






Enterprise Software Validation Report

Based on High-level Indicators of Suitability

Result Count: 3 of 173













The symbols show an estimated relative strength of a software package to serve specific company sizes, industries, and/or manufacturing environment, based on the percentage of the vendor's past and planned installations in various types and sizes of companies. The definitions of the symbols are:

-  Very high predicted correlation to needs
-  High predicted correlation to needs
-  Reasonable predicted correlation to needs

These estimated strength measures can be used to identify candidate solutions with track records in specific size types of companies, which directly relate to estimated suitability. Software packages/vendors with a lower correlation may still provide a solid solution (for a specific company) especially if non-functional/qualitative strengths are high. This information is a high-level look at available solutions, and any offering considered further must be tested against a company's specific requirements and non-functional/qualitative priorities.

SPC Definition: Enterprise resource planning software forms the backbone of business systems in manufacturing firms and many other businesses.

SPC Instructions: Review information on SoftSelect website to interpret and use this enterprise/business software data. http://www.softselect.com/packages/Online_Database_Interpretation.htm

Vendor	Product Name	Web Site	SPC Focus: Enterprise Resource Planning (ERP)	Company Size: \$70 - \$150MM US	Primary Industry: Food and Beverage Mfg.	Primary Environment: Process / Batch
Mega Solutions	Mega	www.mega.com				
TopNotch Software	TopNotch ERP	www.topnotch.com				
Lean Software Corp.	Lean ER	www.lean.com				

Suitability of Candidate Software Packages Based on Company Size



Produced for:

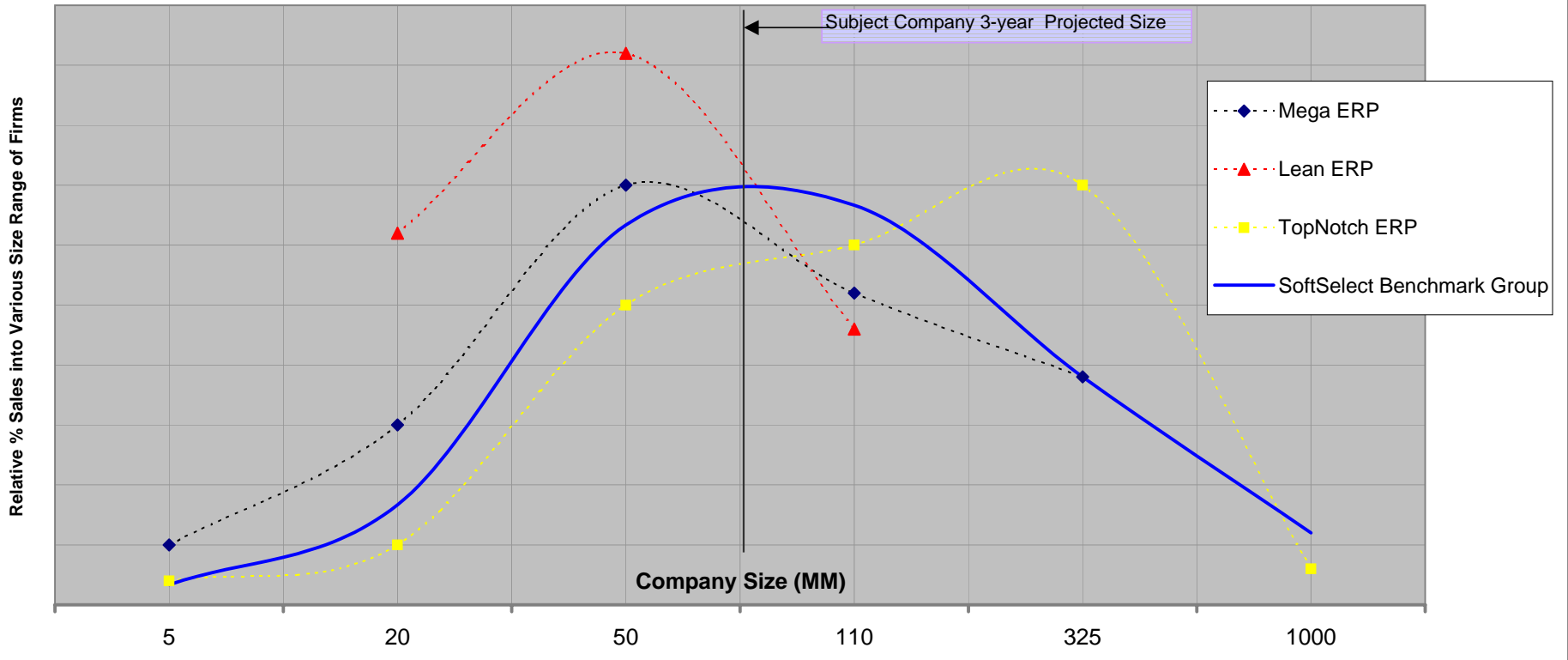
Dependable Industries
Robert Smith

Produced by:

