



QAD ADAPTIVE ERP VS. SAP S/4HANA



33% of German users have no confidence in SAP¹

Stay the course with SAP or migrate to a flexible enterprise resource planning (ERP) solution? With **QAD Adaptive ERP**, manufacturers can quickly respond to continuous change with enterprise solutions that are rapidly deployed and easily changed to support evolving business requirements.

KEY FACTORS	SAP S/4HANA	QAD ADAPTIVE ERP
True Manufacturing Cloud ERP	Provides generic manufacturing-specific capabilities, requiring complex customizations	Purpose-built ERP solution that supports flexible manufacturing flows for six specific vertical industries ✓
Cloud First	SAP was late to the cloud, at least a decade behind QAD's initial cloud deployed offerings ²	QAD has been in the cloud for over 15 years and offering cloud ERP for over a decade ✓
Implementation Track Record	Long and costly implementations with 50/50 chance of success ³	Track record of fast and dependable implementations - no lawsuits ✓
System Integrator Reliance	Relies heavily on costly integrators with limited direct SAP support post implementation	Direct global services team plus executive and product management access ✓
Embedded Analytics	SAP retrofits legacy analytics (Business Objects)	Best of breed role-based embedded analytics - no additional charge ✓
Cost Effective Platform	SAP Cloud Platform comes with added and unexpected costs	Extensibility and other platform capabilities included with QAD Adaptive ERP via the QAD Enterprise Platform ✓

IDC survey highlights concerns for S/4HANA adoption⁴

With QAD Adaptive ERP, manufacturers can:

- **Achieve greater fit today** resulting in faster time to value and reduced implementation costs through a singular focus on global manufacturers
- **Gain share and reduce costs** by quickly adopting advanced technologies in a business context, supporting digital transformation
- **Meet manufacturer-specific business requirements** by quickly extending applications to meet changing business priorities, processes and data
- **Gain real-time business insight for better decision making** and key performance measurement via embedded analytics and sophisticated KPI tools
- **Respond to new business opportunities** and requests for deeper insight by easily adding apps using a dependable low/no code development environment
- **Improve efficiency and customer responsiveness** by quickly upgrading to new versions due to modern RESTful APIs that ease the impact of upgrades
- **Foster continuous improvement** by harnessing advanced technologies like data lakes, machine learning and IoT - in a business context
- **Enhance user productivity** by providing personalization that addresses changing roles, user preferences and role security

An agile and effective ERP solution can greatly improve business outcomes for supply chain, production, customer management, finance and other core capabilities. Too often, companies make what they consider to be a “safe choice” with big ERP providers like SAP rather than fully understanding the benefits and risks of manufacturing ERP. It is imperative that manufacturers consider and select enterprise systems that eliminate the need for costly customizations, adapt to the rapid pace of business change and effectively adopt advanced technologies.

For more information, please visit www.qad.com, or call +1 805 566 6100



Sources:

¹ https://www.theregister.co.uk/2019/09/18/user_group_sap/

² <https://searchsap.techtarget.com/definition/SAP-S-4HANA-Cloud>

³ <https://resulting-it.com/how-to-run-a-successful-SAP-implementation>

⁴ <https://diginomica.com/idcs-sap-s4-adoption-survey-sparks-wide-ranging-concerns>



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