The power of a single enterprise solution

Take complexity out of the equation
TechnologyOne (ASX:TNE) is Australia’s largest publicly listed software company and one of Australia’s top 200 ASX-listed companies, with offices across six countries. We create solutions that transform business and make life simple for our customers. We do this by providing powerful, deeply integrated enterprise software that is incredibly easy to use. Over 1,000 leading corporations, government departments and statutory authorities are powered by our software.

For 27 years, we have been providing our customers enterprise software that evolves and adapts to new and emerging technologies, allowing them to focus on their business and not technology. Today, our software is available on the TechnologyOne Cloud and across smart mobile devices.

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Contents

Simplify your work life with a single system to manage your entire business 4

Cracks in the best of breed approach 5

The enterprise vision 6

Choosing the best system for your business 7

Preparing for the future 7
Simplify your work life with a single system to manage your entire business

One of the most challenging questions when evaluating business systems is whether to buy an integrated system or choose a so-called best of breed. Choosing the right enterprise software solution is often the most contentious decision an organisation must make.

When making this decision, organisations are looking to streamline operations, reduce costs, and achieve greater efficiencies. The key to achieving this is to embrace new and emerging ideas, concepts and technologies as part of the work place. However, there is limited time to research, understand and then introduce this in isolation.

The need to embrace new technologies poses enormous challenges to organisations and the single biggest obstacle is the best of breed approach organisations have historically taken. It is no longer safe to assume that individual point products are best of breed.

Single product vendors are struggling to remain relevant in today’s world because of increased competition and escalating complexity of new and emerging technologies like the cloud and smart mobile devices.

In recent years there has been a growth in the number of specialist point software solutions. These software products deal with only a segment of the enterprise, reducing the flow of communication and reducing efficiencies. The more these software products thrive, the more expensive and confusing enterprise technology becomes, and the more difficult it is to merge data for reporting and manage enterprise-wide security.
Cracks in the best of breed approach

The best of breed approach started more than 30 years ago. As companies formed their IT departments they had to piece together products from various vendors to get the full range of functionality they needed for their business system. This was the only way at the time and it came with its challenges.

Each point product from a different vendor had a different look and feel, was built on a different technology stack, which needed to be maintained and upgraded, and it also had to be integrated together somehow. That was just the beginning; there were more problems to face – as one product was upgraded the interfaces stopped working, some vendors were too small to invest in R&D, products became old and outdated, and many vendors went out of business.

Full system interoperability often requires significant resources to maintain, update and transfer information across multiple best of breed systems, which results in problems with data consistency and integration. Costs are high – about 30 to 60 percent higher for the first implementation due to increased product and integration complexity.

Organisations that choose to deploy a collection of point products lose their true ‘enterprise’ perspective. They do not have full visibility of the entire business and complicate the ability to collaborate across their combined operations. This results in the need to use expensive, complex Business Intelligence systems to bring the data together – adding another point product to the mix.

Issues with the best of breed approach

- Multiple vendors and no accountability
- Poor, no or custom integration
- Multiple technology platforms
- Multiple user interfaces and overheads
- IT resources specialised in each system
- Varying software refresh cycles, must adhere to the lowest common denominator
- Constraints on adopting new, streamlining technologies
- Multiple support contacts
- Data duplication and unnecessary administrative time
The enterprise vision

Enterprise vendors are now rapidly displacing point solutions. These vendors have spent 20 years and hundreds of million dollars to build enterprise solutions that come together from a single vendor, and provide equal or superior functionality to these so-called best of breeds.

Two decades ago companies like TechnologyOne had a new vision for the future; a vision of an enterprise suite of products from a single vendor, based on a common platform, and with a consistent user interface that was deeply integrated.

A single enterprise solution reduces the complexity of dealing with a number of specialist vendors and ultimately lowers the total cost of ownership. With the flexibility to purchase a broad range of functional solutions, either stand-alone or bundled, organisations benefit from the advantages of a single IT ecosystem and reduce the risks associated with multiple integrations.

Organisations should be aware of enterprise vendors that attempt to acquire a number of individual products and integrate them to deliver an enterprise solution. This poses many of the same challenges as the best of breed approach, as the real value of an enterprise vendor comes from the continued investment and development of its products as a single solution, as well as the single user interface and common look and feel.

Leading enterprise vendors are typically large and can offer extensive support to their customers while having the financial backing to assure the viability and longevity of their vision. Being supported by knowledgeable staff who understand your entire business helps you navigate the changing corporate landscape to implement change that matters.

TechnologyOne has spent 20 years and hundreds of millions of dollars to deliver this vision so that today we can provide best of breed products that come together from a single vendor to provide a total enterprise solution.

Our enterprise solution comprises a suite of 12 products that are deeply integrated, built on a common platform with a common user interface and provided by a supplier committed to taking the complexity out of the equation. We take on the responsibility to embrace new ideas, new concepts and new technologies, in order to provide our customers with a simple way forward, that is also future proof.

The benefits of a single, integrated enterprise solution

- Reduce costs
- Mitigate risks
- Embed integration
- Deliver a common user interface
- Reduce complexity
- Embrace the cloud and smart mobile devices
- Future-proof
Choosing the best system for your business

When purchasing new enterprise software, the business and information technology (IT) departments within a company can be at odds. Business wants software that supports current processes, and provides functions and interfaces with new features. IT want a simple, easy to maintain portfolio of software applications with little or no customisation. These varying requirements can often cause tension within the business.

The replacement of core business applications will have implications on the way your business operates for at least 10 years. It is crucial that the changing nature of enterprise application market be an input into the decision making process.

Preparing for the future

Many organisations operating with a best of breed approach now face the challenge of moving it all forward to cater for powerful new technologies such as cloud computing, while trying to achieve greater efficiencies.

Integration across different cloud platforms is even more difficult than an on premise approach. Each system is built on a different technology stack, making integration a major obstacle to successfully adopting and deploying Software as a Service (SaaS) solutions across the business.

With each separate application, enterprise data becomes further segregated into cloud silos, making it difficult to enjoy the benefits of cloud computing, such as simplicity, flexibility and scalability.

Only through an enterprise solution can organisations really embrace the future of the cloud, smart mobile devices and get the efficiencies they need across their complete organisation.

Most of the traditional enterprise application vendors are not yet capable of offering more than the promise of next generation enterprise applications. TechnologyOne is reinventing the future of enterprise software to find new, simple solutions to complex business problems. By embracing future technologies your enterprise can grasp new business opportunities, drive unparalleled productivity and transform your mobile workforce into a connected team.
Our approach

Our enterprise vision
The power of a single, integrated enterprise solution
Experience the power of a single, integrated enterprise solution built on a single modern platform with a consistent look and feel.

Market focus and commitment
Preconfigured enterprise software solutions reduce time, cost and risk
A deep understanding and engagement with our seven key markets means we can deliver to our customers integrated, preconfigured solutions that provide proven practice, streamline implementations and reduce time, cost and risk.

The power of one
One vision. One vendor. One experience.
When you invest in a TechnologyOne solution you benefit from a direct relationship with us every step of the way. We do not use implementation partners or value-added resellers. We take complete responsibility for building, marketing, selling, implementing, supporting and running our enterprise solution for each customer to guarantee long-term success.

The power of evolution
An enterprise solution that adapts and evolves
Substantial investment into R&D each year means we provide our customers a strong, continuing competitive advantage through an enterprise solution that adapts and evolves by embracing new technologies, concepts and innovation.

Simplicity, not complexity
Enterprise software, incredibly simple
Software that embraces consumer concepts and expectations to deliver solutions that are incredibly easy to use and remove complexity.