouse
Available to order, Via marketplace partners and open APIs, integrates to a number of best of breed WMS solutions

CRM/Sales
Tightly integrated to Salesforce to manage customers, opportunity to case, quote to case, project to case and custom object management

Other features/modules
Grants Tracking and Billing

Sage X3

Sage X3 is changing how midsize, product-centric enterprises compete and grow, by delivering faster, more intuitive and flexible business management, at a fraction of the cost and complexity of typical enterprise ERP systems.

A/NZ INSTALLED SITES

100-200

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$5m-A$250m+

$ $ $ *

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)
Price upon enquiry

* Estimate for indicative purposes

Contact details

A/NZ Vendor contacts

Sage Business Management Solutions
AU: 1800 222 040
NZ: 0800 904 409
www.sage.com/en-au/
sage-business-cloud/sage-x3/

A/NZ Partner contacts

FUJIFILM MicroChannel

**FUJIFILM MicroChannel
AU (NSW):**
1300 440 444
info@microchannel.com.au
www.microchannel.com.au

NZ (AKL):
0800 024 833
info@microchannel.co.nz
www.microchannel.co.nz

www.sage.com/en-au/
find-a-partner/

Multi-national/company coverage
Multi-lingual, Multi-currency, Multi-company, Multi-legislation

Key reference sites
Baiada, Nandos, Oxworks, Guru Labels, Oceanfresh Seafoods, Avis Fleet Services, King Pie

Industry focus
Agriculture/Fisheries, Chemicals, Construction, Discrete Manufacturing, Distribution, Engineering, Financial Services, Food & Beverage, Healthcare, Hospitality/Tourism, Information Technology, Mining & Resources, Pharmaceuticals, Printing/Publishing, Retailing, Sports and Recreation, Telecommunications/Utilities, Wholesaling and Transportation

Hosting, architecture and licensing

Hosting options
Single Tenant Cloud in vendor's environment or in the client's chosen data center, or on client premises

User access
All screens are accessible via browser (100% cloud-based SaaS), or via a desktop application (client/server), or via mobile application (iOS, Android)

Licensing options (i.e. licensing is based upon)
Up front licence fee, Ongoing software maintenance fees as % of licence cost, Per concurrent user, per month

Modules and functionality

Financials
G/L, AR/AP, P&L, Balance sheet, Cost centre/profit centre, Procurement (Reqs, PO), Project Acctg, Inventory Acctg and Services Acctg (jobs, timesheet, billing), Project and Job Costing, Asset Mgmt (Acquire, dispose, depreciate), Revenue recognition, Consolidation, Audit, Tax, Fixed Assets

Manufacturing
Basic through to complex manufacturing, MRP (sales and inventory drive production and procurement), Configure-to-Order, Make-to-order, Make-to-stock, Process manufacturing, Quality Control, Demand planning, Mixed Mode Manufacturing, Recipe Mgmt, Forward and Backward Traceability, Project Mgmt, Shop Floor Tracking, Automated Data collection

Distribution, Shipping and Fulfilment
Basic (delivery status, invoice on dispatch), Supplier Mgmt, Product Mgmt, Price & Discount Mgmt, Inter-company and Inter-Site Mgmt, Advanced Purchasing Mgmt, Purchasing Workflow, Quality Mgmt, Shipping and Logistics and Supply Chain Traceability

E-commerce
Integrated web store and CMS, Reverse logistics, Customer ordering portal (PO upload)

Planning/Forecasting/Analytics
Budget vs Actual, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Data Governance, Data Warehousing, Alerts and Notifications

Inventory/Warehouse
Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Demand Planning, Warehouse Mgmt

CRM/Sales
Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Campaign Mgmt, Marketing automation, Mobile sales (browser/tablet order/re-order)

Other features/modules
Construction Mgmt (Estimating, Contract and Subcontract Mgmt, Project Schedule Mgmt, Treasury and Cash Flow Mgmt, Project Task Mgmt, Document Mgmt), Retail Mgmt (POS, Mobility, Omni-channel experience, Loyalty), Mobile apps, Mining Operations Mgmt, Enterprise Asset Mgmt

SAP Business ByDesign

SAP Business ByDesign is the premier SAP, cloud native fully featured ERP platform that fast growing, mid to large market businesses trust to run. The end to end business suite unifies all core functions bringing together powerful embedded analytics and best businesses processes fine-tuned using 40+ years of SAP experience.

A/NZ INSTALLED SITES

500-1,000

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$15m-A$250m

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)

$110-$200

Contact details

A/NZ Vendor contacts

SAP Australia
1800 287 727
SAP New Zealand
0800 300 727

A/NZ Partner contacts

FUJIFILM MicroChannel

FUJIFILM MicroChannel AU (NSW):
1300 440 444
info@microchannel.com.au
www.microchannel.com.au

NZ (AKL):
0800 024 833
info@microchannel.co.nz
www.microchannel.co.nz

Multi-national/company coverage
Multi-lingual, Multi-currency, Multi-company

Key reference sites
Makinex, Stork Australia, Adventist Aged Care, Deague Group, Martinus Rail, QBiotics, Cantel Australia, The Good Group, Apollo Care, Visentia New Zealand

