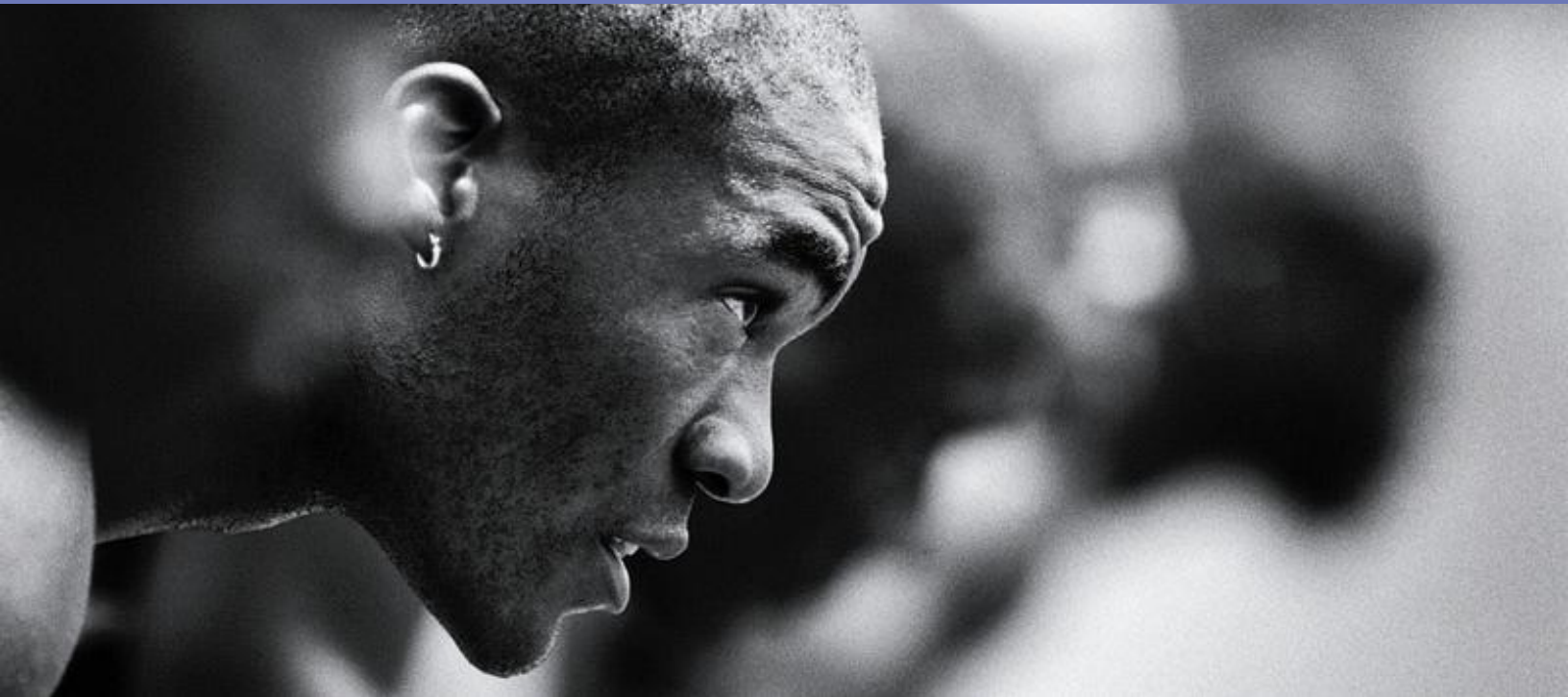


## eDominator' EXPAND vs. Global Sellers



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Selection of your ERP vendor is a major decision for every organization. This document helps you to focus on some key parameters in identifying the right ERP vendor for your organization.

