Bryan: Hey, Tim. It's great day out here on this Sprecher patio. Man, this is awesome.

Tim: This beer is incredible today.

Bryan: It's fantastic. Beautiful Wisconsin day. We got corn in the background….

Tim: Yeah, you know the only thing I was worried about; you've seen you know, Children of the Corn?

Tim: Yeah yeah, someone come flying out of that thing.

Bryan: Hey listen, you got time for one more business question for me?

Tim: Yeah, let's do it, let's go.

Bryan: I got a buddy that's got a company that's growing like crazy and he's looking at software-as-a-service - SASS, to kind of put some of his business applications you know kind of not in their internal center. We've talked about this stuff in the past, and you know he's looking at the net sweets and the in tax and you know but, when you take ERP you know kind of out of your business, that's a pretty big deal. And you know I'm going to give him some good advice to make sure that he's making a real good purchasing decision.

Tim: right

Bryan: and that he's making a decision that's just not kind of short term but like medium and long range drew

Tim: Yeah well and we've talked a little bit in the past about this but as you look at you know what I call the the buying criteria. Those players, Net Suite, Intaact, there's differentiators especially when you compare them to you know some of the products we work with

Bryan: mm-hmm

Tim: while we have experience with all of those in accumatica solution, for example. We really have a lot of differentiators.

Bryan: mm-hmm

Tim: One would be choice of deployment.

Bryan: Okay.

Tim: So you know we've talked as as organizations try to make that decision to move to the cloud in a software-as-a-service model.

Bryan: mm-hmm

Tim: Sometimes you may want to adopt more of a crawl, walk, run approach.

Bryan: Right on.

Tim: So you know we've tried to remain objective in the products we work with. Meaning, choice of deployment with an Acumatica if-- if clouds appropriate and SAS and license inappropriate acumatica

offers that but could also fit well into a private data center or on-premise and installed locally and license traditionally compared to a NetSuite or an intact,

Bryan: Yeah

Tim: SASS soft models only.

Bryan: And that's really about control right? I mean when you move, what you do, how you do it, all of that's about control.

Tim: Yeah. So that's where you know, so control would be another big differentiater. Control from a couple of perspectives. One, your data. So do you control your data?

Bryan: Yeah

Tim: You know acumatica being in the sequel server database and if you decide that you don't want it deployed from a SAS perspective or you want to perhaps move in a different direction your data is delivered in sequel server as opposed to you know in an excel flat file.

Bryan: Oh, excellent. So I can actually deal with it

Tim: Second would be, as you know in a SASS model particularly, the service is upgrading your software on a frequency. With acumatica, choices of when that upgrade actually happens so you can schedule it within your time frame.

Bryan: Yep

Tim: As opposed to it simply showing up on day one of a real busy season with an intact.

Bryan: I can schedule my natural rhythm on my business and that's some schedule that a providers got.

Tim: Exactly.

Bryan: Excellent

Tim: And then you know control. Being flexible to be able to control your business logic so that if you need to tailor that application, you have that flexibility within acumatica. To be able to control your business rules and your business logic a bit more than you do with the other solutions.

Bryan: Yeah because no business, no two business' are exactly alike. So sometimes you want to have that ability.

Tim: Right.

Bryan: Excellent.

Tim: One other big key differentiator, Bryan is pricing structure. You know NetSuite, intact classic models per user pricing a q Matic that we've talked about this before pay the price mm-hmm enable the organization unlimited user pricing essentially and so that

basically makes add structure baby yeah

that line of business application now

can be exposed to a lot of people as my

business grows and as needs dictate

exactly without really handcuffing me

you know financially yeah the last one I

would just say is there's a big

difference between kind of a kind of a

direct go to market strategy that a

NetSuite or an intact deploy they have

hybrid models a q matica one of the only

channel lead hmm go to market strategies

in the industry which means and how that

equates to your customer no it was got

me that helps close last thing we want

to do is place your customer though is

typically you know local support mmm

partner led models so a q matica being a

channel only go to market strategy is

compared to a NetSuite or a intact it's

a hybrid model so you could be dealing

with corporate from a sales perspective

and then you don't know where your

implementation and you know we know

partnership with our clients is a big

deal and understanding their businesses

and how the nuances the software can

help them that kind of intimacy just may

not be there in in a SAS model exactly

excellent yeah well fantastic so what we

got is a choice of deployment we got

control over upgrades and data we've got

good pricing structure and local support

yeah excellent

perfect hey thank you hey wallets still

in the glass yeah

English (auto-generated)