

ERP Hosting: Why it makes sense

Presented by

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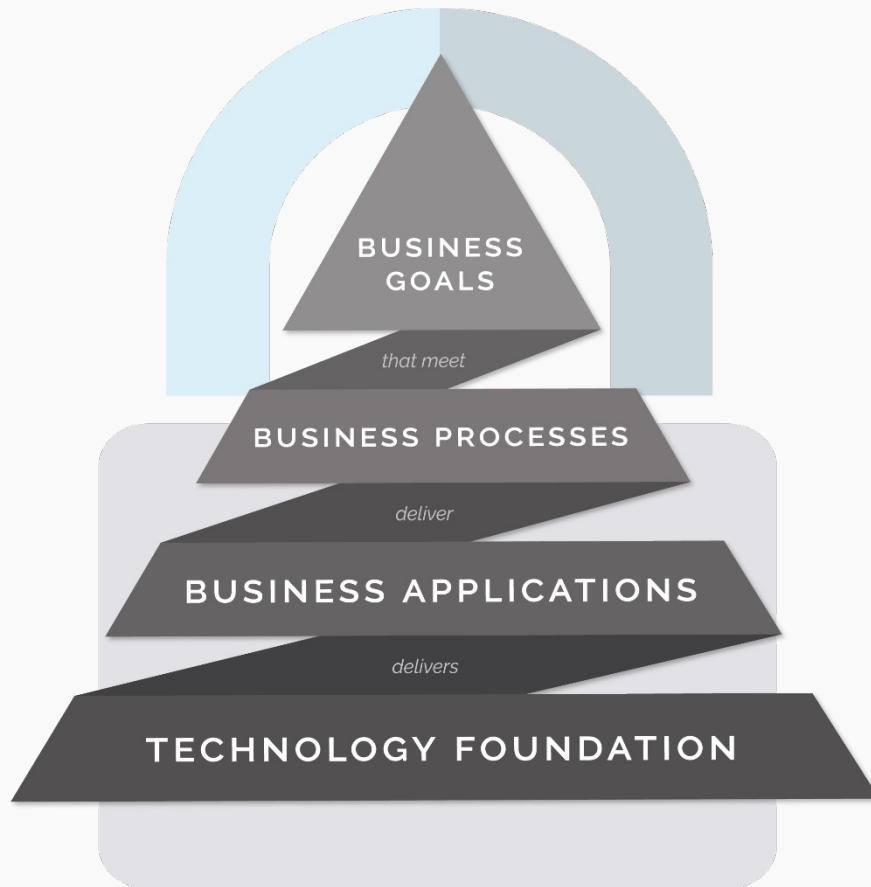
JON EHLY, PRESIDENT, PLASTILITE

Fourth Shift Summit

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- 01** What is the cloud?
- 02** What are the financial considerations?
- 03** Platform Comparison
- 04** Pricing Model Comparison
- 05** Client Experience – Plastilite
Thanks Jon!



The ICG Approach

To compete, technology must be core to the foundation of your business. Without a solid & flexible technology foundation, your business—no matter what you do—will struggle to deliver business applications & processes. ICG's approach is to architect a secure technology foundation that delivers all business applications & processes. This is referred to as perpetual evolution and allows businesses to continually upgrade their digital capabilities and the foundation underneath them.

What is Hosting & The Cloud?

The Netflix model will be the predominant sales model deployed by most hardware and software providers in the coming years.

Cloud Infrastructure as a Service (IaaS) and Cloud Software as a Service (SaaS) continue to be the leading topic for discussion among our manufacturing customer base. Businesses considering moving to the cloud are concerned about security and accessibility.

Ownership Costs:

There is a lack of clarity around ownership costs. The general consensus seems to be that cloud is cheaper than on-premise. This assumes that infrastructure management is included and that everything is taken care of for you.

Is Private Hosting (SaaS)?

The answer is: not really. ERP Systems such as Fourth Shift and Visual can be privately hosted in the Cloud. This is an IaaS model vs. a SaaS model as the infrastructure must be there in order to deliver a robust, fast, and stable experience.



Hosting Considerations

Security

Security is paramount. ERP in the cloud should be encrypted in all directions, have routine audits of security, and pass all NIST compliance regulations for your industry.

Backup & Disaster Recovery

Enterprises should prioritize backing up their data and developing a Disaster Recovery Plan.

Administration & Support

Cloud infrastructure must be monitored, maintained, and managed. Cloud hosting providers often offer tools, and some offer specialist services to help manage the cloud-hosted environment.

Performance

Latency can sometimes be an issue. Organizations should ensure they have up to date next gen firewalls and redundant, reliable, and stable internet connectivity. Internal LAN switching and routing impacts performance for all applications...cloud hosted or not.



Hosting vs On-Premise

OpEx vs CapEx Financial Considerations

With OpEx:

- Costs are known up front and most surprises associated with the ERP back-end and associated applications are removed.
- Once the implementation and migration are complete the only fees are an ongoing monthly subscription.

