

Discrete ERP Results Index: Mid-Market (continued)

Discrete ERP Market Definition

Discrete ERP software manages most operational and back-office activities of manufacturing companies that produce distinct or individually separated products. Discrete ERP systems are used to plan, manage, and track production activities as well as other related processes such as inventory management, sales, purchasing, or accounting. By using discrete ERP software, manufacturers can identify what needs to be produced based on demand, what raw materials are required for production, and how to create and implement production plans. In addition, discrete ERP tools help manufacturers monitor the quality of the products and deliver them to customers.

Due to its broad scope, discrete ERP software can be used by all departments of a manufacturing company, but it is critical for the production team. For optimal results, discrete ERP solutions should be used by accountants to manage financial transactions, by purchasing managers for fulfillment, or by warehouse managers to manage the inventory of raw materials and finished goods.

Discrete ERP software can be delivered as a standalone solution or as a package combining multiple solutions. Many vendors also provide a core package and additional modules that can be bought separately. This type of software needs to integrate with other enterprise software such as [CRM all-in-one software](#), [supply chain suites](#), [PLM software](#), and [HR management suites](#).

To qualify for inclusion in the Discrete ERP category, a product must:

- ▶ Provide robust accounting features or tight integration with accounting software
- ▶ Include features to create and manage multiple types of bills of materials
- ▶ Create and consolidate purchase orders for raw materials and finished products
- ▶ Capture sales orders from customers and match them with product availability
- ▶ Manage inventory of raw materials and finished products in multiple locations
- ▶ Identify and allocate the equipment and human resources needed for production
- ▶ Create and implement production plans depending on demand and capacity
- ▶ Monitor quality standards for products during production and warehouse storage
- ▶ Provide features to ship products to customers or distributors and track returns
- ▶ Track production and administrative costs per department or activity
- ▶ Include financial reporting and dashboards as well as financial statements

(Discrete ERP Results Index: Mid-Market continues on next page)



Discrete ERP Results Index: Mid-Market (continued)

Results Index Description

A product's Results score is calculated by a proprietary algorithm that factors in real-user satisfaction ratings for a number of results-related review questions. Software buyers can compare products in the Discrete ERP category according to their Results scores to streamline the buying process and quickly identify the products that produce the best results based on the experiences of their peers. For sellers, media, investors, and analysts, the Index provides benchmarks for product comparison and market trend analysis.

Badges are awarded to products for: Best Results (highest overall Results score), Best Estimated ROI (based on a combination of estimated time to ROI and time to go live), and Users Most Likely to Recommend (highest likelihood to recommend score).

Products included in the Mid-Market Results Index for Discrete ERP | Winter 2024 have received both a minimum of 10 reviews and 5 responses from real users for each of the results-related questions featured in our review form by November 21, 2023. These ratings may change as the products are further developed, the sellers grow, and as additional opinions are shared by users. A new Results Index report will be issued for this category as significant data is collected.



MIE Trak Pro

4.3 ★★★★★ (99)



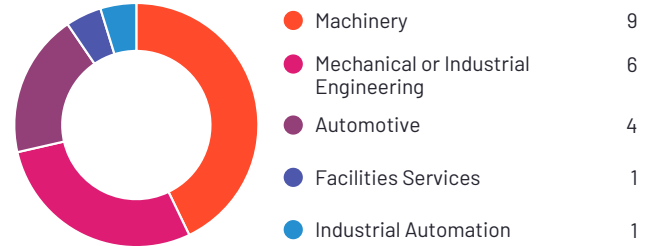
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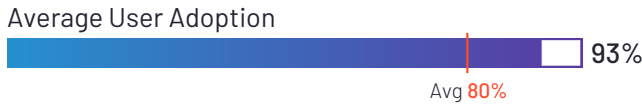
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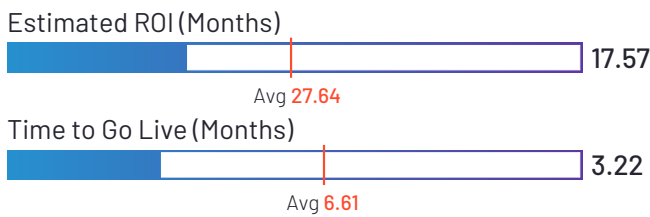
Top Industries Represented



