



What Is The Total Economic Impact™ (TEI) Of Epicor ERP?

Epicor ERP had the following *economic impact* on a composite organization based on six customer interviews by Forrester:



Benefits:
\$3,826,700



Payback:
15 months



ROI:
103%

Epicor ERP enabled the organization to meet the following business needs:



“Productivity improvements across finance, supply chain, production management, planning and scheduling, sales, business architecture, and governance, risk, and compliance.”



“Inventory transaction and carrying cost savings.”



“A very short time to deploy; accelerating growth plans.”

Two unquantified benefits of Epicor ERP:

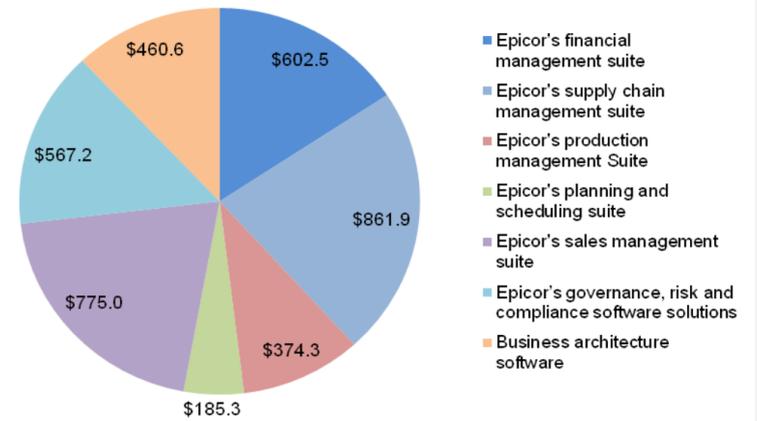
“One integrated financial system”

Less time to close the books

“Decommission legacy point solutions”

Maintenance cost avoidance

Benefits By Category
Total Benefits - \$3,826.7 (in thousands)



TEI quantified three years of costs and benefits important to the organization:

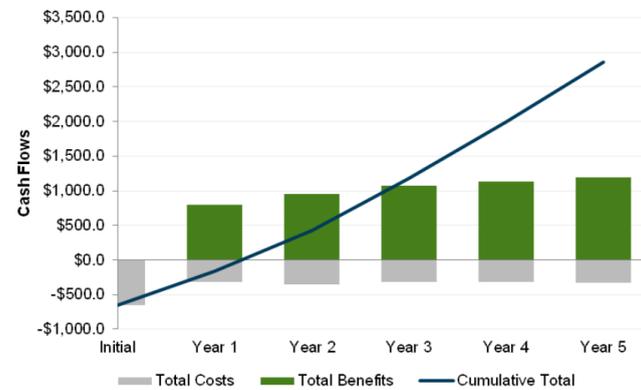
Net benefits: \$1,942,200

103% ROI

Costs \$1,884,500

Benefits \$3,826,700

Cash Flow Analysis (risk-adjusted)



Representing three-year risk-adjusted costs and benefits (present value).

Epicor ERP — by the numbers:

14

FTEs saved annually due to Epicor ERP productivity improvements

15%

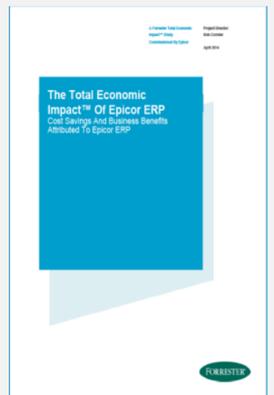
Increase in inventory turns resulting in a 15% reduction in inventory due to Epicor ERP

\$1.25M

Epicor ERP drove sales productivity savings of \$1.25 million

Forrester interviewer: Were there any risks you feel you took investing in Epicor ERP? Answer: “The biggest risk was in not investing in Epicor ERP. Our disparate legacy systems weren't integrated, and it was impeding our ability to compete in our marketplace.”

~ERP manager, US-based design, engineering and manufacturing company



Disclosures

The reader should be aware of the following:

- This document is an abridged version of a full case study: “The Total Economic Impact Of Epicor ERP,” June 2014. The document can be found at: www.Epicor.com/ForresterTEIStudy
- The study was commissioned by Epicor and delivered by the Forrester Consulting group.
- Forrester makes no assumptions as to the potential return on investment that other organizations will receive.
- Please read the full case study for additional disclosures.

TEI Methodology

Total Economic Impact™ (TEI) is a methodology developed by Forrester Research that enhances a company's technology decision-making processes and assists vendors in communicating the value proposition of their products and services to clients. The TEI methodology helps companies demonstrate, justify, and realize the tangible value of IT initiatives to both senior management and other key business stakeholders. The TEI methodology consists of four components to evaluate investment value: benefits, costs, risks, and flexibility. (<http://www.forrester.com/marketing/product/consulting/tei.html>)