

BACK-OFFICE ERP BUYER'S GUIDE

This buyer's guide is representative of the vendors and products that make up the BackOffice ERP applications universe. The vendors provided the content for this buyer's guide in late 1999. Because vendor contact data and product specifications change constantly, you should always check with the vendor or access the vendor's Web site for the most up-to-date information (see page 36a for vendor contact information).

Company Name	AccountMate Software Corp.	ACCPAC International, Inc.	Advanced Software Development Corp.	Agresso Corp.	Baan	Computron Software, Inc.	Damgaard, Inc.	Databyte Corp.
Product Name	Visual Accountmate	ACCPAC Corporate Series 4.1	UA Business Software	AGRESSO 5	CODA Financials from Baan	TransAXS Solutions	Axapta Integrated Enterprise Solution	Flex
# of SQL Server-based sites in production as of 12/1999	380	N/A	400	400	60	110	300	15
Suite offered as Web-based ASP	-	-	•	-	-	•	-	-
Financials								
General ledger	•	•	•	•	•	•	•	•
Accounts payable	•	•	•	•	•	•	•	•
Accounts receivable	•	•	•	•	•	•	•	•
Fixed assets	+	+	•	•	+	•	•	•
Cash/bank reconciliation	•	•	•	•	+	•	•	•
Supply Chain								
Purchasing	•	•	•	•	-	•	•	•
Sales order	•	•	•	•	-	-	•	•
Billing	•	•	•	•	-	•	•	•
Inventory	•	•	•	•	-	•	•	•
Bill of materials	•	•	+	•	-	-	•	•
Other								
Manufacturing	•	+	+	-	-	-	•	-
Job/project costing	+	+	•	•	-	-	•	•
Activity-based costing (ABC)	-	-	-	•	-	-	-	-
Multicurrency	•	•	•	•	-	•	•	•
Allocations	•	•	•	•	-	•	•	-
Business alerts	+	•	-	-	-	•	•	-
Document imaging	-	+	-	•	-	•	-	•
Workflow	-	-	+	•	-	•	-	-
Customization toolkit	•	•	•	•	-	•	•	•
E-Commerce								
Web e-procurement	-	•	•	•	-	•	•	-
Web storefront	+	•	•	•	-	-	+	•
EDI document exchange	•	+	-	•	-	•	+	-
XML document exchange	-	-	-	•	-	•	-	-
Front Office								
Customer relationship management (CRM)	+	•	•	+	-	-	•	-
Sales force automation (SFA)	+	+	•	+	-	-	•	-
Service/warranty management	-	+	-	-	-	-	+	•
Employee Automation								
Travel and entertainment (T&E) expense reporting	-	+	+	•	-	•	-	-
Time and billing	-	+	+	•	-	•	•	•
Web time sheet entry module	-	-	-	•	-	•	-	-
Human resource management	+	+	-	•	-	-	•	-
Payroll and benefits	•	•	•	•	-	-	+	-
Self-service access applets	-	•	+	•	-	•	•	-
Access via Web portal	-	-	•	•	-	-	•	•
Business Intelligence								
Integrated financial report writer	•	•	•	•	-	•	•	•
Budgets and planning	•	•	•	•	-	•	•	•
Balanced Scorecard	-	•	-	-	-	-	•	-
OLAP front-end available	-	+	•	•	-	+	•	-
Uses Crystal Reports/Seagate Info	•	•	-	•	-	-	-	-
Uses FRx report writer	-	-	•	-	-	-	-	-
Uses Excel-based report writer	-	•	+	•	-	•	-	•
Creates OLAP Services cubes (via Wizard)	-	-	•	-	-	•	•	-
Microsoft Technology Used								
Built using Access	-	-	•	-	•	-	-	-
Built using Visual FoxPro	•	-	-	-	-	-	-	-
Built using Visual Basic	•	-	•	•	•	•	-	-
Built using Visual C/C++	-	•	-	•	-	•	•	-
Uses BizTalk-compliant XML	-	•	-	•	-	•	•	-
Uses COM components	-	•	•	•	-	•	•	-
Uses Site Server Commerce Edition	-	•	-	-	-	-	-	•
Uses Visual Basic for Applications	-	•	•	•	•	•	-	•
Links to MAPI-compliant e-mail	•	•	•	•	-	•	-	•

