







Distribution ERP Results Index: Mid-Market

Results scores for distribution erp are shown below. The chart highlights some of the factors which contribute to a product's overall Results score. Estimated return on investment, meets requirements, user adoption and likelihood to recommend data is shown in the table below.

	● Likely to Recommend	● Meets Requirements	● Estimated ROI	● Other Factors	Score
 Acumatica					8.44
 Microsoft Dynamics 365 Business Central					8.30
 NetSuite					8.05
 Magaya Supply Chain					7.86
 Epicor Prophet 21					7.79
 SAP S/4HANA Cloud					6.64
 SAP ECC					6.25
 Infor M3					5.65

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

* Products are ordered by Index score. Products are ordered alphabetically if two or more products have the same Index score.

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Distribution ERP Results Index: Mid-Market (continued)

Distribution ERP Market Definition

Distribution ERP software manages logistics operations as well as front- and back-office activities of wholesale and distribution companies. This type of software is used to determine product demand and ensure that products sold are delivered on time. Distribution ERP is used mostly by departments in charge of inventory, warehousing, and logistics. Since distributors sometimes combine products before selling them, most distribution ERP software offer features for assembly and kitting. Most distribution ERP solutions also provide modules for accounting, sales, and purchasing, and sometimes human resources.

Since not all distribution ERP products include all the modules mentioned above, they usually integrate with [accounting software](#), [CRM all-in-one software](#), or [HR management suites](#). For advanced supply chain management and e-commerce needs, distribution ERP systems also integrate with [supply chain suites](#) and [e-commerce platforms](#).

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

- ▶ Provide inventory management and control functionality
- ▶ Generate inventory count documents for cycle counts
- ▶ Include features to manage warehouses across multiple locations
- ▶ Track sales orders and match them to inventory availability
- ▶ Create and manage purchase orders to fulfill demand
- ▶ Manage shipping and receiving operations in various locations
- ▶ Assist users with picking and packing products for shipping
- ▶ Maintain financial transactions for all activities such as sales or purchases
- ▶ Manage product cost, pricing, discounts, and profit margins
- ▶ Plan and implement transportation and delivery schedules
- ▶ Analyze the financial and operational performance of the company

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 Distribution 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 Distribution ERP | Fall 2025 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 August 12, 2025. 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.



Acumatica

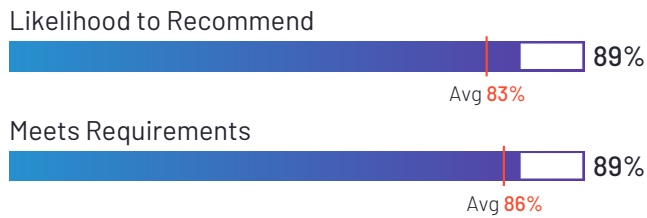
4.5 ★★★★★ (1,562)



Results Score



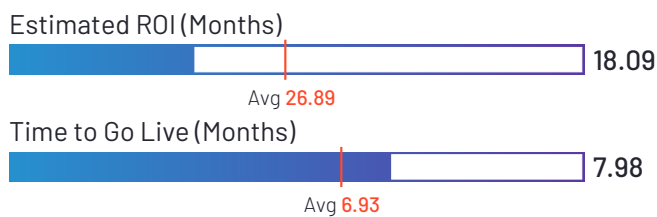
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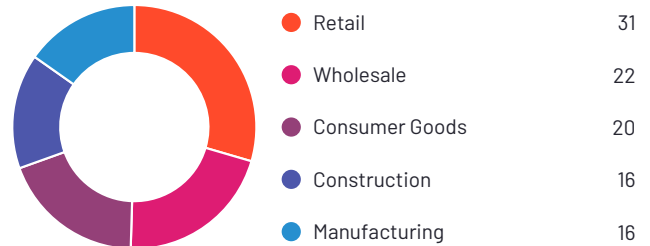
Average User Adoption



ROI Factors



Top Industries Represented



Ownership
Acumatica



HQ Location
Bellevue, WA



Year Founded
2008



Employees (Listed On LinkedIn)
653



Company Website
acumatica.com



Microsoft Dynamics 365 Business Central

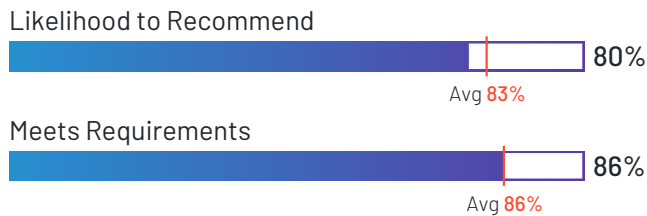
4.0 ★★★★★ (868)