With CapEx:

- Hardware has a limited life-span and from time-to-time must be replaced with newer machines that are covered under warranty. The costs and capability of machines change with time – the best you can do is budget for change and hope surprises aren't too expensive.
- Software needs to be licensed as upgrades are released and old versions are no longer supported. Again, this can be budgeted for with the plan being to stay within it.

On-Premise

You are in the Datacenter Business. Architecture, Infrastructure, Software and all maintenance.

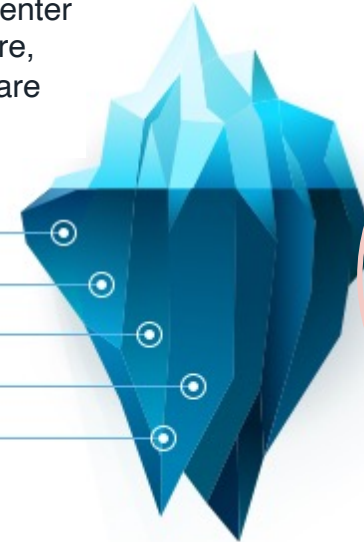
Customization & implementation

Hardware

IT personnel

Maintenance

Training



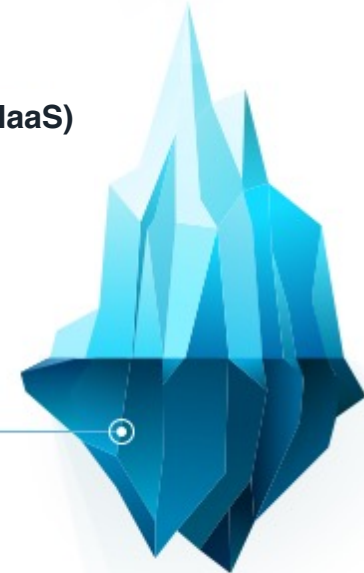
Ongoing costs

- Apply filters, patches, upgrade
- Downtime
- Performance tuning
- Rewrite integrations
- Upgrade dependent applications
- Ongoing burden on IT
- Maintain/upgrade hardware
- Maintain/upgrade network
- Maintain/upgrade security
- Maintain/upgrade database

Cloud Computing (IaaS)

80%+ Reduction in HW Infrastructure
Predictable Costs

Implementation, Customization & training



This compared with this!

Ongoing costs

- Subscription fee

OpEx vs. CapEx Expenditure

01 With OpEx your expenses are smoother

Monthly payments over a contract period
Known costs

02 With CapEx your expenses are up front and paid in full

Large surprise expenditures can be a stressor for businesses
Needs could change before end of life on an investment in infrastructure

03 CapEx can be smoothed like OpEx with financing

Lease to own programs with buyout at end



Under-Represented Cloud Benefits



Resilience without redundancy

When you operate a data center, you carry just in case infrastructure



Cloud will autoscale for you

Just use what you need and throttle down when appropriate



It's green and that's good for you

Irrespective of political beliefs, it's good all around



Energy costs go down

Carbon neutrality is closer to reality



Soon it won't be a choice

Be prepared now for the future

Popular Platforms in the Marketplace



Hosting Platform Annual Cost Comparison



⚡ ICG's CloudFour Private Hosted (10 User)

- ⚡ \$7500 p/month
- ⚡ \$8,500 one-time fee
- ⚡ Platform
- ⚡ Architecture
- ⚡ IT Management Included
- ⚡ SQL Management Included
- ⚡ ERP Management Included

Year 1 Costs:	
12 Months -	\$90,000
1 Time Fee -	\$ 8,500
MSP	\$ 0
Total:	\$98,500



⚡ Microsoft Azure (10 user)

- ⚡ \$5100 p/month
- ⚡ \$15,000 Provision-Migration
- ⚡ Platform only
- ⚡ All ERP & IT Managed Services are incremental costs
- ⚡ \$4,500 p/month - ERP MSP
- ⚡ \$4,250 p/month IT MSP

Year 1 Costs:	
12 Months -	\$ 61,200
1 Time Fee -	\$ 15,000
MSP	\$105,000
Total:	\$181,200



⚡ Amazon Web Services (10 user)

- ⚡ \$5,500 p/month
- ⚡ \$15,000 Provision-Migration
- ⚡ Platform only
- ⚡ All ERP & IT Managed Services are incremental cost
- ⚡ \$4,500 p/month - ERP MSP
- ⚡ \$4,250 p/month IT MSP

Year 1 Costs:	
12 Months -	\$ 66,000
1 Time Fee -	\$ 15,000
MSP	\$105,000
Total:	\$186,000



ICG Pricing & Implementation

ERP in CloudFour (10 Users)

\$7,500 per month

- ⚡ Production DB Server
- ⚡ 4 App Servers (Visual or Fourth Shift)
- ⚡ Web Servers – Bar Code Data Collection
- ⚡ EDI, etc..
- ⚡ Full sandbox environment

Provision and Migration – One time fee

\$8,500

Key Features:

- ⚡ NIST Compliant – Fully encrypted
- ⚡ Annual Independent Audits
- ⚡ Backups & DR included
- ⚡ Core ERP and client delivery workspaces provided
- ⚡ SQL DBA
- ⚡ SQL Sandbox/Dev
- ⚡ Standard packages support 90% of most customers' ERP footprint
- ⚡ Fully Managed and Supported 24/7



Current Client Experience, CloudFour Hosting

Q&A With Jon Ehly – President & CEO



About Plastilite

For over 60 years, Plastilite Corporation has been a name synonymous with the manufacture of quality EPS foam packaging products, shipping coolers, as well as retail and fishing goods.





integritemp
CONTROL
PACKAGING SOLUTIONS
PERISHABLE

REfoam.
REthinking our REsponsibilities
while RESpecting our planet,
so you can RELax & REImagine
a better future ...





rebelFin
FISHING WITH AN EDGE

Ask for **REfoam** picnic coolers, bait containers and minnow buckets!