Average User Adoption



ROI Factors



Ownership
MIE Solutions



HQ Location
Garden Grove, CA



Year Founded
2007



Employees (Listed On LinkedIn)
56

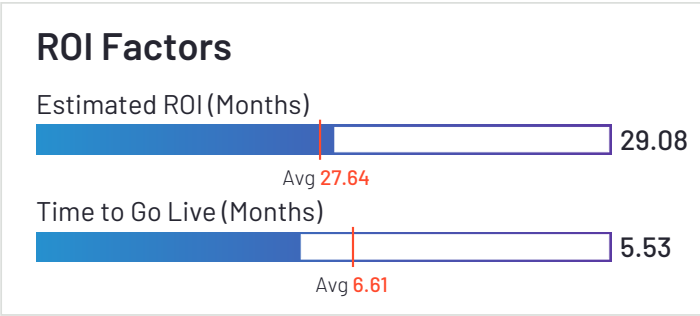
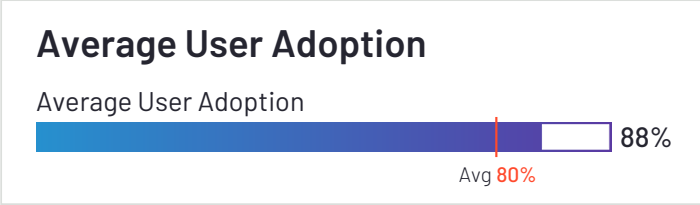
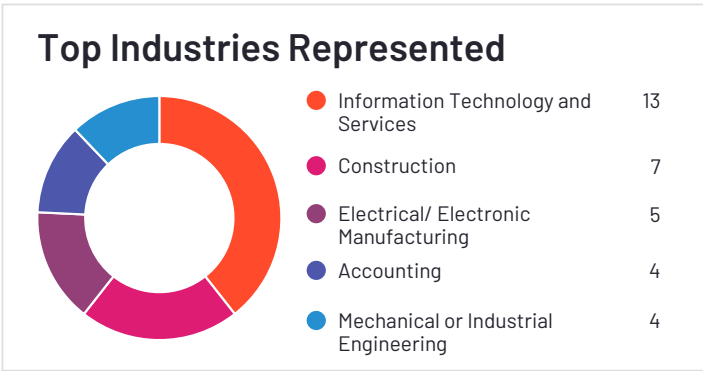
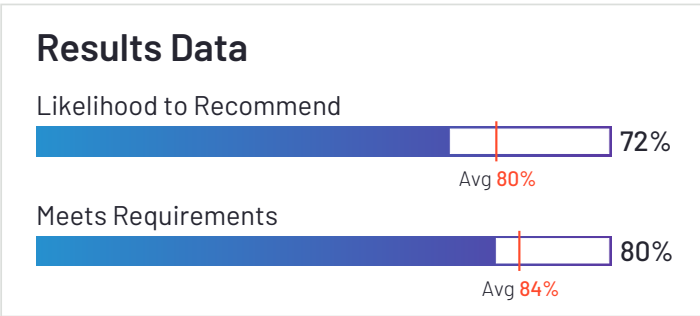
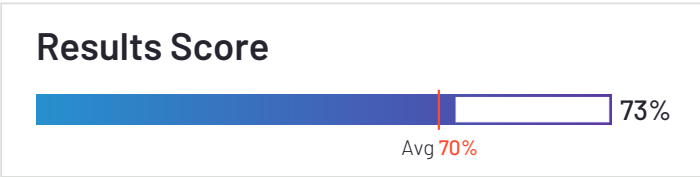


Company Website
mie-solutions.com



Microsoft Dynamics 365 Business Central

3.8 ★★★★★ (558)