Results Score



Results Data



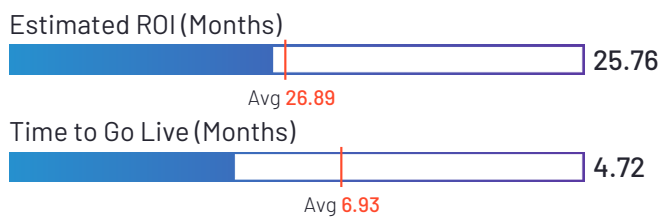
Top Industries Represented



Average User Adoption



ROI Factors



Ownership
Microsoft



HQ Location
Redmond,
Washington



Year Founded
1975



**Employees (Listed
On LinkedIn)**
232,306



Company Website
microsoft.com

ORACLE
NetSuite

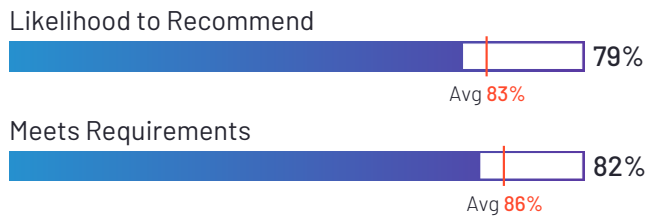
NetSuite

4.1 ★★★★★ (3,994)

Results Score



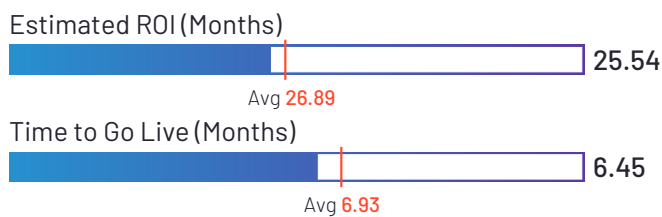
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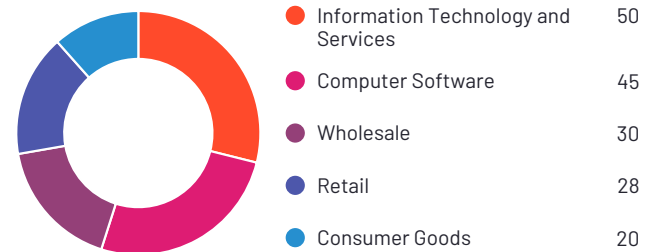
Average User Adoption



ROI Factors



Top Industries Represented



Ownership
Oracle



HQ Location
Austin, TX



Year Founded
1977



Employees (Listed
On LinkedIn)
199,501



Company Website
www.oracle.com



Magaya Supply Chain

4.4 ★★★★★ (226)



Results Score



Results Data



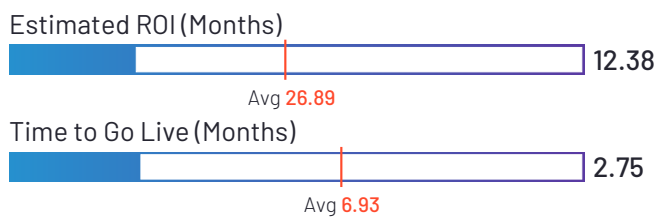
Top Industries Represented



Average User Adoption



ROI Factors



Ownership
Magaya Corporation



HQ Location
Miami, FL



Year Founded
2001



Employees (Listed On LinkedIn)
259



Company Website
www.magaya.com



Epicor Prophet 21

4.1 ★★★★★ (181)

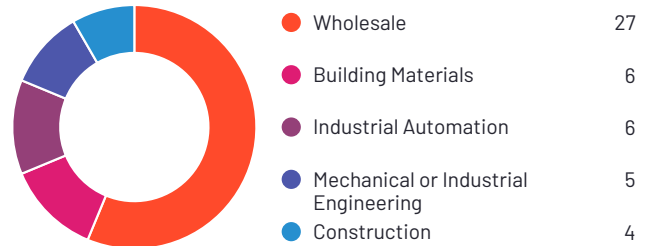
Results Score



Results Data



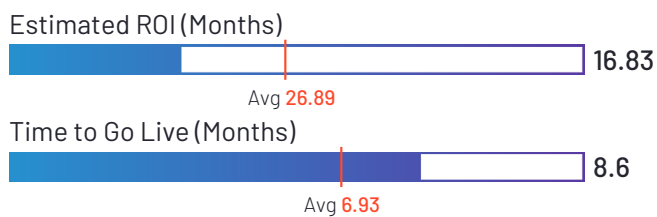
Top Industries Represented



Average User Adoption



ROI Factors



Ownership
Epicor



HQ Location
Austin, TX



Year Founded
1972



Employees (Listed On LinkedIn)
6,020



Company Website
www.epicor.com



SAP S/4HANA Cloud

4.5 ★★★★★ (814)