Company Name	Deltek Systems, Inc.	Deltek Systems, Inc.	Epicor Software Corp.	eTEK International, Inc.	FlexiInternational Software	Geac SmartEnterprise Solutions	Great Plains	interBiz	J.D. Edwards	Lawson Software
Product Name	Advantage	Costpoint	e by Epicor	Millennium+ Accounting for Microsoft BackOffice	Flexi Enterprise Suite	SmartStream & SQL Financials/HR (C/S) and M & E Series (mainframe)	eEnterprise	Masterpiece/Net	One World	LAWSON INSIGHT II Business Management System
# of SQL Server-based sites in production as of 12/1999	300	140	2,000	200	125	185	6,471	N/A	262	100
Suite offered as Web-based ASP	–	–	•	•	•	–	•	•	–	•
Financials										
General ledger	•	•	•	•	•	•	•	•	•	•
Accounts payable	•	•	•	•	•	•	•	•	•	•
Accounts receivable	•	•	•	•	•	•	•	•	•	•
Fixed assets	•	•	•	+	•	•	•	•	•	•
Cash/bank reconciliation	•	•	•	•	•	•	•	•	•	•
Supply Chain										
Purchasing	–	•	•	•	•	•	•	•	•	•
Sales order	–	•	•	•	+	–	•	–	•	•
Billing	•	•	•	•	•	•	•	–	•	•
Inventory	–	•	•	•	+	•	•	•	•	•
Bill of materials	–	•	•	+	+	–	+	–	•	•
Other										
Manufacturing	–	–	•	+	–	–	•	–	•	–
Job/project costing	•	•	+	•	•	•	+	•	•	•
Activity-based costing (ABC)	–	•	–	+	•	+	+	–	•	•
Multicurrency	–	•	•	+	•	•	•	•	•	•
Allocations	•	•	•	+	•	•	•	•	•	•
Business alerts	•	•	•	+	•	–	•	•	•	•
Document imaging	–	•	•	+	•	+	+	+	+	+
Workflow	–	•	•	+	•	•	•	•	•	•
Customization toolkit	•	•	•	•	•	•	•	•	•	•
E-Commerce										
Web e-procurement	–	–	•	+	•	•	•	–	•	•
Web storefront	–	–	•	+	–	–	•	•	+	+
EDI document exchange	–	•	•	+	•	•	+	+	•	•
XML document exchange	–	–	•	+	+	•	•	–	•	•
Front Office										
Customer relationship management (CRM)	–	–	•	–	–	–	•	–	•	•
Sales force automation (SFA)	–	–	•	–	–	–	•	–	+	•
Service/warranty management	–	–	•	–	–	–	•	–	•	–
Employee Automation										
Travel and entertainment (T&E) expense reporting	•	•	•	•	•	–	–	•	+	+
Time and billing	•	•	•	•	+	•	+	–	•	•
Web time sheet entry module	•	•	•	+	•	–	–	–	•	•
Human resource management	–	•	+	+	+	•	•	–	•	•
Payroll and benefits	•	•	+	•	+	•	•	–	•	•
Self-service access applets	–	–	•	•	•	•	•	–	•	•
Access via Web portal	–	•	•	•	•	•	–	•	•	•
Business Intelligence										
Integrated financial report writer	•	•	•	•	•	•	•	•	•	•
Budgets and planning	•	•	•	•	•	•	•	•	•	•
Balanced Scorecard	•	•	•	+	•	–	–	•	•	–
OLAP front-end available	•	•	•	+	•	•	+	–	+	•
Uses Crystal Reports/Seagate Info	•	•	•	–	•	•	•	•	–	–
Uses FRx report writer	–	–	•	–	•	•	•	–	–	–
Uses Excel-based report writer	•	•	•	•	–	•	–	•	–	•
Creates OLAP Services cubes (via Wizard)	•	•	•	–	–	•	•	–	–	•
Microsoft Technology Used										
Built using Access	•	–	–	•	–	–	–	•	–	–
Built using Visual FoxPro	–	–	–	–	–	–	–	–	–	–
Built using Visual Basic	•	•	•	•	–	–	–	•	–	•
Built using Visual C/C++	–	•	•	–	•	•	•	–	•	•
Uses BizTalk-compliant XML	–	–	•	•	–	•	•	–	•	•
Uses COM components	–	–	•	•	•	–	•	•	•	•
Uses Site Server Commerce Edition	–	–	•	–	–	–	•	–	•	•
Uses Visual Basic for Applications	•	–	•	•	–	•	•	•	–	•
Links to MAPI-compliant e-mail	•	•	•	•	•	–	•	•	•	•

Company Name	Macola Software	Mitchell Humphrey	Navision Software	Open Systems, Inc.	OpenPlus International, Inc.	PowerCerv Technology Corp.	QSP, Inc.	Ramco Systems Corp.	RealWorld	Ross Systems, Inc.
