

Getting Comfortable in the Cloud



Simple, economic,
and reliable reasons
distributors are moving

EPICOR

What's Inside...

Just What is the Cloud?	3
The Cloud is Simple	6
The Cloud Saves Money.	7
The Cloud is Reliable	8
Top 10 Reasons to Choose the Cloud	10
The Cloud for Distributors	12
Keeping Up v. Getting Ahead	15



“Even with all the hype over cloud and SaaS, the savings and benefits have been *underestimated*, not overblown. The sooner you move, the sooner you will be able to realize those benefits yourself.”

—Mint Jutras 2016 Enterprise Solution Study

Everyone is talking about the cloud, but if you don't quite follow what they're saying, it comes down to this: using the cloud is using technology over the Internet. When you update your Facebook page, you're using the cloud.

When you check your bank balance on your phone, you're using the cloud.

But is it that easy for business? Yes. The cloud has proven to do several things very well—improve your cash flow, increase business capabilities, and simplify processes across the board—all in an access-from-anywhere system that's far more reliable than hardware you have on-premises.

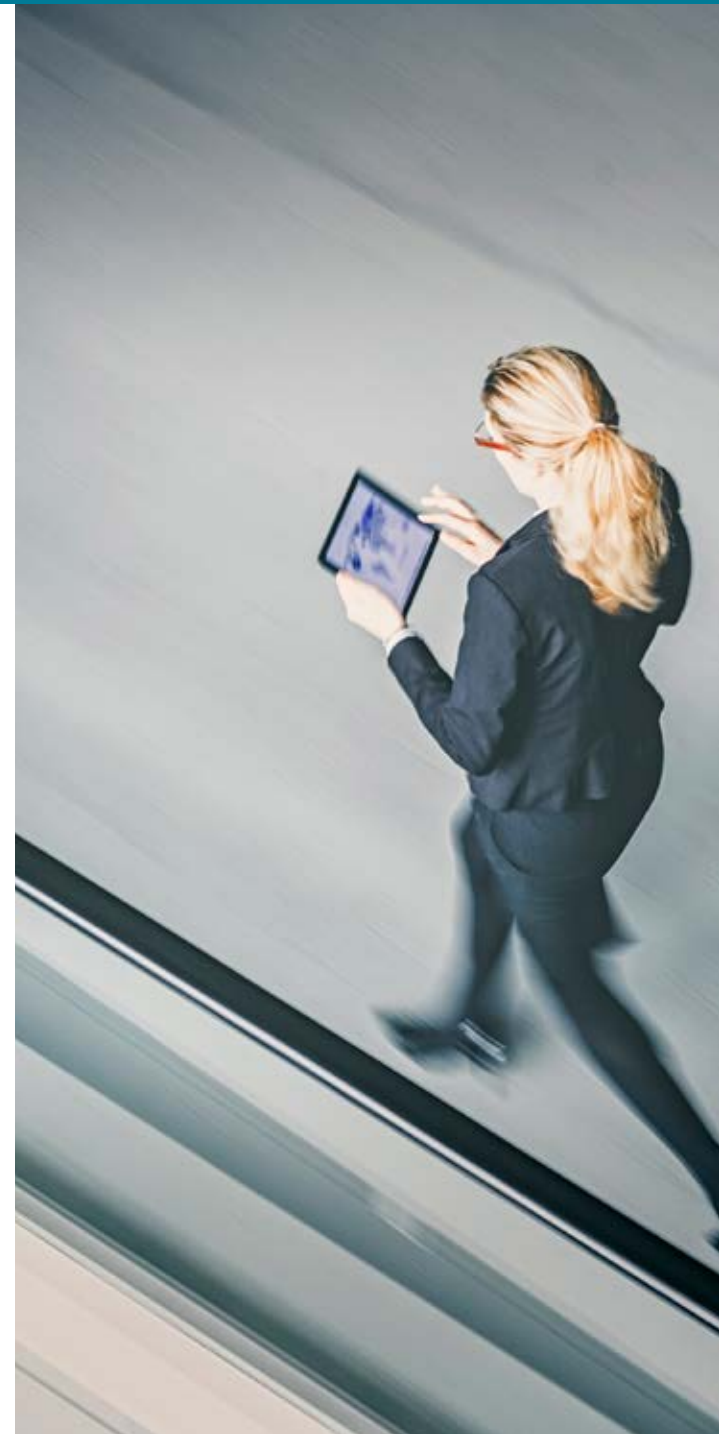
And with Epicor, the move to the cloud is as simple as working from the cloud.