Results Score



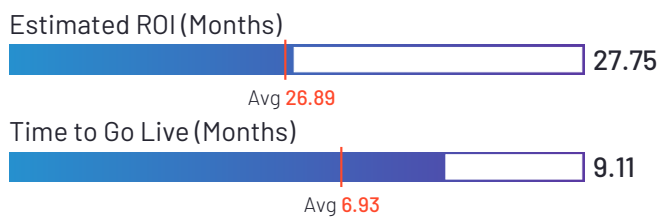
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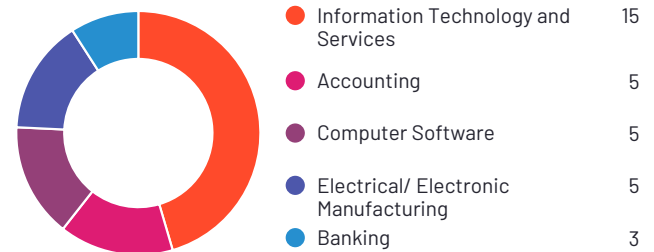
Average User Adoption



ROI Factors



Top Industries Represented



Ownership
SAP



HQ Location
Walldorf



Year Founded
1972



Employees (Listed
On LinkedIn)
131,387



Company Website
www.sap.com



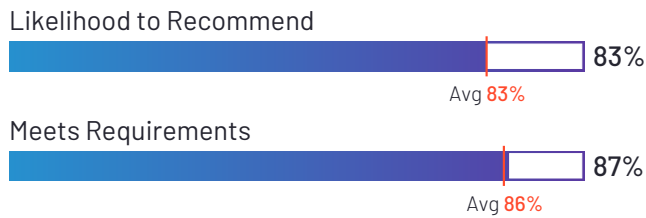
SAP ECC

4.2 ★★★★★ (891)

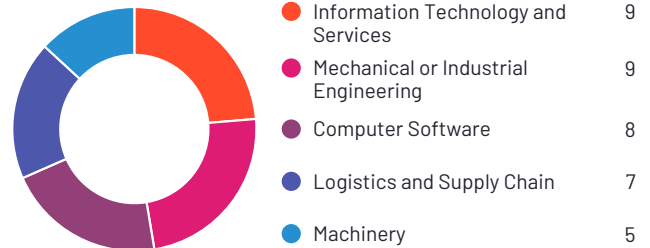
Results Score



Results Data



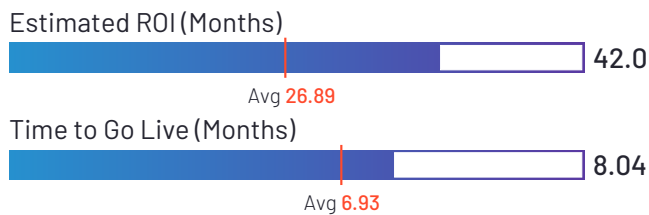
Top Industries Represented



Average User Adoption



ROI Factors



Ownership
SAP



HQ Location
Walldorf



Year Founded
1972



Employees (Listed
On LinkedIn)
131,387



Company Website
www.sap.com



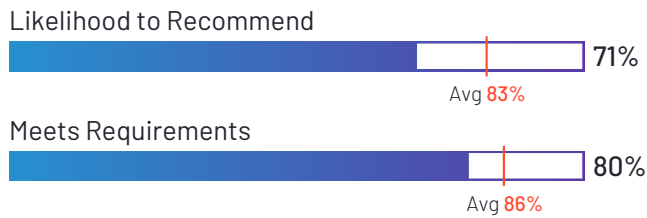
Infor M3

3.8 ★★★★★ (119)

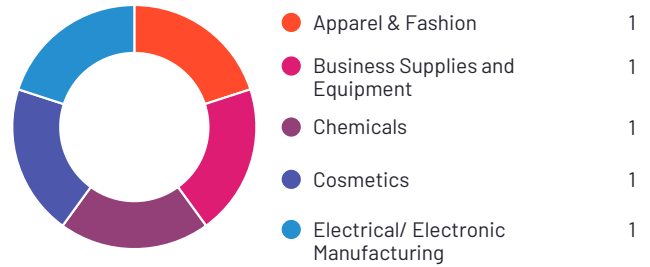
Results Score



Results Data



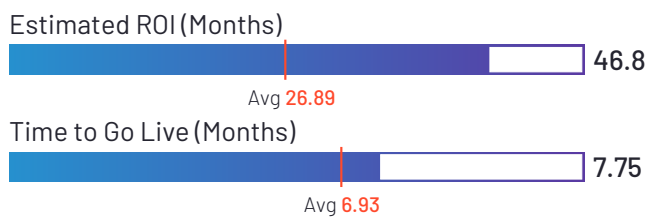
Top Industries Represented



Average User Adoption



ROI Factors



Ownership
Infor



HQ Location
New York



Year Founded
2002



Employees (Listed
On LinkedIn)
21,882



Company Website
www.infor.com

Results Index Methodology

Results Index Inclusion Criteria

Products included in the Mid-Market Results Index for Distribution ERP | Fall 2025 have received a minimum of 10 reviews and 5 responses for each of the results-related questions featured in our survey by August 12, 2025. 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 Distribution ERP | Fall 2025 report is based off of scores calculated using the G2 results algorithm v1.0 from data collected through August 12, 2025. 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](#).

(Results Index 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.