

Business Value of moving to SaaS

How do you enable and measure the value of SaaS ERP?

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For modern organizations, value measurements have shifted from a focus on up-front cost and TCO to a more holistic lifecycle cost offset by the capacity to enable strategic business objectives and user outcomes. This is especially true for SaaS, where continuous value is a key strategic advantage.

Four types of benefits are derived from Unit4 Cloud ERP



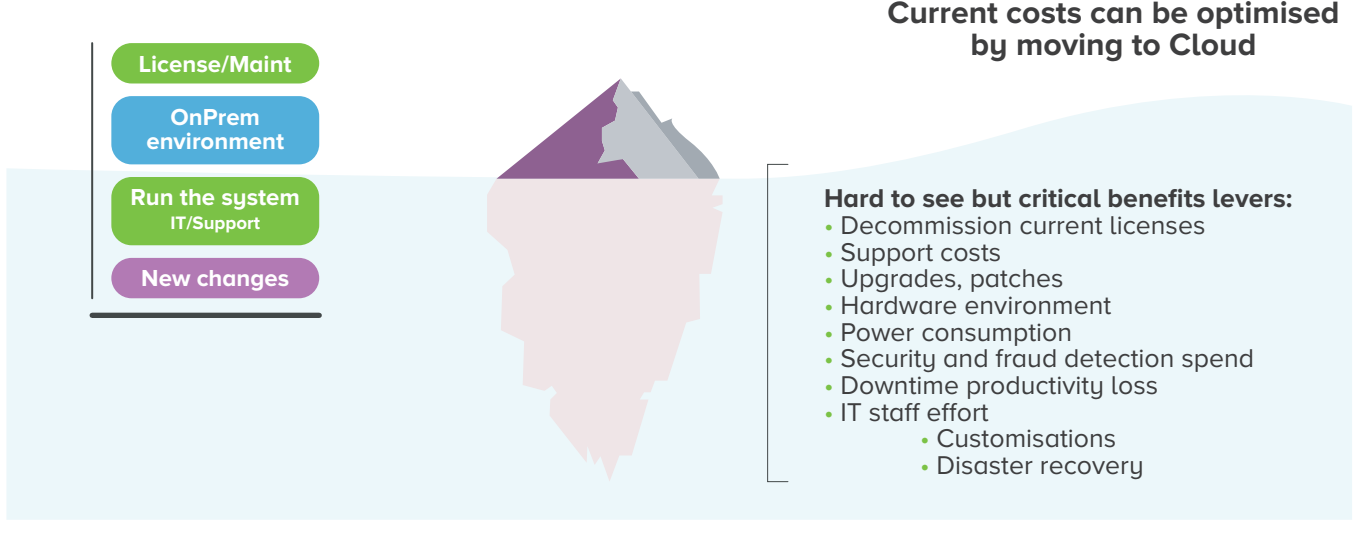
1. Total cost of ownership

Think of all the ongoing expenses of living with, and managing, an on-premises solution. Notable cost saving opportunities include:


- Customizations
- Upgrades
- Integrations
- Disaster recovery
- Hardware estate
- Security, and fraud prevention



Cost savings can be captured across IT landscape, many of which are latent/hidden, but critical








Reduced “total cost of ownership” has tangible benefits that customers realise

	Benefit area	Improvement benchmarks
 Total cost of ownership	Hardware infrastructure (Server/DB/Storage/Network) costs	↓ 80-100%
	3 rd party software license costs	↓ 50-100%
	IT maintenance costs	↓ 100%
	Running costs (power)	↓ 80-100%
	Downtime costs	↓ 50-100%
	Disaster recovery / Security costs	↓ 50-80%
	3 rd party / Customisation costs	↓ 20-80%
	Integration costs	↓ 10-40%
	IT staff efficiency	↓ 10-20%