Industry focus
Agriculture/Fisheries, Construction, Discrete Manufacturing, Distribution, Education, Entertainment, Financial Services, FMCG, Food & Beverage, Healthcare, Hospitality/Tourism, Information Technology, Local/Central Government, Manufacturing, Media/Marketing/Comms, Mining & Resources, Primary Industry, Professional services, Not for Profit, Printing/Publishing, Retailing, Sports and Recreation, Trade Services, Telecommunications/Utilities, Transportation/Freight and Wholesaling

Hosting, architecture and licensing

Hosting options
Shared infrastructure in the cloud (SaaS), Native cloud application. Data hosted within AU

User access
All screens are web-native, fully responsive on any device, Desktop screens are browser-enabled, Selected screens have been redesigned for browser use (sales, mobile workers etc), Via mobile application (iOS, Android)

Licensing options (i.e. licensing is based upon)
Subscription only, flexible quarterly or annual billing model, per named user

Modules and functionality

Financials
G/L, AR/AP, P&L, Balance Sheet, Cost Centre/Profit Centre/Profitability Analysis, Procurement (Requisitions, PO, SCM updates), Project Acctg, Inventory Acctg, Services Acctg (Jobs, Timesheet, Billing), Tax Mgmt, Asset Mgmt (Acquire, dispose, depreciate), Treasury & Cash Mgmt

Manufacturing
Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Production scheduling, Complex (BOMs, Assemblies, Kitting, Configuration), Shop Floor Planning, Scheduling, Control, Quality Control, Sales & Ops Planning & Forecasting, By-Product/Scrap Management

Distribution, Shipping and Fulfilment
Basic (delivery status, invoice on dispatch), Integration with freight carriers/tracking, Returns/Warranties/Repairs

E-commerce
Product images and meta-data, Sales/inventory integration, API/Out-of-Box Integration with 3rd Party(s)

Planning/Forecasting/Analytics
Budget vs Actual, Drilldown to transaction from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Demand Planning

Inventory/Warehouse
Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Receiving/putaway, FIFO/Aged Stock, Lot/Serial/Bin/Batch Traceability

CRM/Sales
Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Marketing automation, Mobile sales (browser/tablet order/re-order), Lead, Opp and customer

Other features/modules
Project Mgmt (integration with HR, external service providers, resource availability, project service orders) – refer detail here.

SAP Business One v10.0

SAP Business One is an affordable and scalable solution designed to drive profitability for SME business. SAP Business One brings together a single view of every critical business function across financial management, warehousing , purchasing, inventory, manufacturing, banking, sales, and CRM. This means organisations gain real-time visibility across all operations, and the ability to understand and respond to changes in your business as they happen through the built-in analytics functionality.

A/NZ INSTALLED SITES

1,000+

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$5m-A$250m

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)

$100-$150

Contact details

A/NZ Vendor contacts

SAP Australia
1800 287 727

SAP New Zealand
0800 300 727

A/NZ Partner contacts

FUJIFILM
MicroChannel

FUJIFILM MicroChannel
AU (NSW):
1300 440 444
info@microchannel.com.au
www.microchannel.com.au

NZ (AKL):
0800 024 833
info@microchannel.co.nz
www.microchannel.co.nz

Multi-national/company coverage
Multi-lingual, Multi-currency, Multi-company

Key reference sites
Allianz Global Assist, Aqueo, ICC Cricket World Cup, EQC, Procal Dairies, Beston Global Foods, Nature One Dairy, Metro Parking, XTM Clothing, Outdoor Education, Evans & Partners

Industry focus
Agriculture/Fisheries, Automotive, Construction, Dairy, Distribution, Education, Engineering, Entertainment, Financial Services, FMCG, Food & Beverage, Healthcare, Information Technology, Local/Central Government, Manufacturing, Media/Marketing/Comms, Mining & Resources, Primary Industry, Not for Profit, Retailing, Sports and Recreation, Trade Services, Telecommunications/Utilities, Transportation/Freight and Wholesaling

Hosting, architecture and licensing

Hosting options
On client premises, Dedicated infrastructure in the client's chosen cloud environment, Dedicated infrastructure in the vendor's cloud environment, or in any data centre of choice (Cloud) User access All screens are accessible via browser (100% cloud-based SaaS)

User access
Desktop screens are browser-enabled, Selected screens have been redesigned for browser use (sales, mobile workers etc), Via a desktop application (client/server), Via mobile application (iOS, Android)

Licensing options (i.e. licensing is based upon)
Up front licence fee, subscription-based licence fee, or SaaS pricing models available. Ongoing software maintenance fees charged as % of licence cost, per named user, per month, fixed contract term, $125-175 (Cloud)

Modules and functionality

Financials
G/L, AR/AP, P&L, Balance Sheet, Cost Centre/Profit Centre/Profitability Analysis, Procurement (Requisitions, PO, SCM updates), Project Acctg, Inventory Acctg, Services Acctg (Jobs, Timesheet, Billing), Tax Mgmt, Asset Mgmt (Acquire, dispose, depreciate), Treasury & Cash Mgmt, Landed Cost/Forex Mgmt, Consolidations

Manufacturing
Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Process manufacturing, Production scheduling, Complex (BOMs, Assemblies, Kitting, Configuration), Quality Control, Sales & Ops Planning & Forecasting, By-Product/Scrap Mgmt, Co-Product/By-Product/Scrap Mgmt