SoftSelect/Engleman Associates, Inc.
flo@softselect.com

6/11/2008

Bell Curves Showing: Sizes of Firms to which Vendors Sell



The peak of the software vendor's sales bell curve estimates the area of major focus for the size of firm the vendors sell the named product within the last three years with an influence for any major changes in future direction (as reported by software vendors). If the vendor's bell curve is significantly above or below the vertical line that shows the subject company's size, then there are likely issues with the suitability of the vendor. These vendors may have offerings that are not as suitable as the vendors that have their bell curve peak closer to the size of the subject company relative to issues relative to prices, support strategies, scalability, and complexity. When company specific functional and non-functional priorities are tested against candidate vendors, chart assumptions can be validated.

Analysis from research and methods by:
SoftSelect Business Unit of EAI

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Suitability of Candidate Software Packages Based on Industry Type

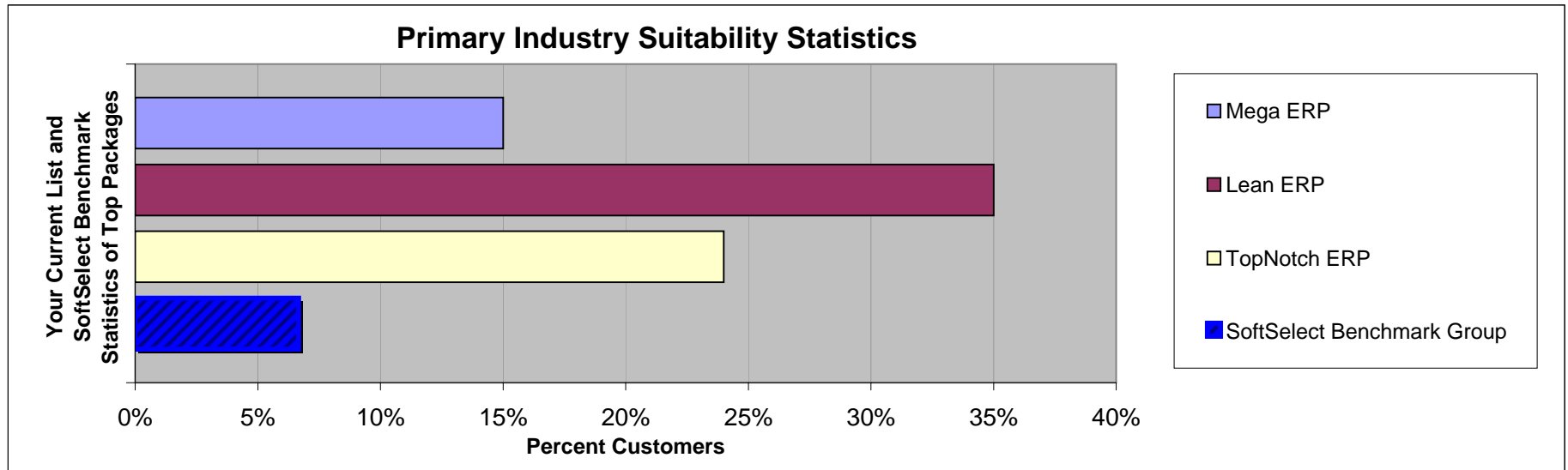
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Primary Industry Measured: Food and Beverage Mfg.

Produced for: Dependable Industries
Robert Smith

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flo@softselect.com



How this Report is Generated: Information in this chart shows the high-level suitability of software packages we understand your firm is reviewing as compared to a benchmark group developed by SoftSelect a business unit of Engleman Associates, Inc. The *SoftSelect Benchmark Group* is custom developed from three hand picked software packages, from SoftSelect extensive database, that have the best overall suitability to company's like yours. These three software packages have their high-level suitability statistics averaged to create the custom SoftSelect benchmark statistics. High-level suitability is measured by the percent of a software product's sales (of the type of software you are selecting) to companies of your size and type. The major assumption, which has been highly validated over time, is that if software vendors that have market leading percentages of sales to companies like yours, then they have matured their offering, specifically functionally, scalability, and in how its sold and supported, to better suit companies like yours.

What to do with this information: This information is advisory and is not meant to be used to immediately draw major conclusions. If two or more of your candidate vendors are equal to the *SoftSelect Benchmark Group*, then you are likely reviewing reasonable software packages. If the software candidates you are reviewing are below the *SoftSelect Benchmark Group* consistently across all, or significantly for one, high-level indicators of suitability then you may need to review more software packages to determine if there are better overall software strategies and to redouble your effort to challenge the suitability of your current list against your firm's broad functional and qualitative priorities. Notwithstanding the assumption that software scoring higher in this analysis likely would be a better fit for your firm, there are other factors that are not reflected in these statistics, such as viability of the vendor (important in a consolidating software market). Also some vendors have broader functionality, and therefore broader application, which depresses their industry and manufacturing environment statistics. This is especially true of the tier one packages, but since they are normally reviewed together, this aspect of the data is usually negligible.