Integritemp

- Cold Chain Shipping Solutions
- Shipping Coolers
- Ice Packs and Bricks
- Thermalast Liner Bags
- Fast Pack Insulative Shippers
- Custom EPS Foam Molding
- Protective Packaging
- Equine and Swine Insemination
- EPS Recycling

REfoam

Refoam is a technological advancement that allows EPS foam products to Oxo-degrade some environments even as they remain durable, shelf stable, and recyclable in others.

RebelFin

- Minnow Buckets
- Bait Containers
- Fishing Floats
- Terminal Tackle
- Picnic and Beverage Coolers
- Swimming Pool Floats

YES!
You can recycle:



Material may feature '6' for Polystyrene. Only foam with this number molded into the surface is accepted.

Expandable Polystyrene (EPS)
It's the hard white packaging foam used to transport goods like televisions and other appliances, glass bottles and perishables.

SORRY.
We currently cannot accept:



Foam packing peanuts
Food packaging items such as cups, trays, take-away boxes and utensils.

What Happens to My Recycled Polystyrene?
Polystyrene can be recycled into a number of products, such as:

- Surfboards
- Picture Frames
- Construction material and...
- Packaging



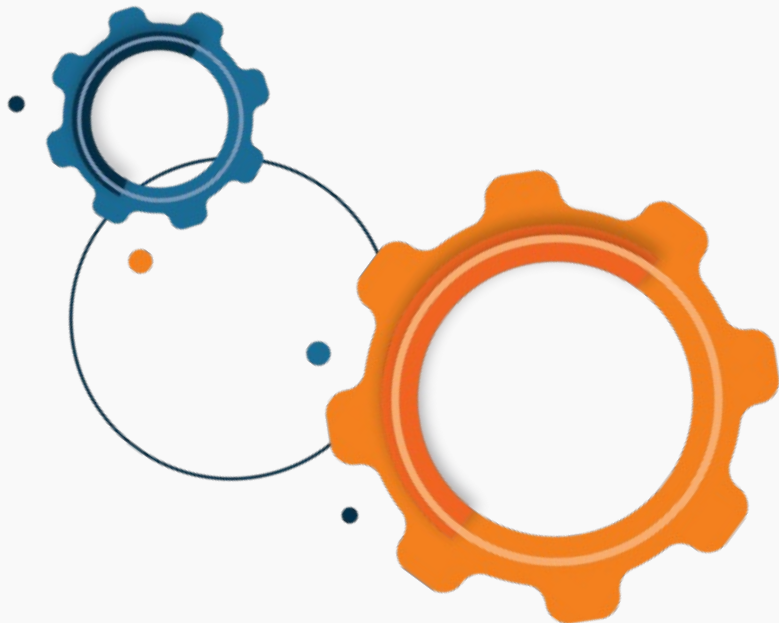
Plastilite
CORPORATION

DROP OFF LOCATION:
4930 BATTLEFIELD DR

MORE INFORMATION:
PLASTILITE.com



Plastilite CloudFour Testimonial



- How long has Plastilite utilized Fourth Shift?
- What version are you on?
- How many users does Plastilite have and how many sites do you run?
- How is VisiBar working on CloudFour?
- How many clients do you have on VisiBar and how is that working for you on CloudFour?
- When did you decide cloud was right for your company?
- Why did you choose CloudFour over other options?
- How was your implementation experience?
- How long have you been live in CloudFour and has the end user feedback been positive?
- Have you seen an ROI vs the on-prem solution you came from?
- Is your uptime and system utilization better now that you can shift focus from IT issue resolution to continuous improvement?

Value ICG Delivers

- ⚡ IT Infrastructure & Professional Services
- ⚡ ERP Solutions we sell, implement, optimize, and upgrade:
 - ⚡ Infor Fourth Shift ERP
 - ⚡ Infor Visual ERP
- ⚡ ERP Private Cloud Hosting, System Administration, & Support
- ⚡ IT and ERP Managed Services
- ⚡ Application Development and Integrations

Our Team

- ⚡ Decades of experience in ERP and related business systems
- ⚡ Certified network engineers with decades of experience
- ⚡ Located throughout North America, including Mexico and Canada



Summary / Takeaways



Cloud Agnostic



Designed CloudFour specifically for manufacturing



Decades of manufacturing facility management using these technologies



All clouds deliver great service, flexibility and stability



We are here to help, if you want On-Premise, Cloud, etc. Just give us a ring





Questions?

Thank you for your time!

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