Distribution, Shipping and Fulfilment
Basic (delivery status, invoice on dispatch), Route planning, Transport optimisation, Integration with freight carriers/tracking, Returns/Warranties/Repairs

E-commerce
Product images and meta-data, Sales/inventory integration, Reverse logistics, API/Out-of-Box Integration with 3rd Party(s), Amazon/eBay/Trademe marketplace APIs, Out of box integration with several third party e-commerce products

Planning/Forecasting/Analytics
Budget vs Actual, Drilldown to transaction from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Demand Planning, SAP HANA in-memory analytics

Inventory/Warehouse
Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Receiving/putaway, FIFO/Aged Stock, Lot/Serial/Bin/Batch Traceability

CRM/Sales
Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Campaign Mgmt, Mobile sales (browser/tablet order/re-order), Lead Mgmt, sales and marketing reporting

Other features/modules
SAP Business One offers pre-configured industry solutions to accelerate implementation timelines

03/2025

SAP S/4HANA

S/4HANA is SAP's intelligent, integrated ERP suite that runs on SAP's advanced in-memory database, SAP HANA. In the cloud, as-a-Service or on-premise, it provides a scalable digital platform to achieve your strategic goals and delivers value to all lines of business – no matter your industry or size. It offers a personalised, consumer-grade user experience with SAP Fiori and embedded AI will help you make confident decisions, automate repetitive tasks and deliver human experiences.

A/NZ INSTALLED SITES

50-100

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$100m-A$250m+

$ $ $ $ *

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)
Pricing for this product is not made public

* Estimate for indicative purposes

Contact details

A/NZ Vendor contacts
SAP Australia
1800 287 727
SAP New Zealand
0800 300 727

A/NZ Partner contacts

FUJIFILM MicroChannel
AU (NSW):
1300 440 444
info@microchannel.com.au
www.microchannel.com.au

NZ (AKL):
0800 024 833
info@microchannel.co.nz
www.microchannel.co.nz

Bonfire
info@thebonfire.team
www.thebonfire.team

DXC Oxygen
dxc.technology/au/oxygen
dxc.technology/nz/oxygen

Realtech Limited
0800 REALTECH
info@realtech.co.nz
www.realtech.co.nz

Accenture
info@zag.team
www.accenture.com

Multi-national/company coverage
Multi-lingual, Multi-currency, Multi-company

Key reference sites
Ballance, Hydro Tasmania, Rayonier, Powerco, Oil Search, TasNetworks, Bulla Foods, Burra Foods, Fox Symes, iCare, Varidian Glass NZ

Industry focus
S/4HANA covers all 25 major industry verticals. This includes all verticals within Consumer Industries, Discrete Manufacturing, Energy & Natural Resources, Public Services and all Service industries

Hosting, architecture and licensing

Hosting options
On client premises, Dedicated infrastructure in the client's chosen cloud environment, Dedicated infrastructure in the vendor's cloud environment, Shared infrastructure in the cloud (full SaaS option delivered via S/4HANA Public Cloud)

User access
All screens are web-native, fully responsive on any device, Via a desktop application (client/server), Via mobile application (iOS, Android)

Licensing options (i.e. licensing is based upon)
Up front licence fee, Up front licence fee but spread across contractual term, Ongoing software maintenance fees as % of licence cost, Per named user, per month

Modules and functionality

Financials
All standard finance modules, plus Governance, Risk, and Compliance, Financial Planning and Analysis, Accounting and Finance Close, Treasury Mgmt, Receivables Mgmt, Invoice Mgmt, Close Mgmt, Cost Mgmt. and Profitability Analysis, Billing and Revenue Innovation Mgmt. (BRIM)

Manufacturing
All standard manufacturing functions, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Complex (BOMs, Assemblies, Configuration), Responsive Manufacturing, Production Operations, Production Orchestration and Execution, Quality Mgmt

Distribution, Shipping and Fulfilment
Basic (delivery status, invoice on dispatch), Route planning, Transport optimisation, Sales and Distribution planning and execution

E-commerce
Integrated web store and CMS, Product images and meta-data, Sales/inventory integration, Reverse logistics, Customer ordering portal (PO upload), Marketing Cloud, Commerce Cloud, Sales Cloud and Experience Mgmt

Planning/Forecasting/Analytics
Budget vs Actual, Drilldown to transaction from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Demand Planning, Data/Analytics integrations, SAP Analytics Cloud &/or Business Objects, Integrated Business Planning, Production Planning, real-time analytics, dashboarding, predictive analytics, geo spatial analysis

Inventory/Warehouse
Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Receiving/putaway, FIFO/Aged Stock, Lot/Serial/Bin/Batch Traceability, Extended Warehouse Mgmt

CRM/Sales
Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Campaign Mgmt, Marketing automation, Mobile sales (browser/tablet order/re-order), Contract Mgmt, Sales Planning and Performance Mgmt. (ICM), Cloud for Sales, sales and marketing reporting

Other features/modules
Core HR & Payroll, Asset Mgmt, Sourcing and Procurement, Supply Chain Mgmt, Customer Services, Service Mgmt, Service Agreements, H&S and Environmental Compliance, R&D and Engineering, Success Factors HCM, Human Experience Management (HXM)

SYSPRO 8

SYSPRO 8 is a leading global Enterprise Resource Planning (ERP) software company, providing industry-built solutions for Manufacturing and Distribution companies. Designed to solve today's industry challenges whilst securing a digital future, SYSPRO 8 provides customers with real-time insights across the entire organisation for better decision-making, to deliver quality products and services, improve finances and customer satisfaction, all whilst streamlining operations and optimising the shop-floor. SYSPRO 8 is scalable and can be deployed in the Cloud, on-premise, or both, and accessed via the web on any device.

