



Your Syteline Upgrade Path

System Replacement may be the Better Option

by Mark D. Sutton
VP, Business Development
Velocity Development Group, LLC

If you are running your business with a Progress™ based version of the Syteline Enterprise Resource Planning (ERP) software system, or any version of the Symix Materials Requirements Planning (MRP) software system, then you are sincerely at a crossroad with some important decisions to make regarding your long term ERP strategy.

First, to establish why these decisions are important I refer you to the Aberdeen Group's annual 'ERP in the Midmarket' report. To read the report click [HERE](#).

This Report shows us all just how much more profitable and competitive companies that have achieved "Best-in-Class" ERP performance status are as compared to those that have achieved only "Average" or "Laggard" success. The fact is that there is a real Return-on-Investment to be had when you do ERP correctly, and businesses are well advised to adopt a long term ERP strategy that produces a "Best-in-Class" ERP performance result. To achieve that goal you certainly must have the right ERP software system in place as the foundation you build on.

The Symix Upgrade Path

Most manufacturers that are running their business with Symix dropped annual maintenance and support a long time ago and therefore do not have an "upgrade path" per se. Symix technology, while very sturdy, is old and inflexible. With very few exceptions, companies that are running their business with Symix cannot achieve "Best-in-Class" performance status. To achieve that goal Symix will have to be replaced.

To read the Aberdeen Group's 'Taking the ERP Plunge for the First Time' click [HERE](#).

For those rare Symix shops that still send a check to Infor annually to maintain their upgrade path, from a user perspective Syteline is so radically different from Symix and the underlying technology is so far removed from Symix that a move from Symix to Syteline 8 (or any version of Syteline for that matter) is in fact a complete system replacement, not an upgrade, no matter how you slice it.



The SyteLine Upgrade Path

Within the entire population of companies that run their business with SyteLine there is a hefty percentage of them that are running very heavily modified SyteLine systems. In many cases these modifications are so extensive that the cost of upgrading SyteLine (the cost of bringing all those modifications along) is simply too high.

These companies are essentially in a holding pattern, taking a wait and see approach. They are hoping they can make it through another year without having to write that check. Hardly what one would describe as a forward thinking, eye-on-the-prize, proactive ERP strategy designed to achieve "Best-in-Class" ERP performance.

Many of these SyteLine shops, having determined that they are in a box that they cannot readily afford to climb out of, have discontinued paying annual maintenance and support and have abandoned their upgrade path.

The primary risk for these companies is that technology marches on. To achieve and sustain "Best-in-Class" performance in today's globally competitive business environment you need flexible tools that allow you to take advantage of [Web 2.0](#) trends, fully leverage the Internet and the Web easily and inexpensively, and adapt to emerging technology as it presents itself. Manufacturers and distributors that do not stay current with technology are putting their competitive advantage at risk.

To read the Aberdeen Group's perspective on 'The Role of ERP in Globalization' click [HERE](#).

Upgrade SyteLine, or Replace it?

One of the chief concerns being voiced today by our SyteLine clients is their frustration over their upgrade path. The most current version of SyteLine is NOT a Progress™ based ERP software system, so upgrading to the most current version of SyteLine from a Progress™ based version of SyteLine is, for all intents and purposes, a SyteLine *reimplementation project*.

Many of our clients are seriously thinking about replacing their SyteLine ERP system simply because they are now faced with the prospect of having to fund an expensive ERP reimplementation project that promises no meaningful ROI.

This is especially true for SyteLine shops that have never really been very satisfied with the SyteLine system in the first place. Companies that have had to modify SyteLine and develop custom functionality to make it work with their business probably have to most to gain from system replacement. Why continue to wrestle with SyteLine when replacing it with an ERP software system that fully meets your functional requirements, natively, without modification,



can be acquired and implemented for virtually the same amount of money you will spend upgrading SyteLine? If you have to spend the money anyway it simply makes good business sense to investigate all your options before you pull the trigger. We could not agree more, especially if one of your goals is achieving "Best-in-Class" performance.

To read the Aberdeen Group's report on the subject of System Replacement click [HERE](#).

As a practical matter many of these companies may not make the change this year or even next year, but they certainly don't want to spend even one penny upgrading SyteLine until the idea of system replacement has been thoroughly investigated and subsequently ruled in or out.

Epicor 9

Epicor 9 is a, full featured, fully integrated, flexible, and exceptionally easy to use ERP software system with a lower total cost of ownership than any other ERP software system on the market today with a comparable functional offering.

To read the Aberdeen Group's Epicor 9 Market Alert '**Convergence at Last: Epicor First to Deliver**' click [HERE](#).

Velocity Development Group is recommending to every company that is running their business today with a Progress™ based version of SyteLine or Symix that you review Epicor 9 as part of your due diligence in the development of your company's long term ERP strategy.

It is because Velocity Development Group is both 1) an Authorized Epicor Partner and Valued Added Reseller and 2) a professional services firm with decades of collective experience implementing and supporting SyteLine (and Symix) that we can show you with specificity the differences between Epicor 9 and SyteLine, effectively and efficiently.

For more information about Epicor 9, the Epicor Software Corporation, and Velocity Development Group, LLC please call Mark Sutton at 866-388-5599, ext 1, #.

To see a virtual tour of Epicor 9 click [HERE](#).

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