

ERPx Analyst and Media Highlights



Introduction

In this document you will find information about assets we have generated to help support the positioning of ERPx.

Some of these assets have been commissioned by Unit4 and some were generated as a result of analyst briefings, media briefings, or X4U general coverage.

Most of these assets can be shared with customers (unless otherwise stated) and can also be quoted to help support a sales pitch.



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A woman with curly hair, wearing a blue sweater, pointing to the text 'UNIT4 ERPx'. The background is light green.

UNIT4 ERP^x

Unit4 Announces Next-Generation ERP for Mid-Market People-Centric Services Organizations

unit4.com • 4 min read

ERPx Analyst Reviews



ERPx Analyst Quotes



“
IDC expects this product to set a new trajectory for Unit4 as it moves into the digitally transformative future with its people centric modern and modular ERP system.”

“
The product also reduces needless employee tasks by enabling machine learning across the business processes, providing the employees with a better people experience. In addition, the product has been built with industry standards, enabling out of the box best practice configurations for a multitude of people centric industries.”

“
Unit4 ERPx is an example of the new modular ERP application with a focus on the people experience across an organization.”



“
The new product (ERPx) covers financial processes, time and billing, HR processes, and analytics and operations, giving it a comprehensive feature list that many people-centric businesses will find attractive as a replacement to their existing ERP architecture.”

“
ERPx meets IDC's definition of next-generation intelligent ERP.”

“
The combination of new products, renewed leadership, and emphasis on people-centric industries will give new momentum to Unit4 in an age of rapid disruption and digital transformation.”

ERPx Analyst Quotes



“ Nucleus expects Unit4 ERPx to increase user productivity, reduce costs, improve visibility. ”

“ With Unit4 focusing its ERPx’s design and functionality for specific industries on meeting customer requirements, users within those verticals further save on upfront customization. ”

“ ERPx aims to democratize sales and operational planning and workforce management by streamlining the user experience and deployment process while lowering the Total Cost of Ownership. If ERPx is successfully rolled out, Nucleus believes the trend of vendors shifting development to specialized ERP solutions or modules will only accelerate, lest they become a jack of all industries, master of none. ”



“ ERPx has been in development for some time, but the launch comes at a moment when many mid-market organizations are re-thinking their core applications strategy. ”

“ We heard from several Unit4 customers this week who were positive about the cloud-native approach of the new product, with several reflecting on how cloud had proven itself in supporting their businesses in recent times of need. ”

“ ERPx ticks a lot of boxes in terms of what a modern platform should look like: a user-centric design, a cloud native and microservices-based architecture, and potential to extend through low/no code development. ”

ERPx Analyst Quotes



“

We live in disruptive times and the pace of change is truly accelerating...The cloud native microservices architecture of ERPx will make Unit4 solutions more extensible, providing you with the ability to add or change functionality with less disruption to the core. The People Platform will provide the ability to configure, personalize and tailor your solution with little or no invasive code changes.

“

If you are beginning a search for a replacement (ERP system) start the planning process now. Unit4 ERPx, built on the People Platform is definitely worth a look.

”



“

This announcement is significant, as a majority of the other ERP suppliers have yet to fulfill the promise of a comprehensive, fully integrated solution.

”

“

Unit4 is putting its money where its mouth is and developing capabilities on top of ERPx that will allow partners to more efficiently add other integrations and extensions, as well as their own applications.

”

“

[...] many PSOs, especially in the mid-market, look to one integrated solution, with support from the vendor. Unit4 is well positioned for the changing marketplace, and ERPx provides those organizations with a solid information infrastructure.

”

“

While better known in Europe, the vendor is rapidly gaining market share in the North American market. And as ERPx gains in momentum, there is little doubt Unit4 will become increasingly popular.

”

IDC Link: Unit4 Announces ERPx

- **Full title:** Unit4 Announces ERPx, a Modern and Modular ERP System
- **Published:** October 2020
- **Source:** Online review
- **Funnel stage:** Pipeline acceleration
- **Use this report:** to prove that the technology of ERPx will help your customer's digital transformation efforts.