A/NZ INSTALLED SITES

200-500

APPROPRIATE FOR BUSINESSES OF SIZE ($A TURNOVER)

A$5-A$250m+

LICENCE COSTS (INDICATIVE $AUD/USR/MTH)

$100-$150

Contact details

A/NZ Vendor contacts

SYSPRO Software Pty Ltd
+61 2 9870 5555
info@syspro.com
au.syspro.com

A/NZ Partner contacts
au.syspro.com/erp-partners/syspro-partners

Multi-national/company coverage

Multi-lingual, Multi-currency, Multi-company

Key reference sites

AF Gason, Aluminium Industries, AusSteel, B&R Enclosures, Health Farm Fine Foods, Invenco Group, Juice & Co., Langs Building Supplies, Nelson Irrigation, Pacific Helmets NZ, Perfect Potion, Rae-Line, Rode Microphones, Sabco, Tyree Industries

Industry focus

Agriculture/Fisheries, Construction, Distribution, Engineering, FMCG, Food & Beverage, Healthcare, Manufacturing, Printing/Publishing, Retailing, Transportation/Freight, Wholesaling, General business accounting

Hosting, architecture and licensing

Hosting options

On client premises, Dedicated infrastructure in the client's chosen cloud environment, Dedicated infrastructure in the vendor's cloud environment

User access

All screens are web-native, fully responsive on any device, Selected screens have been redesigned for browser use (sales, mobile workers etc), Via a desktop application (client/server), Via mobile application (iOS, Android)

Licensing options (i.e. licensing is based upon)

Up front licence fee, Up front licence fee but spread across contractual term, Ongoing software maintenance fees as % of licence cost, Per concurrent user or named user, per month, Fixed contract term

Modules and functionality

Financials

G/L, AR/AP, P&L, Balance Sheet, Cost Centre/Profit Centre/Profitability Analysis, Procurement (Requisitions, PO, SCM updates), Project Acctg, Inventory Acctg, Services Acctg (Jobs, Timesheet, Billing), Tax Mgmt, Asset Mgmt (Acquire, dispose, depreciate), Employee Travel & Expense Mgmt, Treasury & Cash Mgmt, Landed Cost/Forex Mgmt, Revenue Recognition Mgmt, Consolidations, Advanced Time and Attendance, Subscription Billing, Financial Planning & Analysis, Financial Reporting & Analytics Global Acctg & Consolidation

Manufacturing

Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Process manufacturing, Production scheduling, Complex (BOMs, Assemblies, Kitting, Configuration), Shop Floor Planning, Scheduling, Control, Jobbing, Quality Control, Sales & Ops Planning & Forecasting, By-Product/Scrap Mgmt, Traceability, Shop Floor Control

Distribution, Shipping and Fulfilment

Basic (delivery status, invoice on dispatch), Route planning, Integration with freight carriers/tracking, Returns/Warranties/Repairs

E-commerce

Integrated web store and CMS, Product images and meta-data, Sales/inventory integration, Reverse logistics, Customer ordering portal (PO upload), API/Out-of-Box Integration with 3rd Party(s), E-Invoicing (PEPPOL/Oth)

Planning/Forecasting/Analytics

Budget vs Actual, Drilldown to transaction from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Demand Planning, Data/Analytics integrations Built In

Inventory/Warehouse

Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Receiving/putaway, FIFO/Aged Stock, Lot/Serial/Bin/Batch Traceability

CRM/Sales

Customer activity/notes/e-mail integration, Single customer view (contacts, orders, sales, credit), Campaign Mgmt, Marketing automation, Mobile sales (browser/tablet order/re-order)

Other features/modules

Plant maintenance, Payroll integration, AI/ML/IIoT, Manufacturing Operations Management (MOM), Built-in Workflow

ERP Partners 2025-26

Accenture

Global consulting firm Accenture bolstered its SAP practise with the acquisition of SAP specialist Zag in 2020, adding more than 90 customers across A/NZ and providing SAP, Cloud and Spatial solutions, support and consulting. Established in 1996, Zag claimed more SAP ERP projects than anyone else in NZ and the most S/4HANA projects in A/NZ. Zag built Asia Pacific's first certified SAP Partner Centre of Expertise for SAP Support Services, is an SAP Gold Partner and holds extended partnerships with AWS, Microsoft and Google for the deployment of SAP on their IaaS platforms. Mobile SAP asset management product BlueWorx is sold globally through partners.

