



EAM applications are evolving rapidly... as a result, it is extremely important for end users to understand how vendors and their software are positioned currently as well as how EAM solutions may be suited in the next three to five years.

IDC MarketScape  
Worldwide SaaS and Cloud-Enabled  
Asset Intensive EAM Applications  
2020-2021 Vendor Assessment

# EAM/ERP MARKET ASSESSMENT

**An unbiased review that enables informed choices about enterprise system investments.**

Maturing processes, growing data, limited integration, ageing technology and emerging opportunities can all signal the need to upgrade or replace Enterprise Asset Management (EAM) and Enterprise Resource Planning (ERP) systems. However, the task of evaluating and selecting solutions from the many options available can be a challenging one.

A COSOL EAM/ERP Market Assessment provides an objective and comprehensive approach to gathering and prioritising business requirements, evaluating commercially available solutions against those requirements, and identifying best-fit solutions.

## CHALLENGES

Too many organisations struggle on with enterprise systems long after they are no longer fit for purpose. Fear of large-scale rip-and-replace project risks, together with limited awareness of available options and their suitability to business requirements, all contribute to delays that ultimately only compound problems into the future.

When replacing EAM/ERP solutions, business leaders need to:

- Think beyond “the way we’ve always done things”
- Understand what options are available in the market
- Make informed selection decisions that will support the business
- Narrow the field of options to a manageable and relevant shortlist

## BENEFITS

A COSOL EAM/ERP Market Assessment takes the legwork out of preparing RFP documentation by providing a high-level understanding of the market and an evaluation framework that aligns system selection decisions with business requirements.



Scan the entire market (not just vendors who respond to RFP)



Objective methodology for informed decision making



Reduce the time spent in preparing, issuing and evaluating RFPs



Reduce system selection and implementation risks

# SECURING OBJECTIVE SYSTEM SELECTION GUIDANCE



With over 20 years' experience, COSOL's EAM/ERP Market Assessment offers comprehensive and objective support through the most significant technology investment decisions your business will ever make.

COSOL not only has the technical capability, industry knowledge and global expertise, but also a deep understanding of the unique challenges and opportunities that asset-intensive organisations face on a day-to-day basis.



## GATHER REQUIREMENTS

Collaborative approach to explore and document current and future state requirements.

- Questionnaire
- Stakeholder workshops
- Weighted functional reference model
- Configuration review



## RESEARCH AND EVALUATE

Draw on technical expertise, published research and customer experiences to identify and evaluate available solutions.

- Current/Future state gap analysis
- Market analysis
- Vendor comparison
- Individual vendor assessment



## RECOMMEND AND REPORT

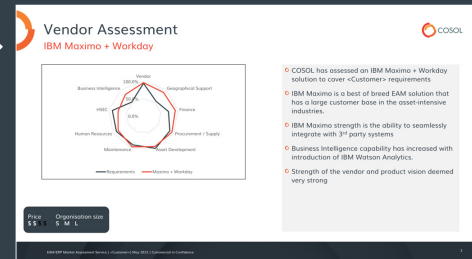
Documented strengths and weaknesses of available solutions against identified requirements with best-fit recommendations.

- Requirements/Capabilities mapping
- Recommended Shortlist
- Vendor Assessment evaluation criteria

**Evaluation Criteria**

Sample of the ERP options weighting and rating table:

| Criteria                                  | Weight | IBM Maximo | SAP   | Oracle | Microsoft | NetScout | Autodesk | PTC   | Other |
|---|--------|------------|-------|--------|-----------|----------|----------|-------|-------|
| Business Intelligence                     | 15%    | High       | High  | High   | High      | High     | High     | High  | High  |
| Operational Support                       | 15%    | High       | High  | High   | High      | High     | High     | High  | High  |
| Finance                                   | 15%    | High       | High  | High   | High      | High     | High     | High  | High  |
| Procurement/Supply                        | 15%    | High       | High  | High   | High      | High     | High     | High  | High  |
| Asset Development                         | 15%    | High       | High  | High   | High      | High     | High     | High  | High  |
| Maintenance                               | 15%    | High       | High  | High   | High      | High     | High     | High  | High  |
| HR/Payroll                                | 15%    | Low        | Low   | Low    | Low       | Low      | Low      | Low   | Low   |
| HR/EC                                     | 15%    | Low        | Low   | Low    | Low       | Low      | Low      | Low   | Low   |
| Business Intelligence                     | 15%    | High       | High  | High   | High      | High     | High     | High  | High  |
| System Management                         | 15%    | High       | High  | High   | High      | High     | High     | High  | High  |
| Technology Software Delivery (Cloud/SaaS) | 15%    | High       | High  | High   | High      | High     | High     | High  | High  |
| Overall Score                             | 53.2%  | 88.0%      | 83.0% | 79.5%  | 78.0%     | 75.0%    | 88.0%    | 80.1% |       |



**Vendor Assessment – EAM+ERP**  
System Peer Comparison – <Customer> Requirements

| Assessment Area                           | Current State | XXX   | XXX   | XXX   | XXX   | XXX   | XXX   | XXX   | XXX  |
|---|---------------|-------|-------|-------|-------|-------|-------|-------|------|
| Vendor                                    | High          | High  | High  | High  | High  | High  | High  | High  | High |
| Operational Support                       | High          | High  | High  | High  | High  | High  | High  | High  | High |
| Finance                                   | High          | High  | High  | High  | High  | High  | High  | High  | High |
| Procurement/Supply                        | High          | High  | High  | High  | High  | High  | High  | High  | High |
| Asset Development                         | High          | High  | High  | High  | High  | High  | High  | High  | High |
| Maintenance                               | High          | High  | High  | High  | High  | High  | High  | High  | High |
| HR/Payroll                                | Low           | Low   | Low   | Low   | Low   | Low   | Low   | Low   | Low  |
| HR/EC                                     | Low           | Low   | Low   | Low   | Low   | Low   | Low   | Low   | Low  |
| Business Intelligence                     | High          | High  | High  | High  | High  | High  | High  | High  | High |
| System Management                         | High          | High  | High  | High  | High  | High  | High  | High  | High |
| Technology Software Delivery (Cloud/SaaS) | High          | High  | High  | High  | High  | High  | High  | High  | High |
| Overall Score                             | 53.2%         | 88.0% | 83.0% | 79.5% | 78.0% | 75.0% | 88.0% | 80.1% |      |

Legend: C Current System

## LEVERAGE OUR EXPERTISE

We are a global provider of asset management solutions for asset-intensive organisations that span across people, process, systems and data elements of the asset management framework to drive quantifiable business improvements.

We work collaboratively with clients from across the natural resources, energy and water, infrastructure, government and defence sectors to help them to achieve economic and sustainable improvements in their operations and supply chain.

We do this by utilising our signature solutions and proprietary software in combination with best-of-breed technologies and 22+ years industry, technical and functional expertise.

Learn more at [www.cosol.global](http://www.cosol.global)

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