Mickey North Rizza
Program Vice President,
IDC



- Following X4U, IDC published a link report on ERPx describing key features of the products and sharing IDC's Point of view.
- The tone of the report is positive and highlights how Unit4 is aligning with IDC's view of the next gen ERP, the modular ERP.
- According to IDC, modern modular ERPs include:
 - SaaS & Cloud-enabled applications
 - Automated workflows
 - Artificial Intelligence & Machine Learning
 - Microservices Architecture
 - Application programming interfaces (APIs)

[Read the Report](#)



Unit4 Strategic Realignment to Grow in Disruptive Times

- **Full title:** Unit4 Strategic Realignment to Grow in Disruptive Times
- **Published:** January 2021
- **Source:** Executive Snapshot
- **Funnel stage:** Pipeline acceleration
- **Use this report:** to prove that the technology of ERPx will provide out-of-the-box industry specific user experiences.

- Following a Unit4 briefing to the EMEA team in Dec 2020 focusing on ERPx, IDC have produced this Market Note.
- This Market Note presents IDC's opinion on Unit4's strategy in EMEA, Unit4's focus on people-centric industries, partner network expansion, and portfolio modernization toward cloud-native, microservices-based products, including ERPx.



Edyta Kosowska, Software Program Manager

Bo Lykkegaard, Associate Vice President for the Software Tracker, Public Cloud Services Tracker, and European Enterprise Applications research

Alexandros Stratis, Research Manager

EMEA

[Read the Report](#)

Unit4 shows its X-Factor with ERPx

- **Full title:** Unit4 launches “last ERP you’ll ever need”
- **Published:** October 2020
- **Source:** Online review
- **Funnel stage:** Pipeline acceleration
- **Use this report:** to show how ERPx will help increase productivity, reduce costs, and improve visibility

- This report is the result of our ERPx briefing back in December 2020 and a great endorsement of our new product!
- Nucleus expects that future ERPx users will likely achieve three major benefits:
 - Increased User Productivity
 - Reduced Operational Costs
 - Improved Organizational Visibility



Isaac Gould,
Research Analyst,
Nucleus Research



NUCLEUS
RESEARCH

[Read the Report](#)



Unit4 launches “last ERP you’ll ever need”

- **Full title:** Unit4 launches “last ERP you’ll ever need”
- **Published:** October 2020
- **Source:** Online review
- **Funnel stage:** Pipeline acceleration
- **Use this report:** to show why the features of ERPx and its cloud-native approach will work for your customer

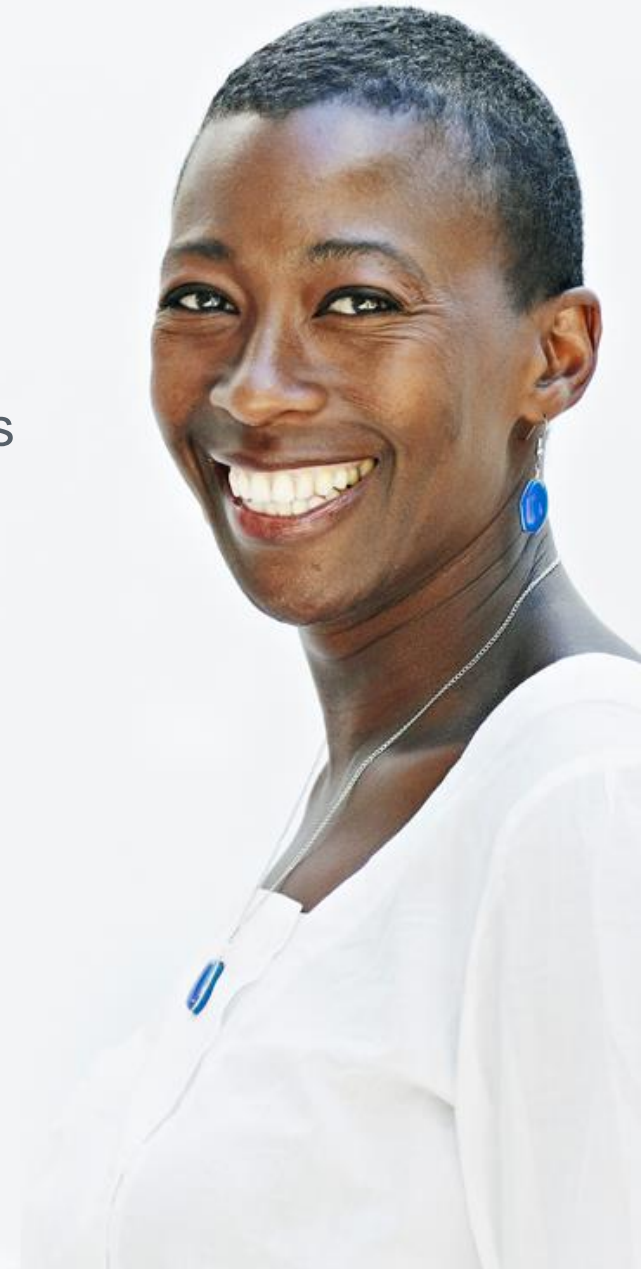
- Following X4U, Teknowlogy published a blogpost on ERPx describing key features of the products and sharing Teknowlogy’s point of view.
- The tone of the report is positive and shows key features of the new ERP.