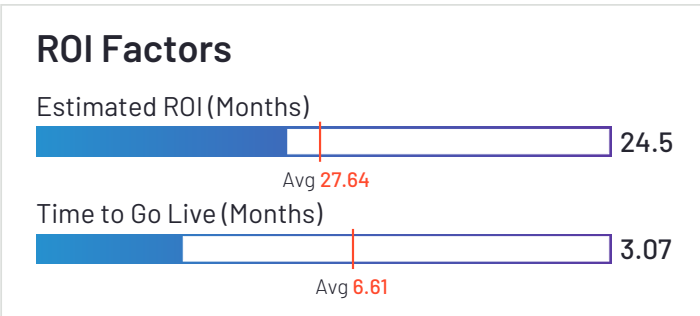
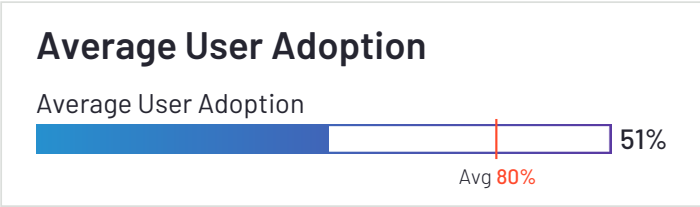
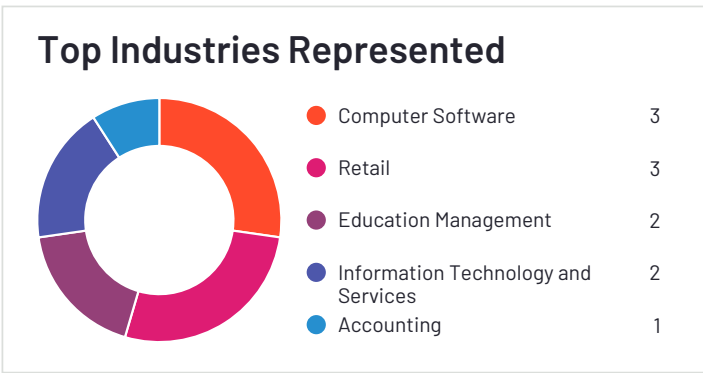
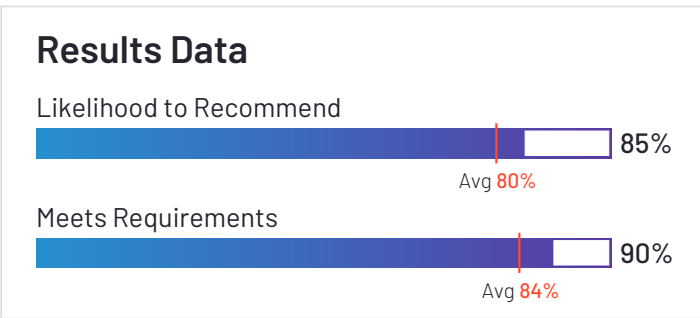
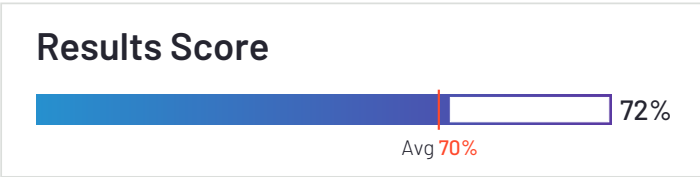


 Ownership Microsoft	 HQ Location Redmond, WA	 Year Founded 1975	 Employees (Listed On LinkedIn) 224,903	 Company Website microsoft.com
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Odoo ERP

4.2 ★★★★★ (230)



 Ownership Odoo	 HQ Location Brussels, Belgium	 Year Founded 2005	 Employees (Listed On LinkedIn) 3,566	 Company Website www.odoo.com
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Infor SyteLine / Infor CloudSuite Industrial

3.9 ★★★★★ (54)

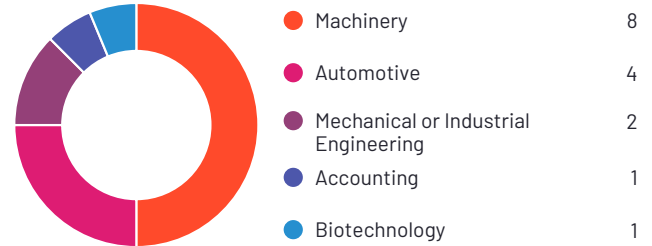
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Results Data