Vendor, Product name & version(s)
SAP S/4HANA

Partner classifications and recent awards
SAP Gold Partner and Value-Added Reseller. Neptune Software Gold Partner & AWS Advanced Tier Partner.
SAP RISE Award winner 2024: winner of SAP's 'Best Run' customer awards (Zespri, Telstra, Powerco)

Typical businesses size you work with ($A turnover)
A$100m-A$250m+

Key reference sites
Ballance Agri-Nutrients, Daiken, Department of Conservation, Hydro Tasmania, NZ Defence Force, Rayonier Matariki Forests, Chorus, Auckland Council, Powerco, Zespri, Telstra

Industry focus
Agriculture/Fisheries, Financial Services, Local/Central Government, Manufacturing, Mining & Resources, Primary Industry, Retailing, Telecommunications/Utilities, General business accounting, Consumer Products, High Tech

Added value services, ISV tools or ERP-related products
Cloud/IaaS Deployment, Platform & Managed Services, Basis, SAP Support, ESRI and Spatial, Integration, Development & Configuration, Solution Architecture, Testing, Data & Analytics, SAP eCommerce/CX, SAP HCM, Payroll and SuccessFactors, Project Management, Enterprise Mobility, BlueWorx mobile asset management

Number of employees in A/NZ
100-250

Number of employees globally
800,000 Accenture global employees

Contact details
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Bonfire

PARTNER

The Bonfire team has a deep history providing SAP Solutions to NZ organisations. The three directors Cam Millar, Glenda Godfrey and Nick Mulcahy bring with them an impressive resume and collective experience of over 75 years. Bonfire specialises in providing end-to-end SAP services, including implementation, customisation, integration, and ongoing support. Aiming to become the leaders in SAP Business AI.

Vendor, Product name & version(s)
SAP S/4HANA

Partner classifications and recent awards
SAP Partner

Typical businesses size you work with ($A turnover)
A$5m-A$250m+

Key reference sites
Rayonier, Zespri, Ballance Agri-Nutrients

Industry focus
Agriculture/Fisheries, Information Technology, Local/Central Government, Manufacturing, Mining & Resources, Telecommunications/Utilities, Transportation/Freight, Wholesaling

Added value services, ISV tools or ERP-related products
End to end SAP implementation, integration, customisation and support

Number of employees in A/NZ
1-20

Contact details

Bonfire
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www.thebonfire.team

CloudZone One Ltd

PARTNER

The CloudZone One team have more than 30 years' experience, delivering business applications to growing companies. Our founders have worked for NetSuite directly and have been involved within many of the most successful NetSuite clients worldwide. The CloudZone One team are based in Australia & New Zealand. Our unique approach to NetSuite deployments has seen us deliver complex solutions fast and standard solutions even faster.

Vendor, Product name & version(s)
NetSuite

Partner classifications and recent awards
NetSuite Solution Provider

Typical businesses size you work with ($A turnover)
A$5m-A$250m

Key reference sites
Active Safety Ltd, Dictation Distributors Ltd, Bobux, Hauland Imports

Industry focus
Distribution, Food & Beverage, Information Technology, Manufacturing, Not for Profit, Retailing, Trade Services, Transportation/Freight, Wholesaling

Added value services, ISV tools or ERP-related products
CloudScan One AP Automation Tool

Number of employees in A/NZ	**Number of employees globally**
1-20	N/A

Contact details

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DXC Technology

DXC Technology helps the world's most innovative organisations flourish in this era of AI, delivering the services and solutions that customers depend on. Our engineering, consulting and technology experts help organisations unlock AI's full potential, manage their most critical workloads with operational excellence, and put security at the forefront. Our focus is always on collaborative innovation. DXC's deep industry expertise is strengthened when combined with applications from our global ecosystem of partners, including SAP, Oracle, Microsoft and 200 other industry-leading partners.

Vendor, Product name & version(s)
SAP S/4 HANA: full offering. Microsoft Dynamics 365: CE, Sales, Supply Chain, Finance, Power Platform, Oracle Fusion Cloud Applications, Oracle Cloud Infrastructure, JD Edwards, PeopleSoft

Partner classifications and recent awards
SAP Global Partner, Microsoft Dynamics Inner Circle, Modern Oracle Partner Network

Typical businesses size you work with ($A turnover)
A$1m-A$250m+

Key reference sites
Whitehaven Coal, JollyBee, Essity, Tauranga City Council, Jemena, Frucor Suntory, TasNetworks, Tourism New Zealand, Christchurch City Council, Guam Waterworks

Industry focus
DXC's 5 core industries globally are: Public Sector, Financial Services, Automotive & Manufacturing, Healthcare & Life Sciences, Airlines. In A/NZ we cater to the full range of industries listed

Added value services, ISV tools or ERP-related products
DXC Citizen Engagement Accelerator for SAP, DXC Intelligent Asset Control for SAP, DXC Mobile & Geospacial Solution for SAP, DXC Mobile Inventory Management Solution for SAP, DXC Maintenance & Reliability Intelligence for SAP, DXC industry solutions for Microsoft Dynamics available for Retail, Public Sector, Justice & Case Management, Aged Care, Ports, Justice, Education, DXC industry solutions for Oracle available for Beverages, Education (University), Asset Management, State Government, Public Sector, DXC Insights for Oracle

Contact details
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Number of employees in A/NZ
4,000+ ANZ Employees

Number of employees globally
DXC Technology is a global organisation with offices across the world: 130,000 skilled talented people, across 60+ countries; 50,000 engineers and specialised consultants; 3,000 global security experts

EMDA

As an Infor Gold Channel Partner, EMDA specialises in Infor CloudSuite technology for clients throughout Australia and New Zealand. The Infor Cloud is built on Amazon Web Services (AWS), the world's best Cloud infrastructure, network services and application designs – giving you the reliability, security and scalability you need to entrust your organisation to Cloud-based software. Infor CloudSuites provide the technology backbone you need to accelerate your organisation's growth into the future.

