



Why Distributors Are Moving to the Cloud

Learn why it's time for your business to make the switch

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What's the Best Part About the Cloud?

It's easy, economical, and reliable.

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

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.

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.

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



Simplify Your Business

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. 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—freeing you up to focus on growth. In the cloud, everyone sees the same information and can operate 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.



Economic Benefits

Your ability to compete and grow in our digital world depends on how your business leverages the latest best-practice technology. Leaders increasingly choose cloud-based ERP deployments to enable a variety of technology-driven growth initiatives such as mobility, analytics, robotics, eCommerce, and the Internet of Things (IoT).

Lower total cost of ownership



Cloud computing removes upfront hardware costs, and the pay-as-you-go subscription model eliminates large initial payouts for software. Easy setup and cash-flow-friendly monthly payments make it even easier to see why cloud deployments are so popular. In fact, Nucleus Research found that the average company achieved 3.2 times greater ROI from the cloud compared to an on-premises solution*.

More for your money



The cloud gives you and all your employees access to enterprise-class technology, so no matter how big your company is, you can take on the biggest and be the best. Cloud computing frees up time and money—allowing you to stay lean, nimble, and competitive.

Work from anywhere



Empower a productive workforce from anywhere at any time. Your employees can enjoy a greater work-life balance, and you can enjoy greater loyalty and output.

**Nucleus Research, Dec. 2017.*

Reliability



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. True backup—the safekeeping of a redundant set of data—is best left to the cloud. It's the safest, most affordable, and most efficient way to make sure that if you lose everything, all is not lost.

Ensure you're protected

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 in a distant geographic location—you're not as safe as you think.

Ultimate accessibility

When your data is stored in the cloud, you can access it from anywhere—no matter what. For example, if a laptop is lost or stolen, you can remotely wipe the data from anywhere at any time.

Top 10 Reasons Epicor Customers Choose the Cloud

- 1 Freedom of choice**—Epicor Prophet 21 on the Microsoft® Azure® platform works with you to find the best cloud solution for your business—whether it's a full cloud solution or a hybrid approach.
- 2 Compelling economic benefits**—Epicor cloud business software deployments typically cost 24–40%* less than on premises deployments.
- 3 Better use of IT resources**—Epicor simplifies your technology landscape to drive out costs and increase the strategic value of IT.
- 4 Greater security**—your firewall isn't the impenetrable fortress it once was—especially when compared to the massive redundancies and failsafe procedures afforded by 24/7 cloud protection.
- 5 Upgrades**—when you don't have to manage upgrades, you can focus on other, more important aspects of your business.
- 6 Mobility and collaboration**—your team no longer needs to be at the office to access data or collaborate, since the cloud brings them together—no matter where they are located.
- 7 Alignment and engagement**—with a standard set of processes accessible in the cloud, employees can engage easily to increase productivity.
- 8 Greater reliability**—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 Improved support**—Epicor development and support teams administer the cloud environment, which enables them to provide better, faster service.

**Epicor Cloud TCO Workshops estimate 25–40% savings over five years. Actual savings will vary.*

Flexible Deployment for Distributors

Epicor Prophet 21—standardized for cloud deployment on the Microsoft Azure platform—is a global, high-performance enterprise resource planning (ERP) solution that fits distributors' business needs, industry requirements, and the expectations of your modern workforce.

Epicor works with you to find the deployment model that best fits your business and vision for the future—whether that's full SaaS, hosted, or even on premises. We understand that circumstances may prevent you from completing moving to the cloud all at once and can help you develop a flexible, phased approach that works best for your business.

Epicor Prophet 21 is designed specifically with distributors in mind. It's easy to use, highly flexible, and provides the tools you need to grow your business, including:

- ▶ Business Intelligence and Analysis
- ▶ Financial Management
- ▶ Inventory Management
- ▶ Wireless Warehouse Management
- ▶ eCommerce Solutions





Get Ahead With Epicor

Epicor helps distributors differentiate and—ultimately—grow their businesses. We provide a high-value, low-risk, and 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 and more than 150 customers on the cloud.

Only Epicor combines the digital transformation of your business with refined distribution capabilities. We build features that distributors need, including:

- ▶ Work queues
- ▶ 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 can help.

About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software designed to fit the precise needs of our manufacturing, distribution, retail, and service industry customers. More than 45 years of experience with our customers' unique business processes and operational requirements are built into every solution—in the cloud or on premises. With this deep understanding of your industry, Epicor solutions dramatically improve performance and profitability while easing complexity so you can focus on growth.

For more information, [connect with Epicor](#) or visit www.epicor.com.



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Contact us today  info@epicor.com  www.epicor.com

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