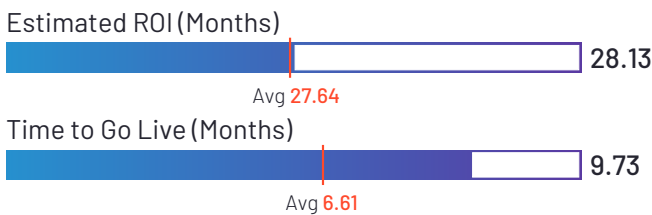
Top Industries Represented



Average User Adoption



ROI Factors



Ownership
Infor



HQ Location
New York



Year Founded
2002



Employees (Listed On LinkedIn)
19,937



Company Website
www.infor.com



NetSuite

4.0 ★★★★★ (2,875)

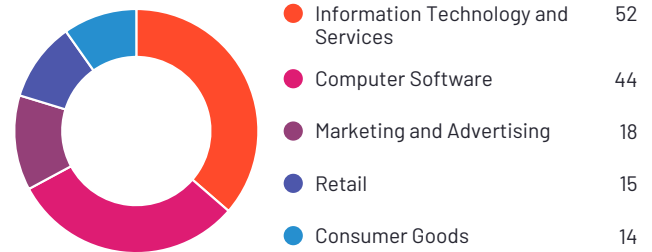
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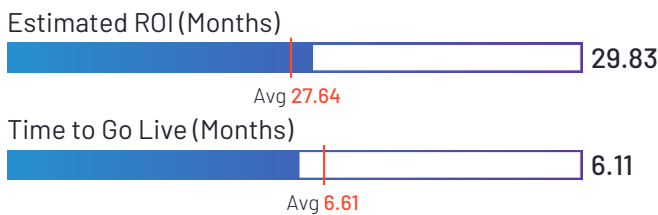
Top Industries Represented



Average User Adoption



ROI Factors



Ownership
Oracle



HQ Location
Austin, TX



Year Founded
1977



Employees (Listed On LinkedIn)
200,654



Company Website
www.oracle.com



Rootstock Cloud ERP

3.7 ★★★★★ (40)

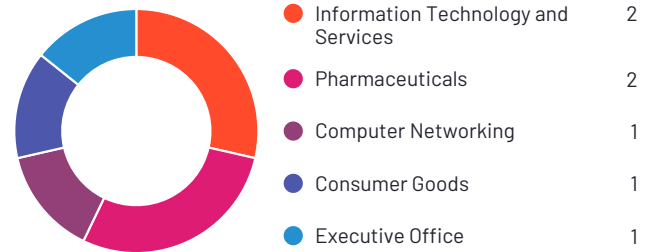
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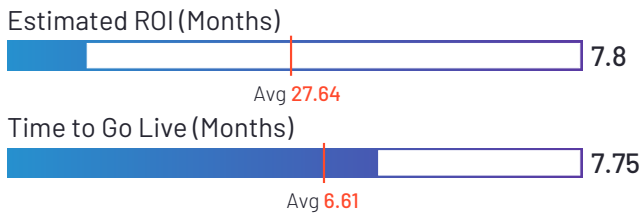
Top Industries Represented