Nick Mayes
Research Director,
Teknowlogy



[Read the Report](#)



ERPx Marks the Spot

- **Full title:** ERPx Marks the Spot
- **Published:** October 2020
- **Source:** Online review
- **Funnel stage:** Pipeline acceleration
- **Use this report:** to help convince a PSO customer that ERPx is right for them

- Following X4U, SPI published a research note on ERPx describing key features of the products, key current trends in the PSO market and sharing SPI's point of view.
- The tone of the report is very positive and shows how Unit4 is hitting the right trajectory within the changing PSO marketplace.



Dave Hofferberth
Founder and Managing
Director, SPI



[Read the Report](#)



Mint Jutras: Unit4 ERPx: Right for your People Business?

- **Full title:** Unit4 ERPx: Right for your People Business?
- **Author:** Cindy Jutras
- **Published:** November 2020
- **Funnel stage:** Pipeline acceleration
- **Use this report:** to help a customer understand how ERPx has been built to adapt to their needs and be 'right' for them.

- Following X4U, Mint Jutras have written a detailed review of ERPx and our 'right for your business' positioning.
- Reports covers why our 'People First' strategy is not just 'feel good messaging' but about deliver the 'right' experiences for our customers and users.

[Read the Report](#)



Cindy Jutras
President, Mint Jutras



ERPx Analyst Coverage

Additional Coverage

TechMarketView – [Unit4: it's the right experience not just the user experience](#)

Deal Architect - [The Analyst Cam: Unit4 ERPx briefing](#)