Vendor, Product name & version(s)
Infor CloudSuite Industrial (Syteline) and Infor CloudSuite Enterprise (LN)

Partner classifications and recent awards
Infor Gold Channel Partner

Typical businesses size you work with ($A turnover)
A$5m-A$250m+

Key reference sites
AW Fraser, Cubro, C-Tech, Damar, Enatel, Harrison Bloy Plumbing, Hallmark, Kattsafe, MHM Automation, Navico, Spanbild, Pacific Aerospace, Rinnai, Tui Products, Uvex, Wedgelock

Industry focus:
Aerospace and Defence, Automotive, Discrete Manufacturing, Distribution, Engineering, Food & Beverage, High Tech Manufacturing, Industrial Machinery and Equipment, Manufacturing, Printing/Publishing, Transportation/Freight and Wholesaling

Added value services, ISV tools or ERP-related products
EMDA offers offer a range of Infor Edge modules to suit different needs, as well as its own specialist enhancements, including Birst, AI, Factory Track, CPQ and CPQ

Contact details
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Number of employees in A/NZ
20-50

Number of employees globally
20-50

FUJIFILM MicroChannel

PARTNER

FUJIFILM MicroChannel assists organisations in selecting and implementing ERP and business applications from leading brands such as Microsoft, SAP, Sage, MYOB, Infor SunSystems Cloud plus many ancillary industry solutions.

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Vendor, Product name & version(s)
Microsoft Dynamics 365 Finance & Operations (AX), Microsoft Dynamics 365 Business Central (NAV), Microsoft Dynamics GP, SAP Business One, SAP Business ByDesign, SAP S/4HANA Cloud Public Edition, Sage Intacct, Sage X3, Sage 300, MYOB Acumatica

Partner classifications and recent awards
Microsoft: Solutions Partner for Business Applications & Modern Work, Specialisations: Small and Midsize Business Management, Multiple Gold Certifications across cloud, office, device and enterprise application.
SAP: Gold Partner, ANZ SAP Business One Partner of the Year x 11 (2013 onwards), Boyum IT Solutions Partner of the Year APJ. **Sage:** Platinum Partner, 2024 Sage Intacct ANZ Partner of the Year, 2024 Sage Customer Excellence Partner of the Year. **MYOB Acumatica:** Business Partner

Typical businesses size you work with ($A turnover)
A$15m-A$50m

Key reference sites
Parrotdog Brewing, La Marzocco, Beacon Lighting, Carman, Segafredo Zanetti, 360 Capital, Tip Top Meats, Food & Dairy Co., Oriental Merchant

Industry focus
Manufacturing, Wholesale Distribution/Supply Chain, Financial Services, Professional Services, Retail, Education, SaaS

Added value services, ISV tools or ERP-related products
Solver Extended Financial Planning and Analysis (xFP&A) (reporting, planning, analytics). SAP Business by Design – Project Management specialty.

Number of employees in A/NZ	**Number of employees globally**
200+	280+

Fusion5

PARTNER

Fusion5 helps transform businesses by providing a full spectrum of digital solutions and services. From consultation and advisory, through to business applications, as well as full system integration and IT Managed Services, we empower organisations to go beyond just technology, to achieve their people, environmental, and business goals.

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Vendor, Product name & version(s)
Oracle NetSuite, Microsoft Dynamics 365 Finance & Supply Chain Management, Microsoft Dynamics 365 Business Central, Oracle JD Edwards

Partner classifications and recent awards
Microsoft: ANZ Partner of the Year 2024, Microsoft Inner Circle Member, Microsoft Solutions Partner Designation (all 6 Areas). **Oracle NetSuite:** A/NZ Solution Provider of the Year 2024. **Workday:** Adaptive Planning Partner Innovation Award 2025

Typical businesses size you work with ($A turnover)
A$5m-A$250m+

Key reference sites
Blunt Umbrellas, Orion Health, Ecostore, Freightways, Auckland Airport, Z Energy, Northpower, Toyota NZ, Spectrum Care, Marisco Vineyards

Industry focus:
Agriculture/Fisheries, Distribution, Education, Engineering, Entertainment, Financial Services, FMCG, Food & Beverage, Healthcare, Hospitality/Tourism, Information Technology, Local/Central Government, Manufacturing, Media/Marketing/Comms, Primary Industry, Not for Profit, Printing/Publishing, Retailing, Sports and Recreation, Trade Services, Telecommunications/Utilities, Transportation/Freight, Wholesaling

Added value services, ISV tools or ERP-related products
Workday Adaptive Planning, IBM Planning Analytics, Blackline, Integration Services, Organisational Change Management, Cyber Security, Cloud Infrastructure, services and migrations, Data Management, Testing, Project Management and Governance.