Technology & Cost Implications

Parameters	Global Seller	eDominer EXPAND	Explanation
Objectives	Must fulfill	Must fulfill	Ideally, your ERP vendor must fulfill all the objectives and benefits associated with implementing such a solution.
Multi-Company			Ideally, you should be able to maintain multiple companies (legal entities) in your ERP software. Global Sellers will always ask you to pay separate product license fee for every legal entity increasing your TCO to a great extent. eDominer charges only a nominal configuration fees for setting up another company in the EXPAND smERP configuration.
Further development of Enterprise Portals & E-Commerce	Yes but very expensive	Yes with minimum expenses	eDominer works on a very cost effective model where Enterprise portals and E-commerce websites can be easily integrated with EXPAND. Scalability of this nature is very expensive to afford in case of Global Sellers.
Product & User license fee	Very high	Very competitive	eDominer's product & user license fee will be very competitive compared to any Global Seller.
Ease of Customization & cost involvement	Very high	Very competitive	Customizations are sometimes required for some of your unique business processes. Global Sellers implement the solution through partners and thus partners have a very high fee for customization. In case of eDominer, we implement the solution directly without involving any 3 <sup>rd</sup> party and hence do the necessary customizations at very competitive rates and with ease.

			Furthermore, availability of trained manpower in case of a global seller is not always available.
Deployment, Maintenance & Upgradation cost	Very high	Very competitive	Global Sellers have the reputation of charging very high fees for various cost heads during the ERP implementation phase. These costs are unjustified but the client becomes liable to pay to protect his investment made as advance. eDominer is very transparent in its costing implications.
Training & Support costs	Very high	Very competitive	Every day of training is chargeable by Global Sellers. Hand holding period is also chargeable. Support costs are very rigid. Well, that is not the case with eDominer. We quote transparently to our customers. Cost overrun situations never occur.
Total Cost of Ownership	Very high	Very Low	Its simple, if TCO is high ROI will take a long time. eDominer ensures that TCO for our customers are low so that they get their Return On Investment in the least possible time frame.
Resource requirements	High	Very low	ERP Solutions from global sellers require heavy resources from costly servers to dedicated lease lines to VSAT connectivity. Applications from global sellers are generally resource hungry. EXPAND can be web based which consumes least amount of resources. There are more than 5 cost effective deployment models available with eDominer. eDominer has revolutionized ERP deployment as EXPAND can run on existing broadband infrastructure of telecom providers linking your various office locations for real time access to departmental information and transactions.
Manpower cost	Very High	Very low	Cost of trained manpower on ERP software of Global Sellers is very high.

			Well, we give you trained manpower as well as training at very affordable rates.
Recurring Cost	Very High	Very low	Apart from one time cost, recurring costs of Global Sellers are very high. Be it trained manpower or support or continuous training or hand-holding, global sellers have a number of ways to keep billing to the client. Well, customer delight and fair dealing are 2 core values of eDominator Systems.
Implementation methodologies available	Only option 1: Traditional N tier	All options including web hosting	As mentioned earlier, solutions from Global Sellers are resource hungry. This does not allow their solutions to run on cost effective connectivity solutions like ISDN or broad band. EXPAND can be hosted as a web based solution built on .NET is highly robust, extensible and scalable and runs fantastically on broad band services reducing your connectivity cost dramatically.
Client software	Yes	No	EXPAND is a browser based application runs directly from web server. NO CLIENT SOFTWARE REQUIRED.
Anytime, Anywhere	No	Yes	EXPAND is a browser based application and can be accessed from anywhere through internet, of course, depending on security and server connectivity to the internet.
Browser enabled	No	Yes	EXPAND is a browser based application and can run on any Internet browser like Internet Explorer.
Built of Indian Businesses	May be / May not be	Yes	EXPAND is truly built for Indian Business and takes care of VAT, Service Tax, TDS & Excise Computation. It also takes care of Export complete documentation.
Latest Web Technology	May be / May not be	Yes	EXPAND is built on Microsoft.NET, a revolutionary web based technology from Microsoft ensuring a robust and scalable solution.