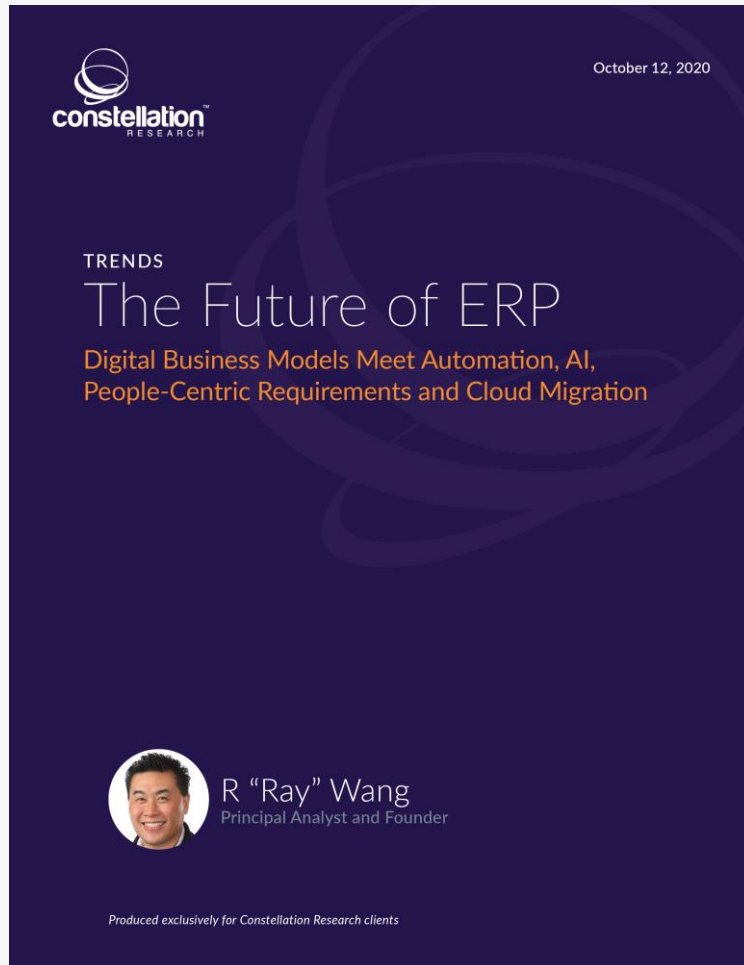
VMBlog - [Unit4 Announces Next-Generation ERP for Mid-Market People-Centric Services Organizations](#)

TechTarget - [Unit4 plans to release next-gen ERP platform, Unit4 ERPx](#)