SoftSelect provides the requestor of this data a full verbal debrief. Contact SoftSelect to discuss other questions and options to provide further information on top ranking packages in the context of a selection process that is focuses on appropriate priorities.

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Suitability of Candidate Software Packages Based on Manufacturing Environment

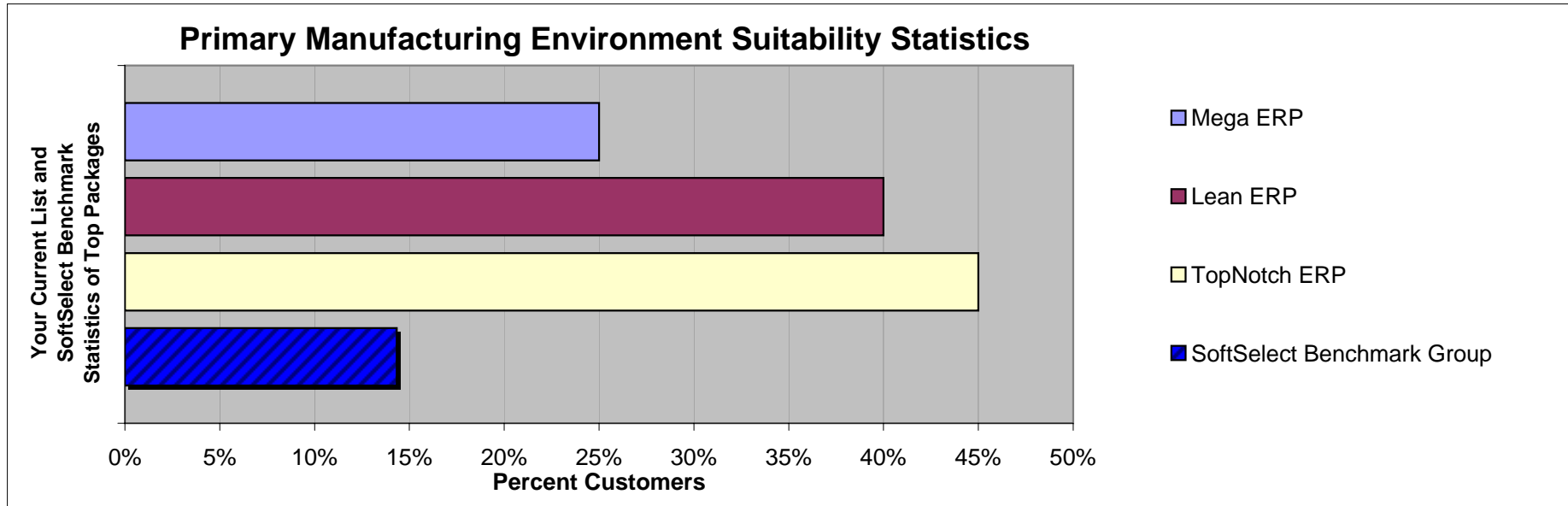
Primary Manufacturing Environment Measured: **Process/Batch**

6/11/2008



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Robert Smith

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NOTE: This information is included for each short list candidate solution

Software Product Suitability and Specification Information

Research conducted by SoftSelect a business unit of Engleman Associates, Inc.

Vendor: TopNotch Manufacturing Software

Web Site: www.mfgw.com

Product: TopNotch ERP

Focus level values show an estimated strength (relative to other software vendors) of the vendor's product to serve specific comp sizes, industries, and, when relevant, manufacturing environments based on the percentage of the software product's past and planned installations in various types and sizes of companies. The definition of the focus levels are:

1 = Very high predicted correlation to needs

2 = High predicted correlation to needs

3 = Reasonable predicted correlation to needs

4 = No significant predicted correlation to needs when compared to leading vendors.

These estimated strength measures can be used to identify candidate vendors with track records in specific size types of companies, which directly relate to estimated suitability. Software vendors with lower correlation may still provide solid solutions, specific company especially if their qualitative strengths are high.

% of Business	Company Size Zone	Focus Level
3%	Zone 1 - \$500MM US Plus	4
35%	Zone 2 - \$150 - 500MM US	2
30%	Zone 3 - \$70 - \$150MM US	2
25%	Zone 4 - \$30 - \$70MM US	3
5%	Zone 5 - \$10 - \$30MM US	2
2%	Zone 6 - Less than \$10MM US	4

% of Business	Industry Type	Focus Level
25%	Chemical/Compounds Mfg.	1
24%	Food and Beverage Mfg.	1
21%	Agricultural Production	2
20%	Electronic: Equipment Manufacturer	2
10%	Consumer Products Mfg.	3

% of Business	Manufacturing Type	Focus Level
45%	Process / Batch	1
30%	Work Order Driven	2
25%	Continuous Process	2

Wednesday, June 11, 2008

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