



Market Trends in Enterprise Resource Planning for Manufacturing Industry

Presented by:
Bryan Tan
Vice President (Sales), Asia

Agenda

- Manufacturing IT Spending 2008-2012 Forecast Update
- ROI from IT Investment
- Top Business Drivers of ERP Strategies for Manufacturers
- How to choose the right solution?



© 2009 Epicor Software Corporation.

Economic Crisis Response: APEJ Manufacturing IT Spending 2008-2012 Forecast Update



Key findings of this report include:

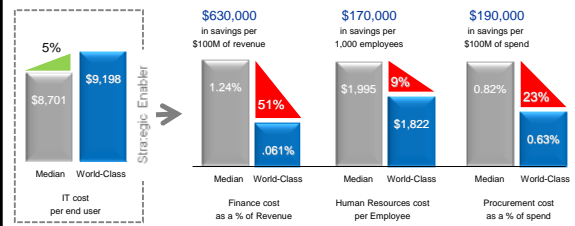
- Total IT spending in APEJ manufacturing is expected to reach US\$31.2 billion in 2012, with a 2008-2012 CAGR of 8.2%.
- The short-term outlook for the APEJ manufacturing sector indicates that manufacturers are tightening their belts in terms of IT spending, particularly in hardware investments.
- In the coming months, manufacturers in this region will try to leverage existing assets to deliver maximum value to their businesses. The shift will move from "nice-to-have" to "**need-to-have**", and **short-term Total Cost of Ownership (TCO)** compared to Return-on-Investments (ROI) considerations will drive investment justification.



© 2009 Epicor Software Corporation.

ROI from IT Investment

- World Class companies drive ROI through increased investment in IT
 - Invest 5% more per end user in technology
 - Use shared services at a rate 2.5X higher than counterparts
 - 3X more likely to have centers of excellence for decision support



© 2009 Epicor Software Corporation.

Some industry comments...

Procurement Asia Bulletin (17 March 2009)

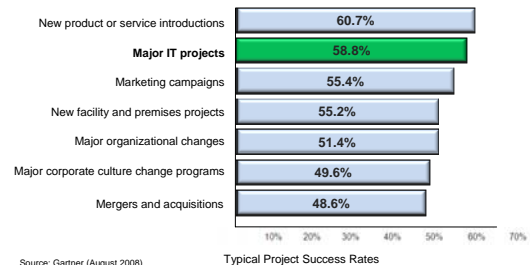
- Asia - Supply chain executives in Asia rank supply chain risk management more important than cost containment, a surprising find considering today's emphasis on saving bottom lines.
- IBM's *Global Chief Supply Chain Officer Study* found that risk management (82%) ranked higher on a list of top challenges amongst supply chain executives in ASEAN than cost containment (78%).
- "This shows that ASEAN executives have a higher level of alertness to the macro factors which potentially impact their business."
- Other challenges identified included supply chain visibility (78%), increasing customer demands (57%) and globalisation (52%).



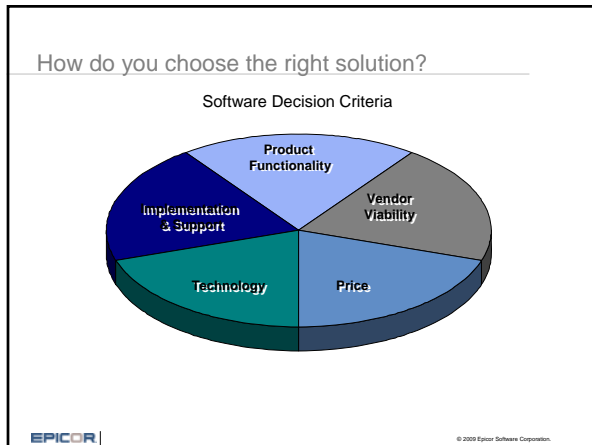
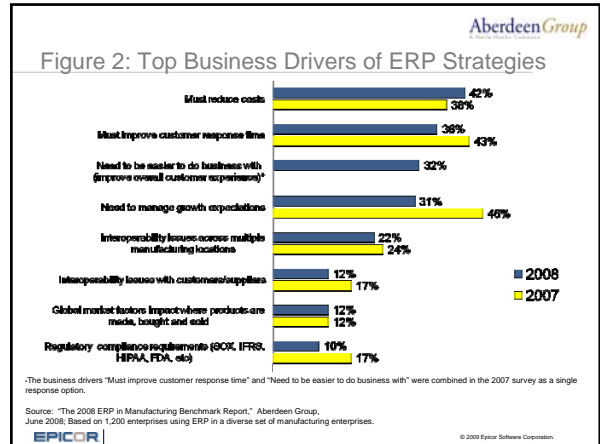
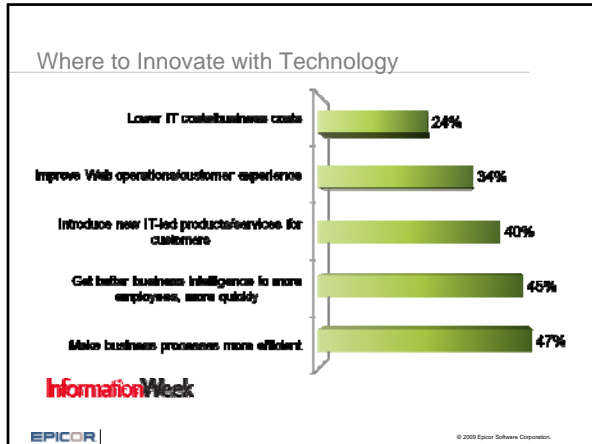
© 2009 Epicor Software Corporation.

IT Project Success has Increased

Success rate generally expected for major projects



© 2009 Epicor Software Corporation.



Epicor at a Glance

- Founded 1984
- Public: NASDAQ 1992
- Revenues \$495.6M*
- Employees ~2,800
- Partners 400
- Customers 20,000+

* Based on Full Year 2008 Revenue

EPICOR | CORPORATE OVERVIEW AND CAPABILITIES PRESENTATION | © 2008 Epicor Software Corporation

Thank you