Commissioned Content – next-gen ERP

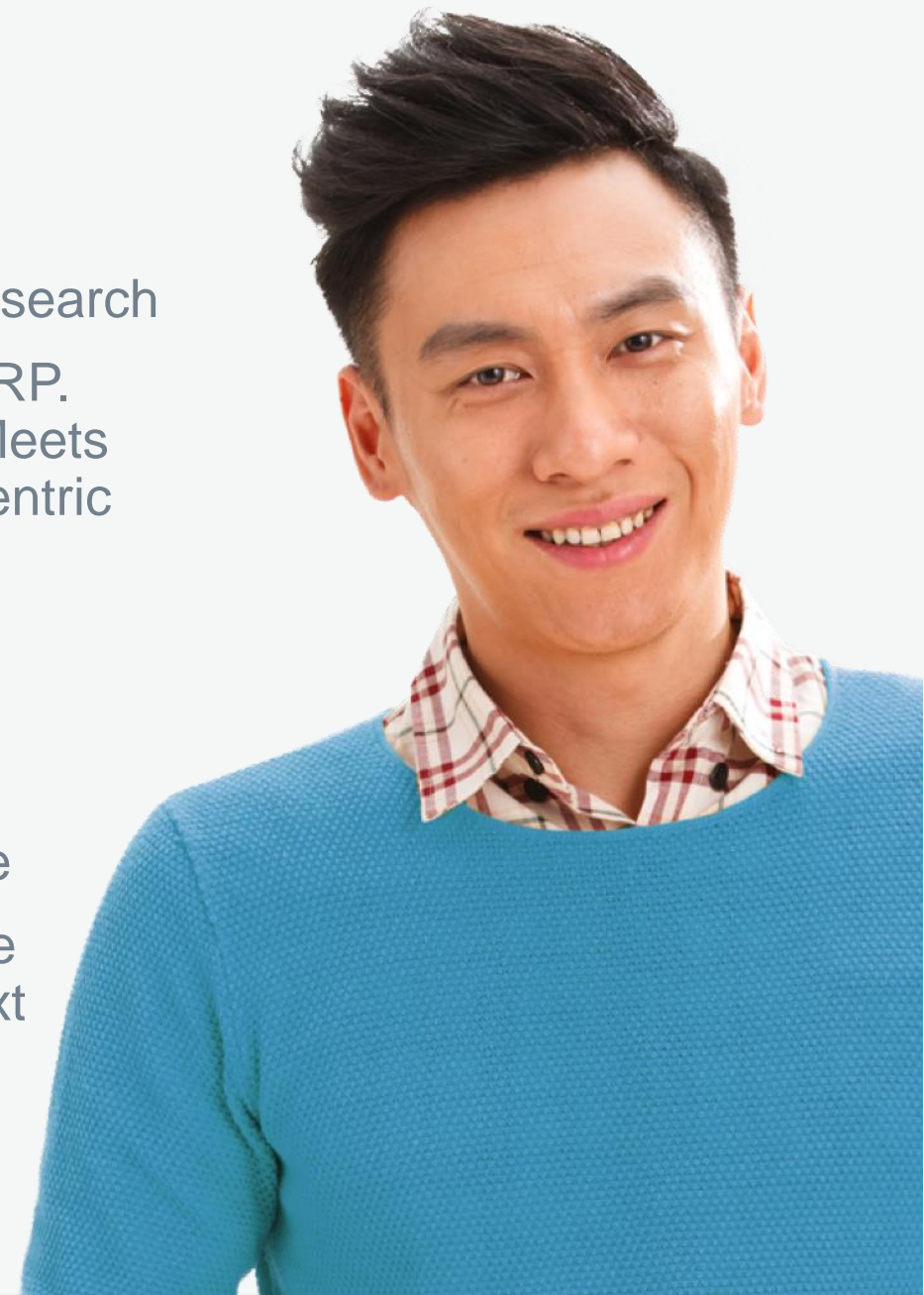


The Future of ERP



- **Author:** Ray Wang
- **Analyst:** Constellation Research
- **Full title:** The Future of ERP. Digital Business Models Meets Automation, AI, People-Centric Requirements and Cloud Migration
- **Published:** October 2020
- **Source:** Commission
- **Funnel stage:** Early stage
- Use this report to show the benefits of investing in next generation ERP

[Read the Report](#)



Why is this report important?

- Constellation surveyed more than 400 C-level leaders about their overall tech trends and strategies.
- Validates the ERPx positioning around the importance of investing in the right ERP technology to set a business up for the future.
- Supports a unified approach with FP&A and HCM
- Highlights the need for people-centric rather than product centric requirements
- Supports Unit4's solutions and industry specific focus



The Future of ERP Quotes

““ Technology leaders that own legacy on-premises ERP systems face massive challenges ahead to balance technical debt and short-term business requirements.””

Counter with ERPx

““ Users seek to drive down the cost of ERP ownership. The cost of maintaining a legacy ERP system over five years often exceeds the cost for a replacement cloud ERP system.””

Counter with ERP in the cloud

““ A growing number of organizations seek improved forecasting, planning and scenario-building tools powered by some level of artificial intelligence (AI). Existing systems continue to require workarounds and a patchwork of solutions.””

Counter with unified platform with FP&A

““ Extension of key capabilities in industry verticals, last-mile functionality and custom requirements will require cloud ERP vendors to open up their platform layers to enable user-based configuration. Users need to extend and expand ERP footprints to accommodate changing business models and new requirements.””

Counter with Right for your Business positioning

Who is Ray Wang and Constellation?



Ray Wang

- Principal Analyst, Founder, and Chairman of Silicon Valley based Constellation Research, Inc.
- The author of the popular business strategy and technology blog ["A Software Insider's Point of View" >>](#)
- Advises CEOs, CTOs, CPOs, CIOs, CHROs.
- Covers disruptive technologies and how new business models such as digital transformation impact brands, enterprises, and organizations



Constellation Research

- Hot, fast-growing firm
- Advises Global 2000 companies on the future, business strategy, and disruptive technology adoption

Evaluating ERP Solutions



- **Author:** Mickey North-Rizza
- **Analyst:** IDC Research
- **Full title:** Evaluating ERP Solutions: Advice and Checklists for Service Organizations
- **Published:** October 2020
- **Source:** Unit4 commission
- **Funnel stage:** Early stage
- Use the report with customers who don't know where to start on their ERP journey

[Read the Report](#)



Why is this report important?