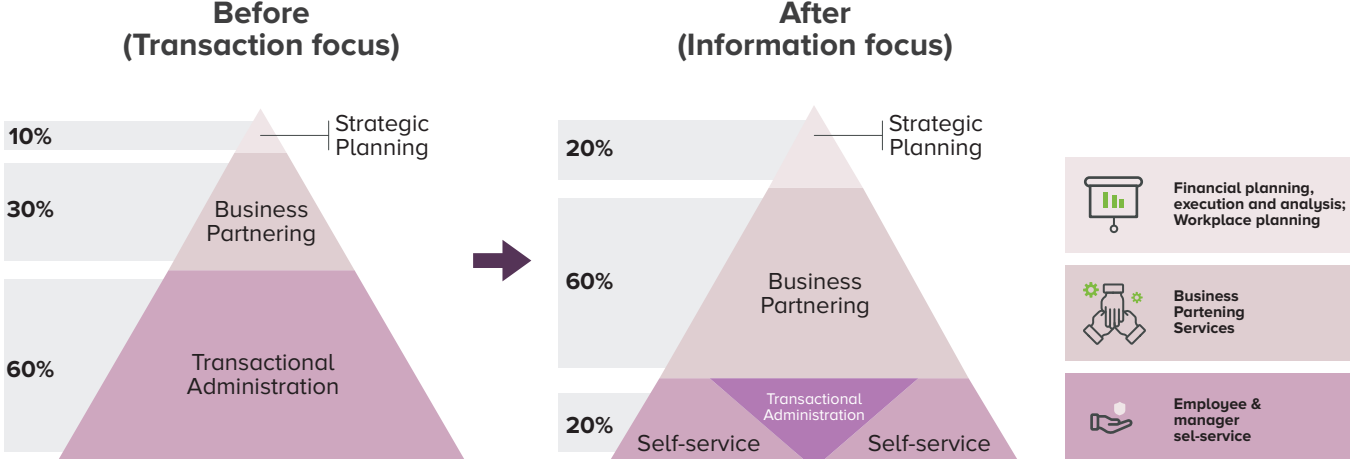
2. Efficiency

Improving the efficiency of key functions allows Finance and HR to transform their delivery approach from a transaction-heavy focus to an information-driven focus.

Efficiency gains result in better redeployment & higher quality of service...

Metric	Customer focus	Typical impact
 Time spent on higher value activity	Measures the shift of time spent from lower to higher value services provided to the business	↑ 20-40%
 Cost of finance	Indicator of the efficiency and level of scale within the finance in the organisation	↑ 10-20%
 Expense management efficiency	Indicator of time saving via expense process (submission, approval, administration)	↑ 10-20%
 HR/Pay team efficiency	Indicator of automation of HR/payroll process and efficiency of HR/Pay team in the organisation	↑ 5-20%
 Budgeting & forecasting team efficiency	Measure the efficiency of budgeting and forecasting team in the organisation	↑ 10-30%

... and transformation finance / HR service delivery from a transaction focus to an information focus



3. Effectiveness & experience

We see growing demand for CFOs to provide information-driven insights across planning, budgeting, and forecasting, as well as the processing and analysis of non-financial data. Such insights can yield significant benefits to the top and bottom line. Unit4 ERP enables this kind of analysis even for the most non-technical users.

The CHRO's job has also evolved, with the role now key to attracting, retaining, and promoting talent within the workplace. Unit4 ERP acts as a key enabler by providing better internal mobility and promotions, optimized L&D programs, faster time to fill critical positions, and improved compensation planning – which together with seamless onboarding and self-service available across the entire employee journey, boost engagement and reduce attrition.

Business effectiveness benefits result from better agility, improved insights & elevated engagement

Higher agility & responsiveness	Improved insights to People/Capital	Improved insights to project
Faster external audit process (cost savings) 5-10%	Reduce maverick spend (uncontrolled buying) 5-20%	Reduce billable time leakage 1-8%
Faster org change management (including reorgs and M&A) 10-30%	Better rates and procurement margins 2-10%	Improve billable utilisation 2-5%
Faster close process 5-20%	Improved days of sales outstanding (creditor days) 10-20%	Reduce subcontractor work (cost savings) 5-10%
Improved grants/funds due to better allocation and transparency 5-10%	Reduce days of payables outstanding (DPO) 5-10%	Reduce project overspending 1-10%
	Optimise working capital budgets (better variance analysis between plan vs actuals) 2-10%	Improve bid-to-win ratio 1-10%

Demonstrating continuous value is now expected, so, value must be presented as outcomes that can be constantly measured and monitored and will make the buying decision a breeze. The shift toward understanding lifecycle costs and then achieving strategic business objectives through an information-driven focus has led to a change in how value is measured. Outcomes such as cost saving opportunities, efficiency improvements, information-driven insights, and a more engaged workforce underpin a compelling business case to invest for the future.



Ready to know more?

To learn more about how Unit4 ERP in the cloud can enhance your business please reach out to your account manager, or check out [this landing page](#). You can learn more about your [Journey to the Cloud](#) [here](#).