The cloud can make your business and life more simple.

Stop worrying about security, backups, and verifying those backups. Forget about off-site storage and keeping up with hardware and software maintenance. Ease your fears about downtime and data. End the hassles of hardware troubleshooting and software upgrades.

If you're a distributor and have questions about the cloud, here's your answer—it's time to move. You'll have less to do, and security and reliability to gain—so you'll have more time for your customers, your employees, and other priorities.





The best part about the cloud? It's easy, economical, and reliable.

Business in the cloud is better business. And when you move your business software to a safe, reliable, and efficient cloud system, you'll see how much simpler it is to focus on what matters most.

Simplicity

While on-premises deployments give you the confidence of storing your data on servers right down the hall, it comes at the expense of your IT team and other resources. Right now, they're trying to keep up with your hardware and software, when they could be working on what's next for your business and your customers.

With cloud deployments, your hardware is out of sight and out of the way. Your system is managed by teams of professionals whose primary goal is your system uptime. And you're free to focus on growth.

In the cloud, everyone sees the same information and therefore operates according to one version of the truth. Collaboration is faster and free of confusion, which reduces complexity while improving business performance.

If you're growing or want to grow, moving your ERP to the cloud allows you to increase capacity easily—without additional software, hardware, or IT personnel. If you don't need as much, you can pull back.

It really is that simple.

Get it together

One of the biggest benefits of moving to the cloud is something that happens at the department level—collaboration. According to Aberdeen research*, 20% of best-in-class organizations have seen a marked improvement in collaboration between departments after adopting a cloud solution.

*Source: Aberdeen Group; October, 2014



Economic Benefits

In a recent survey by Mint Jutras, the top benefits of working in the cloud all come down to the cost of doing business. Which, incidentally, is coming down.

Lower total cost of ownership

Cloud computing removes upfront hardware costs, and the pay-as-you-go subscription model eliminates large initial layouts for software. Easy setup and cash-flow-friendly monthly payments make it even easier to see why cloud deployments are so popular—especially when you add the fact that **Epicor Cloud business software deployments typically cost 25–40% less* than on-premises deployments.**

More-for-your-money competitiveness

The cloud gives you and all your employees access to enterprise-class technology, so no matter what size your company might be, you can take on the biggest and be the best. Because cloud computing frees up time and money, you can stay lean, nimble, and competitive.

Work-from-anywhere productivity

If you've got an Internet connection, you can work. With the cloud, you can give your employees the ability to produce wherever they happen to be. So they can enjoy the work-life balance that suits them, and you can enjoy greater loyalty and output.

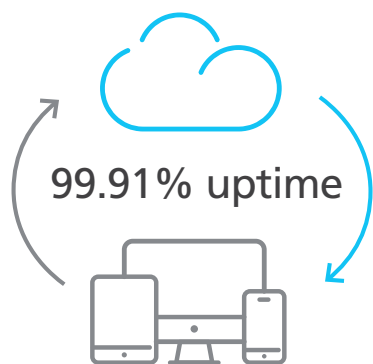
* Epicor Cloud TCO Workshops estimate 25–40% savings over five years. Of course, any expected savings will vary from customer to customer and will also depend on adopting best business practices.

Reliability

If you're not sure if you can count on the cloud, count on this.

Uptime in the cloud

When an hour of downtime costs \$163,000—and yes, that's the average, according to Aberdeen research*—keeping your apps up and running is more critical than ever. Cloud-based SaaS applications are proven to do so, minimizing downtime, reducing the costs that go along with it, and keeping your people productive.



Three 9s. You can now count on the cloud 99.91% of the time. As technology improves, cloud availability improves, getting us closer to a perfect 100.

*Figures based on the 2014 study "Downtime Statistics of Current Cloud Solutions."



Keep your data safe

Sure, you're backing up your software and data files, but if you're keeping those backups on site, you're not keeping them safe. If there's a fire or natural disaster, backups are lost. Even if they're stored in a backup facility across town—that same natural disaster could still destroy them. True backup—the safekeeping of a redundant set of data—is best left to the cloud. It's the safest, most affordable, and efficient way to make sure that if you lose everything, all is not lost.

Ensure protection

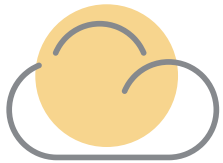
Cloud systems are more stable, better monitored, and more secure than any on-premises system anywhere. Unless you have an impenetrable data center protected by intrusion detection, fire suppression, advanced power grids, backup generators, environmental monitoring, and six separate HVAC units inspected every day—all connected by multiple T3 pipelines from multiple vendors and all in a distant geographic location—you're not as safe as you think.

