

BATTLE CARD

Sage X3

Product comparison

Functionality	Competitor	SERP	Description
Database	MS SQL databases	Optional	Does it require another software for the database?
Email sending and receiving	Standard	Standard	Is it possible to send and receive emails from the system, and is another software required?
Deployment method	Web client, native client	Native client, App and web client	How does the user use the system? Native client, web client, App?
Supported OS	Windows	Client: MacOS, Win, Android, iOS Server: Linux, Win, MacOS	What OS can be used to run clients and the server on?
Licensing model	Subscription	Subscription	What is the licensing model (subscription, purchase and maintenance, transaction based, free, other)?
Cloud infrastructure support	Sage X3 is available in the cloud and on-premises	Public and private, scalable	Can the infrastructure run on cloud?
BI functionality	Sage X3 BI	Flex.bi	Are there any BI tools available?
Webshop	Supports multiple web stores and web boutiques after simple configurations	Module, integrations	How can a Webshop be implemented?
Verticals	Same software	Modules, same software	How are verticals developed (same software or integrations)?
CRM	Sage CRM module for X3	Built-in module	Is CRM available?
Customizations	Most customer-specific requirements can be done with easy configurations	HAL	How can customizations be made?
Additional software	None	None	What additional software is required to run the ERP (e.g. Active Directory, Share Point)?
Version updates	Automated	Automated, optional	How are system updates done?
Languages / localizations	12 languages / legislation of other countries	37 languages, 42 localizations	Is the product available in other languages and localized in different countries/regions?
Product delivery strategy	Partners	Through partners	How is the product implemented and delivered to the end customer?
Upscaling	Subscription/implementation	Subscribe and use, unlimited users, localisations	How can the product be upscaled?

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SWOT analysis

Top strength	Top weakness
<ul style="list-style-type: none">■ Very Strong with multiple languages, currencies, and legislations■ Strong industries are Distribution, Process Manufacturing, Discrete Manufacturing, Agriculture, Chemicals, Food and Beverage, and Services■ Built on an architecture which is highly configurable, most customer-specific requirements can be done with easy configurations. Most projects are delivered without the development of customizations.	<ul style="list-style-type: none">■ Hardware infrastructure is fairly demanding■ Speed can be an issue if server infrastructure is not sized properly■ No e-Commerce available within Sage X3. They have an integration with an OEM called Commerce Build
Top opportunities for us	Top threats for us
<ul style="list-style-type: none">■ HansaWorld offers more languages and localizations■ Due to their lack of skilled partners to implement the product correctly, we have the opportunity to reach out to these unhappy customers■ Implementation time is faster	<ul style="list-style-type: none">■ Well recognized brand■ Continuous active marketing globally■ Larger product stack to cater to different customers