



A PWR EXECUTIVE SERIES REPORT™
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Key Mission Critical software Industry Issues
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BACKGROUNDER AGGRESSO USA

Introduction

Agresso (www.agresso.com/usa) is a \$225 million enterprise resource planning (ERP) subsidiary of Netherlands-based Unit 4 Agresso (Dutch Stock Exchange EURONEXT-U4AGR) and one of the top five providers of ERP solutions for professional services and public sector organizations.

Agresso offers a uniquely integrated data/process/delivery architecture designed specifically for **Businesses Living IN Change (BLINC)**™. Agresso calls itself "The ERP Market's Definition of Agility" as it has designed in an unlimited amount of ongoing, post-implementation changes without the typical external IT costs and intervention that nets billions of dollars in revenue to the ERP market leaders. Over 2,700 companies and organizations in 100 countries deploy Agresso Business World for both operational support and strategic management. The company's role-based, Web Services and Services-Oriented Architecture (SOA) enabled solutions include: Financial Management, Human Resources and Payroll, Procurement Management, Project Costing and Billing, Reporting and Analytics and Business Process Automation.

Agresso offers a fully-integrated suite of ERP applications for services-centric organizations. Agresso's uniquely integrated data/process/delivery architecture allows unlimited post-implementation changes without the typical external IT costs and intervention that have cost companies billions.

This architecture is uniquely suited to "Businesses Living IN Change," those it calls BLINC. Over 2,600 companies and public sector organizations in over 100 countries deploy Agresso Business World for both operational support and strategic management. Agresso solutions are available for:

- Finance
- HR and Payroll
- Procurement

- Project Costing and Billing
- Reporting & Analytics
- Business Process Automation
- Field Service/Asset Maintenance

Core Markets

Agresso Business World has been adopted as the core financial system in a range of market sectors. The core markets are:

- Business Living IN Change
- Professional Services - including:
- Commercial Services
- Engineering Services
- Construction Services
- IT Services
- Professional and Creative Services
- Not for Profit
- Local Government and Public Sector
- Higher Education
- Travel Industry

"Managers interviewed perceive Agresso as the market leader in their sector, citing the application's flexibility, ease of use and lower cost to procure, deploy and maintain as instrumental in their selection decisions."

ERP...with NO Expiration Date?

Agresso's Enterprise Resource Planning (ERP) solution, Agresso Business World, offers a fully-integrated ERP suite that offers something new: cutting-edge "post-implementation agility" - something the perennial ERP solution giants can't.

The agility of Agresso makes it ideal for evolving organizations that need to alter ERP system setup in response to change. This puts the individual user in the driver's seat to meet organization requirements rather than handcuffing your organization to a rigid information system that inhibits growth as your requirements change.

Agresso Business World's long shelf life saves you the cost and headache of re-implementation or premature replacement of your ERP system.

What is Post-Implementation Agility?

Agresso Business World provides organizations with the agility necessary to respond to business change long after the initial implementation is complete, delivering an ERP solution that withstands the test of time...beautifully.

Agresso Business World has been touted by industry analysts as unique among ERP competitors due to its unusually tight coupling of data management (Information Warehouse), process modeling (Business Processes) and information delivery (Reporting/Analytics). A single change made to your organization's data or business processes is reflected throughout the solution.

The result? Organizational resilience to change that is unmatched in the ERP solutions' market.

Positionng & Analysis

Agresso's applications have been built from the ground up and are not the result of acquisitions or disparate products and technologies. The information warehouse, business process model and reporting/analytics delivery models are inextricably linked in a virtual cycle.

For example, CEOs, CFOs and COOs orchestrating a new business process will automatically leverage the information warehouse and reporting capabilities. Similarly, the addition of new data from an acquisition is immediately transferred to established business processes and analytics. Finally, the new analysis requirements are immediately channeled directly into the organization's business and process context.

The inherent weaving of these three components allows organizations' core back and front-office infrastructure to move in lockstep - accommodating unlimited change, over time.

PWR-Consulting's products and services are used by its clients to assist them in planning, selecting, and maintaining value added IT investments as well as by the industry providers of applications software to remain competitive, current with competitors, focus on industry trends, and end-user needs.

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