

SAP Business One VS. Epicor

The Ultimate Comparison Guide

SAP Business One®

EPICOR®



PLATFORM COMMITMENT

SAP Business One has been SAP's flagship ERP solution for SMEs for over 17 years, continuously adding features, functions and ecosystem value.

A massive partner ecosystem of SIs and VARs provides over 400 value-add modules, all using the same code base and most providing industry-specific functions.

Epicor is currently owned by its fourth private equity firm, which put Epicor up for sale in August 2019.

Epicor constantly shifts priorities due to mergers, acquisitions and layoffs. A basket of acquired products leaves each with an uncertain future, and there are only 21 certified add-ons from partners.



COMPREHENSIVE PLATFORM

SAP Business One's core foundation includes full financials, operations, CRM, warehousing, inventory, payroll, purchasing and more.

SAP Business One + beans is a proven combination that delivers world-class manufacturing capabilities for thousands of customers worldwide. Add-ons are not needed for broad and deep ERP.

Epicor requires a confusing collection of acquired products and add-on modules to make core ERP work, many run on different code bases.

Epicor currently confuses customers with over 100 add-on modules that often overlap, making it difficult to cobble together comprehensive ERP.



SYSTEM PERFORMANCE

SAP Business One users have access to SAP HANA, the in-memory relational database management system that delivers blazing-fast reports and analytics at an SME price. The volume of data for SMEs is increasing, and SAP HANA can handle massive volumes associated with Big Data, IoT and other new technologies.

Epicor platforms run on slower, legacy technologies. Prophet 21 relies on the old Sybase PowerBuilder, while Epicor ERP uses SQL/.NET.

Customers cannot expect timely performance improvements, as Epicor took 10 years to finally deliver a full SQL/.NET infrastructure, technology that is a generation behind SAP HANA.



PRICING

SAP Business One has a one-off license fee for the entire package based on user role and level of access needed. Customer receive all new features, automatically, as part of software maintenance.

Epicor shows low prices, but product demos use multiple add-on modules that drive prices far higher than expected. Cloud pricing is often double what Epicor advertises.



ECOMMERCE

SAP Business One serves as the gold standard for eCommerce readiness and speed. Virtually any eCommerce product on the market has a standard integration to SAP Business One.

Epicor's reliance on Magento forces any customer who uses a platform other than Magento to create a custom ERP-eCommerce integration.



ERP FOR ALL

SAP Business One provides a solution that serves a broad range of SMEs with a common data model, a common feature set and a clear roadmap.

SAP Business One serves over 50,000 customers worldwide.

Epicor cannot serve process manufacturers and discrete manufacturers with the same platform. Through acquisitions, Epicor provides specific functionality for a few narrow vertical markets, such as lumber distribution. Beyond those, SMEs must cobble together disparate platforms to gain broad-based ERP functionality.



BUSINESS SCENARIO PORTALS

Vision33 self-service portals for SAP Business One give your customers, vendors and employees secure, web-based access to multiple self-service tools.

Using any device, your ecosystem gains self-service access to real-time information in SAP Business One anytime, anywhere.

Epicor lacks any notion of preconfigured portals based on business scenarios. Epicor users must design and build portals from scratch in order to deliver customer, vendor and employee self-service.



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