Product Name	Macola Progression Series Version 7.5	FMS II	Navision Financials	TRAVERSE CS	OpenPlus Financials	ERP Plus	QSP Financials	Ramco e.Applications	Expertise 6.0	iRenaissance
# of SQL Server-based sites in production as of 12/1999	83	50	30	150	15	250	40	300	11	25
Suite offered as Web-based ASP	-	-	•	-	-	-	•	•	-	-
Financials										
General ledger	•	•	•	•	•	•	•	•	•	•
Accounts payable	•	•	•	•	•	•	•	•	•	•
Accounts receivable	•	•	•	•	•	•	•	•	•	•
Fixed assets	•	•	•	•	•	+	•	•	+	•
Cash/bank reconciliation	•	•	•	•	•	•	-	•	-	•
Supply Chain										
Purchasing	•	•	•	•	•	•	•	•	•	•
Sales order	•	-	•	•	+	•	-	•	•	•
Billing	•	•	•	•	•	•	•	•	•	•
Inventory	•	•	•	•	•	•	•	•	•	•
Bill of materials	•	-	•	•	+	•	-	•	-	•
Other										
Manufacturing	•	-	•	•	+	•	-	•	-	•
Job/project costing	•	•	•	•	-	•	-	•	•	•
Activity-based costing (ABC)	-	•	-	-	+	•	-	-	•	•
Multicurrency	•	•	•	•	•	•	•	•	•	•
Allocations	•	•	•	•	•	•	•	•	-	•
Business alerts	•	-	•	-	•	•	•	•	-	•
Document imaging	+	-	+	-	+	•	+	•	-	+
Workflow	•	•	+	-	•	•	•	•	-	+
Customization toolkit	•	•	•	-	•	•	•	•	•	•
E-Commerce										
Web e-procurement	-	•	-	-	•	•	+	•	•	-
Web storefront	•	-	•	-	-	•	-	-	•	•
EDI document exchange	•	•	•	-	-	+	•	+	-	•
XML document exchange	•	-	-	-	-	•	•	•	-	•
Front Office										
Customer relationship management (CRM)	+	-	-	-	+	•	-	-	-	-
Sales force automation (SFA)	+	-	-	-	+	•	-	•	-	-
Service/warranty management	+	-	-	-	+	•	-	-	+	-
Employee Automation										
Travel and entertainment (T&E) expense reporting	+	-	+	•	•	•	+	•	-	-
Time and billing	+	-	+	•	+	•	+	•	-	-
Web time sheet entry module	-	-	-	•	-	•	+	•	-	-
Human resource management	•	+	•	+	•	+	-	•	-	•
Payroll and benefits	•	+	•	•	•	+	-	•	•	•
Self-service access applets	•	-	-	-	-	•	•	-	-	•
Access via Web portal	-	-	•	-	•	-	•	•	•	•
Business Intelligence										
Integrated financial report writer	•	•	•	•	•	•	+	•	•	+
Budgets and planning	•	•	•	•	•	•	•	•	•	+
Balanced Scorecard	-	-	-	-	•	•	-	•	-	-
OLAP front-end available	•	•	•	•	•	•	+	•	-	+
Uses Crystal Reports/Seagate Info	•	•	-	-	•	-	-	-	•	•
Uses FRx report writer	•	-	-	-	•	•	-	-	-	•
Uses Excel-based report writer	•	•	•	•	•	+	-	•	-	•
Creates OLAP Services cubes (via Wizard)	-	•	•	•	-	-	•	•	-	-
Microsoft Technology Used										
Built using Access	-	•	-	•	-	-	-	-	-	-
Built using Visual FoxPro	-	-	-	-	-	-	-	-	-	-
Built using Visual Basic	•	-	-	•	-	•	-	-	•	•
Built using Visual C/C++	•	•	•	-	-	•	•	•	•	-
Uses BizTalk-compliant XML	•	-	•	-	-	•	-	-	-	•
Uses COM components	•	•	-	•	•	•	•	•	•	•
Uses Site Server Commerce Edition	-	-	•	-	-	•	-	-	-	•
Uses Visual Basic for Applications	•	•	-	•	•	•	-	-	•	-
Links to MAPI-compliant e-mail	•	-	•	•	•	•	•	•	-	-

Company Name	Sage Software	SAP America, Inc.	Scala Business Solutions	Skylight Systems, Inc.	Solomon Software, Inc.	Systems Union, Inc.	Ultimate Software	USL Financials	Walker Interactive Systems, Inc.
