

ERP in Manufacturing Global Market Research Study

FIVE-YEAR MARKET ANALYSIS AND TECHNOLOGY FORECAST THROUGH 2020

ERP CATCHING ON WITH CLOUD, MOBILE, COLLABORATION, AND IIOT

While the term Enterprise Resource Planning (ERP) is used for solutions across a very wide swath of industries, this study is focused exclusively on those verticals associated with discrete and process manufacturing.

Many existing technologies that are widely deployed in other industries and applications are slowly catching on with manufacturers and ERP solutions. Cloud computing in a Software-as-a-Service (SaaS) model has already caught on, and now the move is towards mobile devices, embedded collaborative tools, and the Industrial Internet of Things (IIoT).

The ERP market is strong, and despite having origins going back to the 1960s,

and numerous mergers and acquisitions, new suppliers continue to come on the scene. One of the biggest evolution factors is the trend towards more suppliers offering solutions built for the process industries. This is evident by the process ERP revenues being just slightly behind those of the discrete industries.

The manufacturing culture itself is evolving and expanding along with international opportunities, as developing countries are building a manufacturing infrastructure, and growing regulatory and data security requirements are being adopted.

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STRATEGIC ISSUES

Manufacturers continue to exhibit a cautious optimism toward having their ERP implementation in the cloud. Cloud ERP is catching on, with strong support for the two-tier ERP, where subsidiary and remote operations go with the SaaS model. In order to help their cause, suppliers must increase their value proposition to users.

- Are vertical specific solutions required?
- What technologies are going to bring the biggest return?
- Where are the growth markets – regions and verticals – and how to get there?
- How is it best to present the advantages of the cloud versus on-premise?
- How to identify the best target markets based on user turnover?

STUDY CONTENTS

EXECUTIVE SUMMARY

Major Trends
Industry Trends
Regional Trends
Strategies for Success

SCOPE

MARKET SHARES LIST OF FIGURES

Market Shares of the Leading Suppliers
Market Shares by Region
 North America
 Europe, Middle East, Africa
 Asia
 Latin America
Market Shares by Revenue Type
 Software
 Services
Market Shares by Service Type
 Implementation
 Consulting and/or Training
 Maintenance and/or Support
 Software as a Service (SaaS)
Market Shares by Industry
 Aerospace & Defense
 Automotive
 Cement & Glass
 Chemical
 Consumer Packaged Goods
 Electronics & Electrical
 Food & Beverage
 Machinery Manufacturing
 Metals

Mining
Oil & Gas
Pharmaceutical & Biotech
Pulp & Paper
Refining
Market Shares by Deployment
 On Demand
 On Site
Market Shares by Customer Size
 Tier 1 (> \$1 billion)
 Tier 2 (\$250 million - \$1 billion)
 Tier 3 (< \$250 million)
Market Shares by Sales Channel

MARKET FORECAST LIST OF FIGURES

Total ERP in Manufacturing Business
Shipments by Region
Shipments by Revenue Type
Shipments by Service Type
Shipments by Industry
Shipments by Deployment
Shipments by Customer Size
Shipments by Sales Channel

SUPPLIER PROFILES

Profiles for 45 of the major suppliers servicing this market are included. Each reviews the company's business, products, and services as it applies to this market.

The Worldwide ERP in Manufacturing Market