Number of employees in A/NZ	**Number of employees globally**
850+	850+ Australia, New Zealand, and the UK

Kilimanjaro Consulting

PARTNER

Kilimanjaro Consulting is the largest and most experienced implementation partner of MYOB's Enterprise systems in Australia and New Zealand. We help improve efficiency in larger, more complex organisations through the clever use of proven and innovative technology. We offer implementation, support, consulting, customisation, integration, business process improvement, and training services for MYOB Acumatica (formerly MYOB Advanced) and MYOB Exo.

Kilimanjaro Consulting
An Enprise Group Company

Contact details

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Vendor, Product name & version(s)
MYOB Acumatica, MYOB Acumatica Construction, MYOB Acumatica Manufacturing, MYOB Acumatica Payroll, MYOB Acumatica Workforce Management, MYOB Exo Business, MYOB Employer Services

Partner classifications and recent awards
MYOB Diamond Partner. **2024 Awards:** Winner – MYOB Partner of the Year 2023, Winner – MYOB Consultant of the Year 2023: Beverley McCabe, Winner - Velixo ANZ Partner of the Year 2024, Finalist – MYOB Excellence in Marketing 2023, Finalist – MYOB Salesperson of the Year 202: Sean Eichholz, Finalist – MYOB Excellence in Customer Experience 2023, Finalist – MYOB Excellence in Business Development 2023, Retained MYOB Diamond Partner Status, Platinum Partner MYOB Advanced, Platinum Partner MYOB Exo

Typical businesses size you work with ($A turnover)
A$5m-A$250m+

Key reference sites
Go Insurance, Revelop, MSP Photography, The Jojoba Company, MYOB Enterprise

Industry focus
Agriculture/Fisheries, Construction, Distribution, Education, Engineering, Entertainment, Financial Services, FMCG, Food & Beverage, Healthcare, Hospitality/Tourism, Information Technology, Local/Central Government, Manufacturing, Media/Marketing/Comms, Mining & Resources, Primary Industry, Not for Profit, Printing/Publishing, Retailing, Sports and Recreation, Trade Services, Telecommunications/Utilities, Transportation/Freight, Wholesaling

Added value services, ISV tools or ERP-related products
Integration and Custom Development, Business Process Improvement, Solution Training, MYOB Add-on Solutions: ezyCollect, Netstock, Phocas, Prospend, Dataline Group , TimeTrak, Velixo, InfoMate, More Manufacturing, BI4Cloud, TIG Freight, Blue Echidna, More MX, Opmetrix, CV ecommerce, Lucy, eveXso, cashD

Number of employees in A/NZ
120

Number of employees globally
We operate across Australia and New Zealand

Ndevr

PARTNER

For over 25 years Ndevr has been delivering outstanding ERP consulting, Managed Service and Support solutions for customers across the Oracle JD Edwards community, and are now providing NetSuite and MYOB Acumatica Licenses, Services & Support. We apply deep industry experience, sound advice and hands-on support to ensure your systems deliver the results you expect. An accredited Oracle JD Edwards, Oracle NetSuite and MYOB Acumatica partner, employing Australia's largest and most experienced team of JD Edwards consulting experts

Contact details

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Perth; New Zealand
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Consulting capability covers all of Australia, and New Zealand including regional areas
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Vendor, Product name & version(s)
Oracle JD Edwards, MYOB Acumatica, Oracle Cloud, Oracle NetSuite

Partner classifications and recent awards
Oracle NetSuite Rising Star 2022, Oracle Partner

Typical businesses size you work with ($A turnover)
A$5m-A$500m+

Key reference sites
Oracle JD Edwards: Oracle, Indara, Brownes Dairy, Kraft Heinz, Conga Foods, Vicinity Centres, Ingenia, Cabrini, Downer, Fletcher Building, PACCAR. **Oracle NetSuite:** Found-Space. **MYOB Acumatica:** Monza Australia, Dash Group.
MYOB Greentree: The Florey Institute of Neuroscience and mental Health, Melbourne Institute of Technology, AST Services, Content Security

Industry focus
Agriculture/Fisheries, Construction, Distribution, Education, Engineering, Financial Services, FMCG, Food & Beverage, Healthcare, Local/Central Government, Manufacturing, Mining & Resources, Primary Industry, Printing/Publishing, Retailing, Trade Services, Telecommunications/Utilities, Transportation/Freight, Wholesaling, Real Estate and Facilities Management

Added value services, ISV tools or ERP-related products
ReportsNow: Ndevr is the largest accredited and recommended reseller for ReportsNow in the A/NZ region. ReportsNow simplifies creation of reports and dashboards in Oracle JDE. **QlikSense:** QlikSense is part of the Greentree ERP suite and delivers true operational intelligence to all users. **Board:** S&OP and FP&A tools for JD Edwards and NetSuite. **AtomIQ:** out of the box mobile applications for JD Edwards and NetSuite – including PO Approval. **ScanMan:** AP Automation for JD Edwards, the only Oracle Validated AP Automation solution.

Number of employees in A/NZ
40

Primacc Systems Limited

PARTNER

Primacc, a specialist ERP & Payroll consulting firm, has been delivering practical business solutions for 25 years. Our vision is to create an amazing customer experience and be integral to our clients' success. We follow a proven methodology, ensuring on-time, on-budget project completion. Our dedicated consultants provide end-to-end support, from sales to go-live and beyond. Recognised with industry awards, Primacc is committed to proactive, personalised service and long-term client success.

