

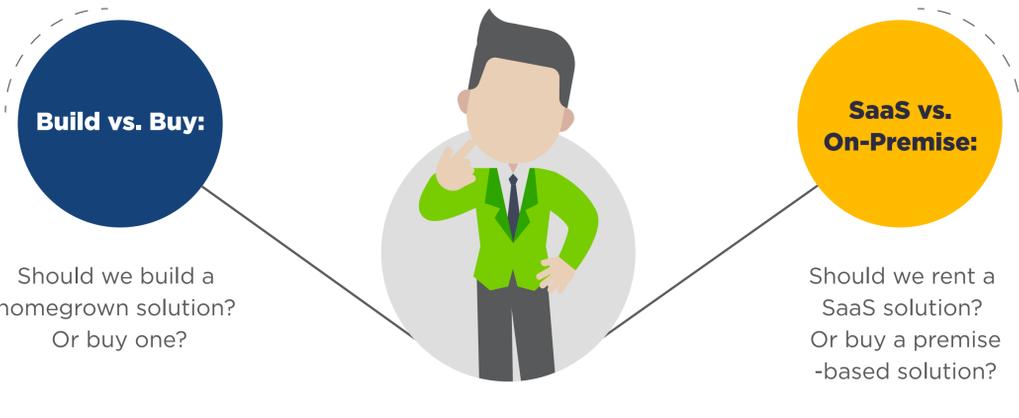


## HOME GROWN, ON-PREMISE, OR SAAS:

# WHICH ORDER MANAGEMENT SYSTEM IS RIGHT FOR ME?

Today, in finding a new Enterprise Order Management System (OMS), there is an additional question – should we buy a SaaS solution? Or on-premise?

If you've decided to add an Order Management System, some important decisions immediately follow:



The most important questions actually are, "What business are you in? On what dimensions do you compete?"

Of course, you know what business you are in. And if you're a B2C or B2B retailer, you are likely focused on areas that drive customer satisfaction, revenue growth, and profitability:



Merchandising and product selection



Pricing strategy and tactics



User experience and checkout process



Order capture and delivery



Inventory optimization

### Build

### Buy



Custom capabilities are required to differentiate vs. competitors.



Custom features can only be supported with a homegrown system.



Your team has a successful track record of launching homegrown solutions.

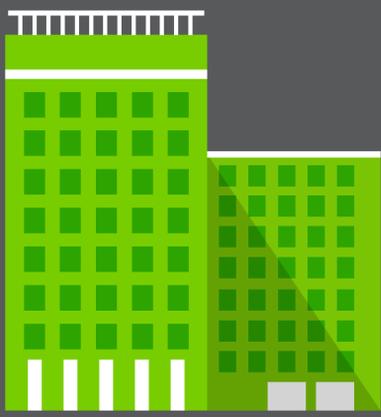


You have the scale to justify the costs.



## SaaS

VS



## On-Premise Solutions

Some key considerations in the SaaS vs. On-Premise decision include:

### Compliance and Data Protection.

An OMS houses sensitive customer, order and payment information for which PCI compliance is required.



### On-Premise



SaaS feature sets are lacking important differentiating capabilities for your business.

### SaaS



### Systems Integration.

An OMS is typically the brains of a larger body of systems brokering the order, inventory and fulfillment process.



Customization and control are imperative for OMS success.



### Performance.

An Order & Inventory Platform has a role in every transaction– order capture, real-time tax and freight calculation, payment authorization and more.



Your company already runs a state-of-the-art data center.