Product Name	Acuity	mySAP.com	Scala Global Solutions	RFS (Relational Financial Systems)	Solomon IV	SunSystems	UltiPro	Financial Accounting Software	Deep e-business solutions
# of SQL Server-based sites in production as of 12/1999	600	4,000	200	40	2,100	2,000	220	60	10
Suite offered as Web-based ASP	-	•	-	-	-	•	•	•	•
Financials									
General ledger	•	•	•	•	•	•	+	•	•
Accounts payable	•	•	•	•	•	•	+	•	•
Accounts receivable	•	•	•	•	•	•	+	•	•
Fixed assets	+	•	•	•	+	•	+	+	•
Cash/bank reconciliation	•	•	•	•	•	•	•	•	-
Supply Chain									
Purchasing	•	•	•	•	•	•	+	•	•
Sales order	•	•	•	•	•	•	+	•	-
Billing	•	•	•	•	•	•	•	•	•
Inventory	•	•	•	•	•	•	+	•	•
Bill of materials	•	•	•	+	-	•	+	•	-
Other									
Manufacturing	-	•	•	•	-	-	•	-	-
Job/project costing	-	•	•	-	•	•	•	•	•
Activity-based costing (ABC)	-	•	-	•	-	•	•	•	•
Multicurrency	•	•	•	•	•	•	-	+	•
Allocations	•	•	•	•	•	•	•	•	•
Business alerts	+	•	+	•	•	+	•	•	•
Document imaging	+	+	+	-	+	-	•	•	-
Workflow	-	•	+	•	-	-	•	•	•
Customization toolkit	•	•	•	•	•	-	•	•	•
E-Commerce									
Web e-procurement	+	•	•	•	-	•	+	•	+
Web storefront	+	•	•	•	•	•	•	•	-
EDI document exchange	+	•	-	•	+	•	+	-	•
XML document exchange	-	•	•	•	-	•	•	•	•
Front Office									
Customer relationship management (CRM)	+	•	+	-	+	-	-	+	-
Sales force automation (SFA)	+	•	-	+	+	-	-	+	-
Service/warranty management	+	•	•	•	•	-	-	+	-
Employee Automation									
Travel and entertainment (T&E) expense reporting	•	•	•	•	•	+	+	•	+
Time and billing	•	•	•	-	•	+	•	•	-
Web time sheet entry module	•	•	-	-	-	-	•	•	-
Human resource management	+	•	+	+	+	-	•	+	-
Payroll and benefits	+	•	•	+	•	•	•	+	-
Self-service access applets	+	•	-	-	-	-	•	+	•
Access via Web portal	•	•	-	•	•	+	•	•	•
Business Intelligence									
Integrated financial report writer	•	•	•	•	•	•	•	•	•
Budgets and planning	+	•	•	•	•	•	•	•	•
Balanced Scorecard	-	•	-	-	-	-	+	-	•
OLAP front-end available	+	•	•	•	+	+	•	+	•
Uses Crystal Reports/Seagate Info	•	-	-	•	•	-	-	•	-
Uses FRx report writer	•	-	•	•	•	•	-	•	-
Uses Excel-based report writer	-	•	+	•	•	•	-	•	•
Creates OLAP Services cubes (via Wizard)	-	•	-	•	-	-	•	•	-
Microsoft Technology Used									
Built using Access	-	-	-	-	-	-	•	•	-
Built using Visual FoxPro	-	-	-	-	-	-	-	-	-
Built using Visual Basic	•	•	•	-	•	-	•	-	•
Built using Visual C/C++	-	•	•	•	-	•	•	•	•
Uses BizTalk-compliant XML	-	•	•	•	-	•	•	-	-
Uses COM components	•	•	•	•	-	•	•	-	•
Uses Site Server Commerce Edition	•	•	•	•	•	•	•	-	-
Uses Visual Basic for Applications	-	•	•	-	-	-	-	-	•
Links to MAPI-compliant e-mail	•	•	•	•	•	-	•	•	•