Average User Adoption



ROI Factors



Ownership
Rootstock Software



HQ Location
San Ramon, CA



Year Founded
2008



Employees (Listed On LinkedIn)
145

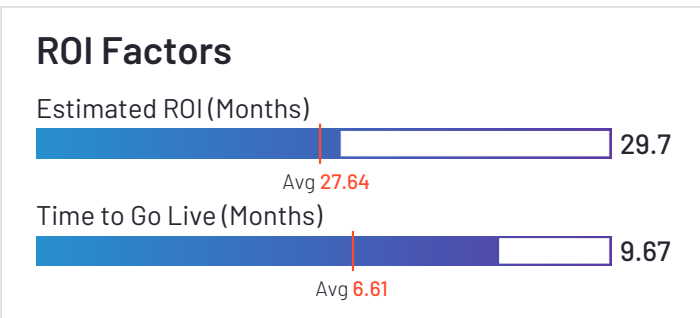
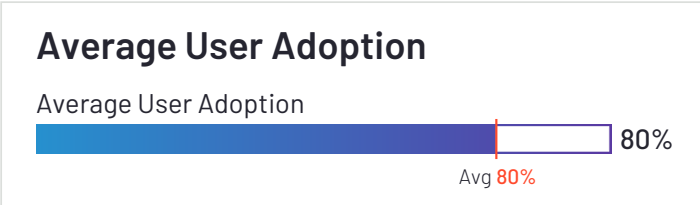
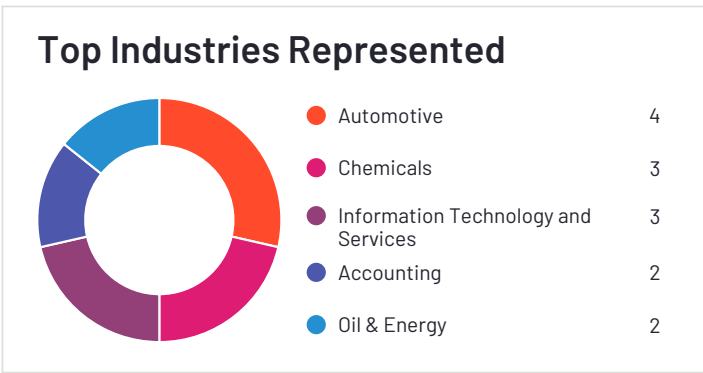
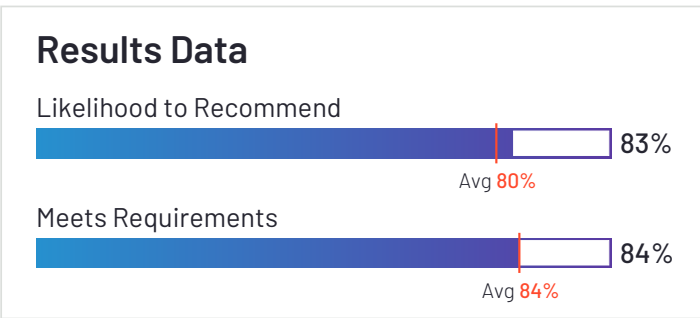
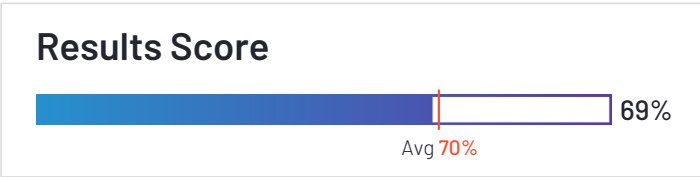


Company Website
rootstock.com



IFS

4.0 ★★★★★ (231)



<p>Ownership IFS</p>	<p>HQ Location Linköping, Sweden</p>	<p>Year Founded 1983</p>	<p>Employees (Listed On LinkedIn) 7,597</p>	<p>Company Website www.ifs.com</p>
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SAP Business One

4.3 ★★★★★ (506)

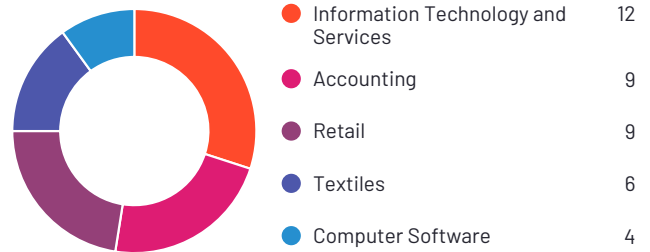
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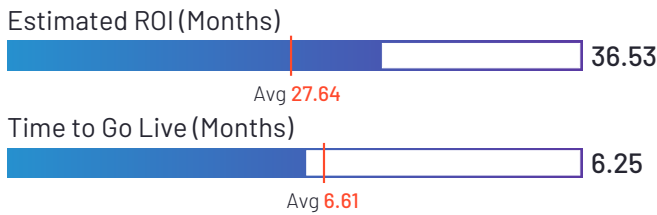
Top Industries Represented



