

# Battle Card

## Epicor - iScala

Use this document when selling Standard ERP against Epicor - Brand: iScala

### Summary

About Epicor - iScala

- Price from USD 4000 - USD 100.000
- 12 000 installations worldwide
- 1-1000 (typically installations are in range of 5-200 users)
- 4600 Employees
- Has been around for approx 30 years
- iScala runs on Windows with .NET and Web Services
- MS SQL or Progress Database
- Focus on stock, warehouse management, field services, accounting and payroll
- Biztalk needed for integration with other software
- Time consuming to implement

### Section A: Hardware, Platforms and mobility

#### 1. Simplicity

Standard ERP runs on a single server, although it is possible to set up a separate gateway for mail.

Epicor / iScala requires

- MS SQL (if more than 10 Users)
- Application Server
- Citrix Server

#### 2. Mixed Platform

Standard ERP runs on Unix/Linux/Mac/Windows servers, Windows/Mac/Linux/Windows CE/Symbian/iOS, Android and browser clients. This ensures the customer's freedom of choice. Also the ability to have any mix of these platforms protects the customer's existing investment in hardware, allowing them to change at their own pace.

Epicor/iScala is dependant on the infrastructure mentioned above and only works for windows Clients.

#### 3. Mobility

Standard ERP offers greatly improved employee productivity through the ability to log on from customer sites, sales locations, suppliers, while mobile, or from home. Our ready-to-deliver mobile technology and ERP functions can not be matched by any of our competitors. More than 3,000 ERP screens on mobile devices, more than 1,000,000 million lines of ERP code and more than 400 standard reports are ready to be used on a wide variety of mobile devices.

Epicor/iScala has very limited mobile functionality

#### 4. Integrations

Standard ERP runs all of it's functionality from one software without costly and time consuming integrations to third party solutions.

Epicor/iScala is depending on integrations in many instances, such as CRM and needs the tool Biztalk to communicate with other programs, leading to higher costs for implementations and when updating the software.

### Section B: Customisation

#### 5. Customisation

Standard ERP offers, in addition, the possibility to add fields, graphical buttons, whole modules, and event-driven logic.

Due to it's old engine, it is very hard / impossible / expensive to make changes to iScala