Vendor, Product name & version(s)
MYOB Acumatica, MYOB Greentree, Workbench

Partner classifications and recent awards
2022 - Westpac Excellence in Customer Service Delivery - Winner, 2021 - MYOB Excellence in Customer Experience Winner (Australia and NZ) - Winner, 2020 - MYOB Excellence in Customer Experience Winner (Australia and NZ) - Winner

Typical businesses size you work with ($A turnover)
A$5-A$250m

Key reference sites
Available on Request

Industry focus:
Agriculture/Fisheries, Construction, Distribution, Education, Engineering, Entertainment, Healthcare, Information Technology, Manufacturing, Mining & Resources, Primary Industry, Not for Profit, Sports and Recreation, Trade Services, Telecommunications/Utilities, Transportation/Freight, Wholesaling, Not industry specific (general business accounting), Civil Construction

Number of employees in A/NZ
1-20

Contact details

Primacc Systems Limited
General Manager
Peter Lamberton
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Realtech

PARTNER

Realtech is an SAP Gold Partner with over 25 years experience in the Australia and New Zealand market, providing SAP consulting services and guidance to market leading businesses. As experts in SAP Methodology, SAP Solutions, Technology and Applications, our certified consultants provide guidance for implementations, operations, migrations, improvements and ongoing support for SAP ERP solutions. We understand critical business issues and work with our clients as partners to plan, architect, design, deliver and manage SAP solutions. We ensure the optimal performance of all your SAP solutions.

Vendor, Product name & version(s)
SAP S/4HANA, SAP ECC

Partner classifications and recent awards
SAP Global Partner, Value Added Reseller, Microsoft, Azure for SAP Certified Gold Partner,
OCS Partner of the Year 2019

Typical businesses size you work with ($A turnover)
A$20-A$250m+

Key reference sites
Frucor Suntory, Briscoes, OCS, Griffins, Opal, Gallagher, NXP, Orora, ICT, Bailey Tanks, Eastland Group, Top Energy

Industry focus
Agriculture/Fisheries, Distribution, Financial Services, FMCG, Food & Beverage, Healthcare, Information Technology, Local/Central Government, Manufacturing, Primary Industry, Printing/Publishing, Retailing, Transportation/Freight, Wholesaling

Added value services, ISV tools or ERP-related products
Architecture Design, Project Planning and Execution, SAP Managed Services, Cloud Managed Services, Support, Integrations, Cloud Migrations, DB & OS Migrations

Number of employees in A/NZ	**Number of employees globally**
20-50	> 100

Contact details

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Velocity Global

PARTNER

Velocity Global supplies and supports world leading solutions with Pronto-Xi ERP covering Financial, Distribution, Manufacturing, Retail, Service and Project Management; and Yellowfin Business Intelligence software, agile and easy to use, fully browser based and mobile out of the box. Our successes spans over 30 years in New Zealand. We provide a complete solution including software, hardware and service. All backed by our OWN solid team of experts.

Vendor, Product name & version(s)
Pronto Xi 780

Partner classifications and recent awards
Gold winner in the Fastest-Growing Company category by Best in Biz Awards 2018 International

Typical businesses size you work with ($A turnover)
A$1m-A$50m

Key reference sites
PETstock, Retail Prodigy Group (Nike), Greyhound Australia, Hirotec, Inspirations Paint, Natures Organics, Leica Camera Australia, Clark Rubber and OfficeMax

Industry focus:
Construction, Distribution, Engineering, FMCG, Food & Beverage, General business accounting, E-commerce, Field service, Manufacturing, Mining & Resources, Retailing, Trade Services, Wholesale Distribution

Number of employees in A/NZ
50-100

Number of employees globally
N/A

Contact details
Velocity Global
+64 9 358 4445
chris.morris@velocityglobal.co.nz

Verde Group NZ

PARTNER

Established in 2002, Verde Group is an authorised MYOB Greentree, MYOB Acumatica and Oracle NetSuite Partner which provides financial and business solutions and services to New Zealand organisations.

Vendor, Product name & version(s)
MYOB Greentree (under Verde), MYOB Acumatica (under Avanza Solutions), Oracle NetSuite (under Project Salsa)

Partner classifications and recent awards
MYOB Greentree Platinum Partner, MYOB Excellence in Customer Experience, MYOB Excellence in Marketing, MYOB Partner of the Year x2, Oracle NetSuite Rising Star Award

Typical businesses size you work with ($A turnover)
A$5-A$250m

Key reference sites
Camex Civil, Fabrum Solutions, Ryman Healthcare, Stabicraft, Vetora Bay of Plenty, AFT Pharmaceuticals, Dynes Transport, McFall Fuel, RL Button, Millbrook Resort

Industry focus
Construction, Distribution, Financial Services, Manufacturing, Not for Profit, Transportation/Freight, Wholesaling

Added value services, ISV tools or ERP-related products
Project Management Office, Change Management and Digital Transformation, Value Added Development Partner for MYOB Greentree, Development Partner for MYOB Acumatica, Customisation, Infrastructure Services, Hardware as a Service

Number of employees in A/NZ
20-50

Contact details
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03/2025