Average User Adoption



ROI Factors



Ownership
SAP



HQ Location
Walldorf



Year Founded
1972



Employees (Listed On LinkedIn)
109,420



Company Website
www.sap.com



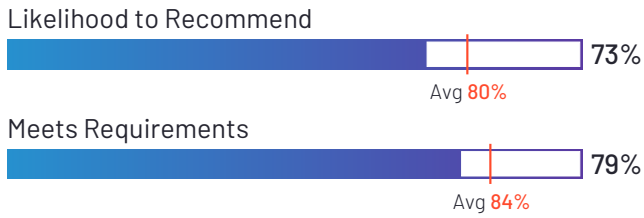
Kinetic

3.7 ★★★★★ (423)

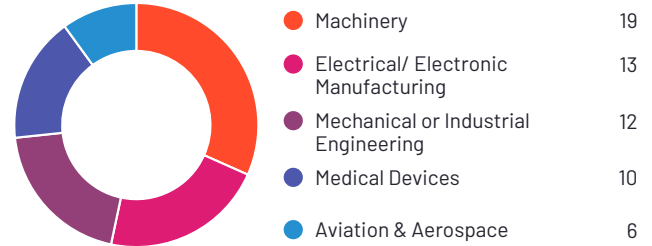
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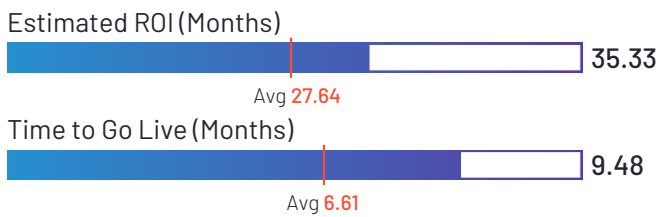
Top Industries Represented



Average User Adoption



ROI Factors



Ownership
Epicor



HQ Location
Austin, TX



Year Founded
1972



Employees (Listed On LinkedIn)
5,311

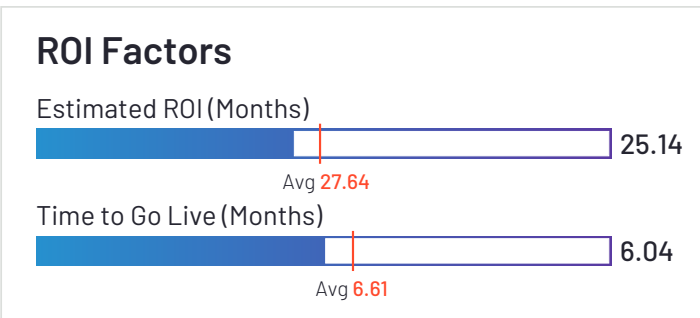
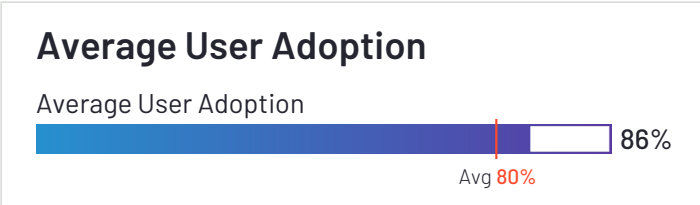
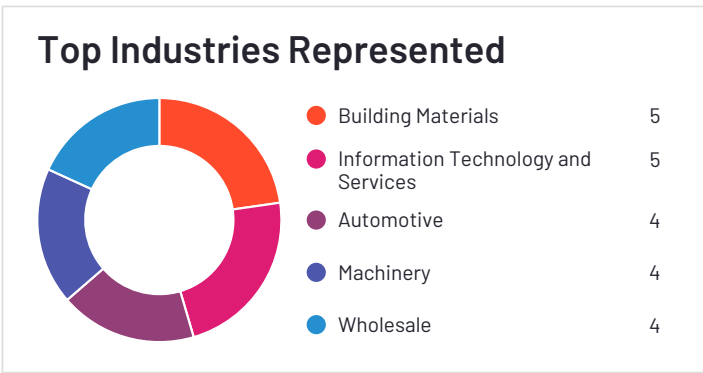
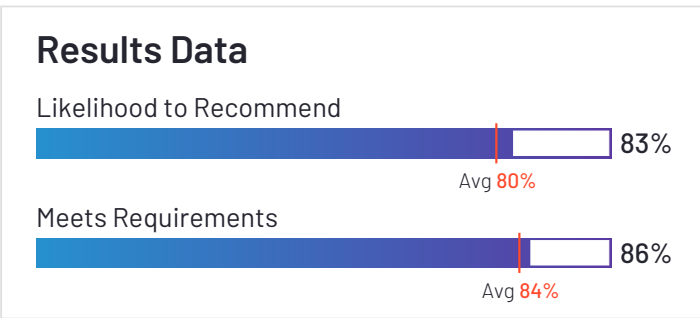
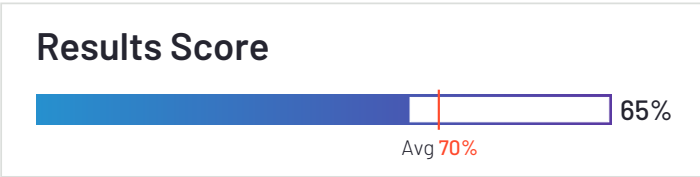