- Well respected and well-known research house.
- A good guide for customers who are unsure how to take their ERP buying journey to the next step.
- Aligns to key messaging for ERPx.
- Highlights benefits of ERP in the cloud, industry specialism, talent management, utilizing partners, and people-centric ERP.
- Promotes the need for an ERP that can grow and adapt along with your business needs.



Key quotes

“
Does the cloud ERP solution focus on my industry with efficient and services-minded business processes?
”

Counter that Unit4 is right for your industry and size

“
Select a tool that can grow and contract with your business and enable smoother and more insightful processes. It must be faster, provide real-time information, and allow your organization to work smarter and better together.
”

Counter that Unit4 has a focus on enhance user experience and automation as well as being build on flexible cloud technology

Who is Mickey North-Rizza and IDC?

Mickey North-Rizza

- Program Vice President for IDC's Enterprise Applications and Digital Commerce research practice.
- Leads a team of analysts responsible for IDC's coverage of the next generation of enterprise applications including ERP
- Advises clients on ERP and i-ERP systems and associated applications, and digital commerce with a focus on the key trends, opportunities, innovation and the IT and Business Buyer concerns and requirements.

IDC Research

- Well established and respected
- Over 1,100 analysts worldwide, offering global, regional, and local expertise on technology and industry opportunities and trends in over 110 countries.



ERPx News Articles



Experience4U – Unit4 launches ERPx for the 21st century

- **Author:** Dennis Howlett
- **Media:** Diginomica
- **Full title:** Unit4 launches ERPx for the 21st century
- **Published:** October 2020
- **Funnel stage:** Pipeline acceleration

[Read the Article](#)

“Unit4 is making a fundamental break with past thinking in the marketplace”

“The fundamental thinking behind ERPx coupled with both robust pre-existing functions and an extensions story enabled by microservices should play well with customers who want the benefits of customizations but who don't want the accompanying technical debt burden.”



Unit4 seals completion of microservices ERP with a kiss

- **Author:** Steve Brooks
- **Media:** Enterprise Times
- **Full title:** Unit4 seals completion of microservices ERP with a kiss
- **Published:** October 2020
- **Funnel Stage:** Pipeline acceleration

[Read the Article](#)

“What Jepsen and his team have done is maintain the functionality and user experience that made the people-centric UNIT4 ERP so popular. It now not only has the functionality, the user experience but also a platform that will enable it to blossom.”

“ERPx is a true multi-tenant cloud solution. Its microservices architecture also enables it to run more efficiently than other cloud solutions...The advantage for customers is that it runs faster and is easily scalable.”



Unit4 ERP cloud vision is impressive, but can it compete?

- **Author:** David Essex
- **Media:** TechTarget – article and podcast
- **Full title:** Unit4 ERP cloud vision is impressive, but can it compete?
- **Published:** November 2020
- **Funnel Stage:** Pipeline acceleration

Read the Article or
listen to the podcast

“ Perhaps with the federated microservices architecture of ERPx, Unit4 will be one of the first vendors to succeed with decentralized ERP that looks and feels like one system. ”

“ ERPx features a new, "cloud native" microservices architecture designed to give Unit4 ERP owners the flexibility to plug in modular components and services. Low-code extensions will be offered to make it easier for Unit4 partners and customers to add specialized features. ”



Additional ERPx Media coverage

[Unit4 kondigt next-generation ERP aan voor middelgrote, mensgerichte organisaties in de dienstverlening – Emmerce](#)

[CEO Mike Ettling har satt fart på Unit4 – nu lanserar bolaget ”nästa generations system”– PLM & ERP News](#)

[Unit4 kondigt next-generation ERP aan: volledig gefocust op mensgerichte organisaties – Softwarepakketten.nl](#)

[Unit4 Announces Strategic Global Product And Innovation Partnerships To Support Next Generation ERP Roll-Out - AiThORITY](#)

[Le nouvel ERP d’Unit4 se fonde sur une architecture de microservices – Solutions Numerique](#)
[ERPx: Unit4 promises its new ERP generation for spring – Lemagit.fr](#)

[READ THE CONDENSED X4U REPORT](#)

Thank you