Assure accessibility

For example, lost laptops are a billion-dollar business problem. But the greater problem is the loss and possible theft of the sensitive data stored on those laptops. When your data is stored in the cloud, you can access it no matter what, no matter where. You can remotely wipe data from lost laptops at any time.

Top 10 Reasons Epicor Customers Choose the Cloud

1



Freedom of Choice

Epicor lets you choose how much to put in the cloud, so you can grow into it and get comfortable.

2



Compelling Economic Benefits

Epicor cloud business software deployments typically cost 25–40%* less than on-premises deployments.

3



Better Use of IT Resources

If your IT team didn't have to patch the servers and keep the system running, what sorts of innovations could they be working on?

4



Greater Security

Your firewall isn't the fortress it once was, at least not compared to the massive redundancies and failsafe procedures afforded by 24/7/365 cloud protection.

5



Updates

When you don't have to manage upgrades anymore, you can focus on growing your business.

*Epicor Cloud TCO Workshops estimate 25–40% savings over five years. Of course, any expected savings will vary from customer to customer and will also depend on adopting best business practices.

6



Mobility and Collaboration

Your team no longer needs to be at the office to access ERP or collaborate. The cloud brings them all together, no matter where they are.

7



Alignment and Engagement

With a standard set of processes accessible in the cloud, current and future generations of employees can engage easily, increasing productivity.

8



Reduced Risk

Redundant data backups coupled with advanced security systems run by technology experts mean you can rest assured you won't lose critical data.

9



Faster Time to Value

Built on best practices and customized to your requirements, Epicor cloud solutions can be deployed quickly and reflect real-time updates.

10



Social Responsibility

Using cloud solutions rather than on-premises equipment minimizes impact to the environment, such as waste from retired hardware.



Flexible Deployment for Distributors

Epicor offers a wide variety of online services—from hosting to cloud deployment and support—so you can find a solution that fits their business and their vision.

If it feels right to stay or move back on-premises, we can help with that, too.

Site Hosting

Epicor will host your software where you prefer—on shared hardware at a data center or through the Epicor hosting service. We also offer a managed hosting service with which your licensed software is run in the Epicor data center. The data center manages tasks requiring physical access to the hardware such as backups, and the customer installations and upgrades. Generally, a maintenance fee and a hosting fee are required.

SaaS—Software as a Service

Training, support services, and automatic software upgrades are a part of the SaaS version of Epicor software, with additional training available. Customers pay a monthly fee based on the number of users or transactions. SaaS is most often used by customers who want to have their software hosted by a provider they choose. In this scenario, the customer is responsible for operations and maintenance services, database management, network and software performance monitoring, backups, installs, upgrades, and customizations.

Epicor Cloud Offerings

Epicor cloud solutions are proven to increase business capabilities—helping distributors in a variety of industries. Epicor cloud solutions provide:

- ▶ Order Management
- ▶ Inventory Management
- ▶ Warehouse Management
- ▶ Financial Management
- ▶ Purchasing
- ▶ Reporting
- ▶ Faxing Integration
- ▶ Forms
- ▶ Shipping Manifest Integration



Get Ahead with Epicor

Epicor helps distributors differentiate and—ultimately—grow their businesses. We're a high-value, low-risk, deep-experience pathway to bring your ERP systems to the cloud, and we can prove it—we have five times as many second-time ERP buyers as the industry average.

Only Epicor combines the digital transformation of your business with refined distribution capabilities, and we build features like these that distributors need:

- ▶ Work Queues
- ▶ Wire Cutting
- ▶ PO Variance Queues
- ▶ Kitting, Assembly, and Production Orders
- ▶ Advanced Inventory Forecasting
- ▶ Job Management
- ▶ Vendor Managed Inventory
- ▶ Special Pricing and Progress Billing

These are all rolled into a complete package tailored for distributors like you. If you want to grow your business, Epicor will help.

The Epicor logo is displayed in a bold, blue, sans-serif font. The word "EPICOR" is in all caps, with a registered trademark symbol (®) to the right of the letter "R".

About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software that is designed around the needs of our manufacturing, distribution, retail, and service industry customers. More than 40 years of experience with our customers' unique business processes and operational requirements is built into every solution—in the cloud, hosted, or on-premises. With a deep understanding of your industry, Epicor solutions spur growth while managing complexity. The result is powerful solutions that free your resources so you can grow your business. For more information, [connect with Epicor](#) or visit epicor.com.



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