Company Website
www.epicor.com



SYSPRO

4.1 ★★★★★ (219)

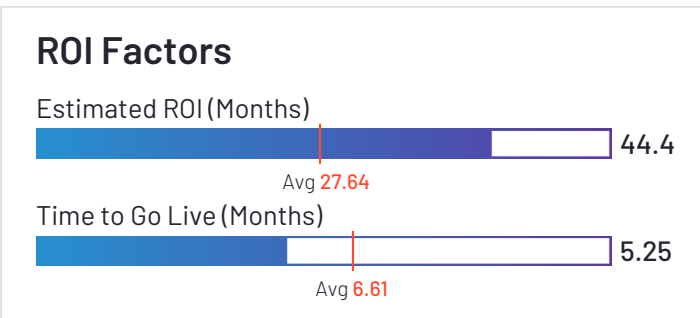
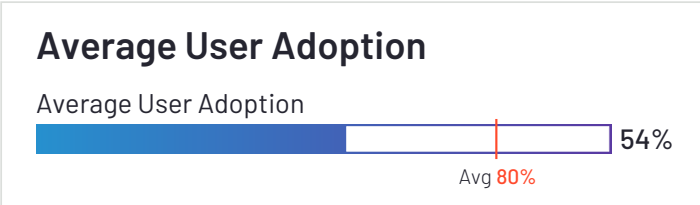
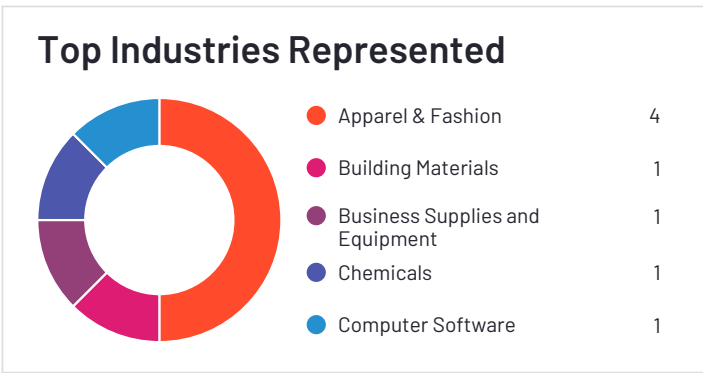
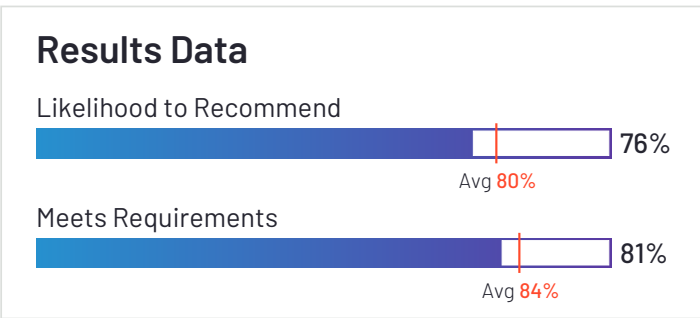
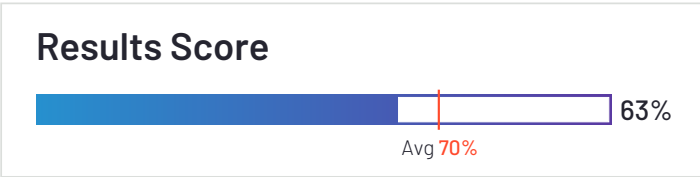


