SAAS ERP

WHAT DOES THE MOVE TO SAAS MEAN FOR STATE GOVERNMENTS?

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TRENDS...ERP MARKET IS EVOLVING
NO BETTER TIME TO EXPLOIT THE POWER OF TECH

1. Finance as the Center of Innovation

2. Emerging Technologies open up endless opportunities

3. No single SaaS meets complex needs – Post Modern ERP

4. New commercial models

Considerations For State Governments
GOVT BACK OFFICE MUST TRANSFORM TO BECOME A ‘CENTER OF INNOVATION’

TRANSFORMATIONAL STRATEGIES

- Analytics
- Digital and other forms of automation
- Best practices adoption
- Business process reengineering
- Shared services operating model
- Self service
- Risk-based controls
- Voluntary compliance
THE IMPACT OF AI ON FINANCE WILL BE MASSIVE

Today
- Strategic planning
- Target setting
- Financial planning
- Forecasting
- Tax/treasury planning

• Supplier payments
• Employee payments
• Customer receipts
• Cash management

• Transaction accounting
• Asset accounting
• Tax accounting

• Accounting close/consolidation
• Account reconciliation
• Error processing
• Internal audit

• Statutory reporting
• Tax filing
• Statutory compliance
• Policy compliance

• Enterprise performance reporting
• Financial reporting
• Management reporting

• Portfolio analysis
• Performance analysis
• Investment analysis

• Business advisor
• Strategy execution support
• M&A Support
• Board of Directors engagement

Tomorrow

Focus of professional staff time
Largely digitized (>80%)
EXPLOIT THE NEW TO “MAKE ERP WORK FOR YOU”
INTELLIGENT ERP - EXTEND THE MIND OF ENTERPRISE

ERP – System of Record

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CONVERSATIONAL UI

MAKING ERP WORK FOR YOU
EVOLUTION OF ERP
BEST OF BREED TO MODERN TO POST MODERN & BEYOND

PRE – 1997
BEST OF BREED

1998 – 2015
MODERN ERP

Monolithic ERP was designed for the past and can’t cope with new demands
- Too expensive to build
- Too long to implement
- Closed business architecture focused on process improvement needs of the past
- Didn’t support the agile needs of the business to succeed in digital economy
- Long time to market to respond to new business moments

USES
1. Multi-vendor components
2. New deployment models (hybrid, cloud)
3. New technology

ENABLES
1. Improved usability and user adoption
2. Agility and flexibility
3. Cost effectiveness
4. Differentiation and innovation

RISKS
1. Fragmented Estate
2. Integration Challenges
PUBLIC SECTOR ENTERPRISE PLATFORM
WHAT SHOULD A MODERN ERP LOOK LIKE

DELIVER ENTERPRISE VALUE

Enterprise Value Framework
Intelligent Analytics
AI & Robotics
Core ERP
Govt. Extensions
Eco System of Niche Solutions
Pre Integrated ERP Cloud

EVERYTHING AS A SERVICE
**Operating Model**

**Centralised vs. Decentralised vs. Hybrid**

**Traditional**
- Build your own ERP to your requirements
- May use an industry template
- Ongoing maintenance delivered internally and / or through managed service
- Hosted on premise or off-premise (private cloud or public cloud); infrastructure services delivered internally and / or through managed service
- Typically mix of internal teams and multiple vendors

**Backoffice platform as a Service**
- End-to-end bundled service comprising
  - Adopt a pre-built platform Adapt and Localize to your needs
  - Includes Onboarding services, application management services
  - Stays perpetually current
  - Software licenses and/or SaaS
  - Infrastructure services /IaaS or PaaS
- Delivered in a “utility” model; pay per use
- Single point of accountability
CONSIDERATIONS IN THE AS-A-SERVICE ECONOMY

STATES NEED TO MAXIMIZE FLEXIBILITY

- **enterprise-grade** pre-integrated platform vs. single SaaS vs. integrate yourself
- Ask the vendor to implement a s/w vs. meet the outcomes
- Tier 2/3 support – Inhouse vs. bundled in service
- Only pay for what you use (scale up or down)
- Evergreen service; Apple Experience; How?
- Accountability - Single bundled service contract vs. multiple contracts
WHERE DO WE GO FROM HERE?
QUESTIONS?