<p>Ownership SYSPRO</p>	<p>HQ Location Costa Mesa, CA</p>	<p>Year Founded 1978</p>	<p>Employees (Listed On LinkedIn) 175</p>	<p>Company Website us.syspro.com</p>
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Infor M3

3.8 ★★★★★ (118)



<p>Ownership Infor</p>	<p>HQ Location New York</p>	<p>Year Founded 2002</p>	<p>Employees (Listed On LinkedIn) 19,937</p>	<p>Company Website www.infor.com</p>
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Results Index Methodology

Results Index Inclusion Criteria

Products included in the Mid-Market Results Index for Discrete ERP | Winter 2024 have received a minimum of 10 reviews and 5 responses for each of the results-related questions featured in our survey by November 21, 2023. Inviting other users, such as colleagues and peers, to join G2 and share authentic product reviews will accelerate this process and encourage the inclusion of additional products.

Segmented Index Scoring Methodology

When viewing an Index report by segment size, the same Index scoring methodology applies. However, the review data used is only from reviewers who are employed by a company within a particular company segment.

G2 uses the following definitions for company segments:

- ▶ Small-Business Review: A review from someone who works at a company with 50 or fewer employees
- ▶ Mid-Market Review: A review from someone who works at a company with 51-1,000 employees
- ▶ Enterprise Review: A review from someone who works at a company with 1,001+ employees

Results Scoring Methodology

G2 rates products and sellers based on reviews gathered from our user community, as well as data aggregated from online sources and social networks. We apply a unique, patent-pending algorithm to this data to calculate the product's Results score. The Mid-Market Results Index for Discrete ERP | Winter 2024 report is based off of scores calculated using the G2 results algorithm v1.0 from data collected through November 21, 2023. The Results score is affected by the following (in order of importance):

- ▶ Customers' reported ease of doing business with the seller based on reviews by G2 users
- ▶ Customers' satisfaction with the product's quality of support based on reviews by G2 users
- ▶ Customers' likelihood to recommend each product based on reviews by G2 users
- ▶ The number of reviews received on G2; buyers trust a product with more reviews, and a greater number of reviews indicates a more representative and accurate reflection of the customer experience

Categorization Methodology

Please visit G2's [categorization methodology](#) page to learn more about how products are categorized. For more in-depth information about how we refer to different types of software, please view our [list of standard definitions](#).

(Discrete ERP Results Index: Mid-Market Methodology continues on next page)



Results Index Methodology (continued)

Trust

Keeping our ratings unbiased is our top priority. We require the use of a LinkedIn account or verified business email address to validate a G2 user's identity and employer. We also validate users by partnering with sellers and organizations to securely authenticate users through select platforms. We do not allow users to review their current or former employers' products, or those of their employers' competitors. Additionally, all reviews are manually checked by our team after our algorithm filters out reviews that don't meet our submission requirements. All reviews must pass our moderation process before they are published.

G2 may occasionally offer incentives for honest reviews to help us gather a full and accurate data set. These incentives are offered as thank-yous for approved reviews. Incentives are never conditioned upon the substance of the review, positive or negative. Each such incentivized review is disclosed with an "Incentivized Review" banner.