

MULTI-ERP ESTATE

# The multi-ERP run is now a board-level constraint.

Allari<sup>®</sup> holds the run across every ERP so finance and IT can fund, staff, and govern the build.

<b>27 yrs</b> CONTINUOUS OPERATION	<b>Self- funded</b> NO PRIVATE EQUITY · SINCE 1999	<b>35+</b> COUNTRIES SUPPORTED	<b>10+ yrs</b> MEDIAN ENGINEER TENURE	<b>TBM · ITIL</b> CERTIFIED OPERATING DISCIPLINE
--	---	--------------------------------------	---	---

THE DECISION PROBLEM

# Every added platform turns ERP support into a coordination tax.

Two ERPs double the integration surface, patch cadence, identity workflow, and period-close coordination. Three turns linear cost into exponential drag.

A single ERP is a managed cost. A multi-ERP estate is a compounding one. Each platform adds its own integration surface, patch cadence, identity and access workflow, and period-close choreography — and the coordination between them grows faster than the platform count. Layer acquisition, divestiture, and modernization on top and the enterprise hits a **Dual-Execution Crisis**: it must hold the legacy run and build the future state with the same finite team.

## Dual-Execution Crisis

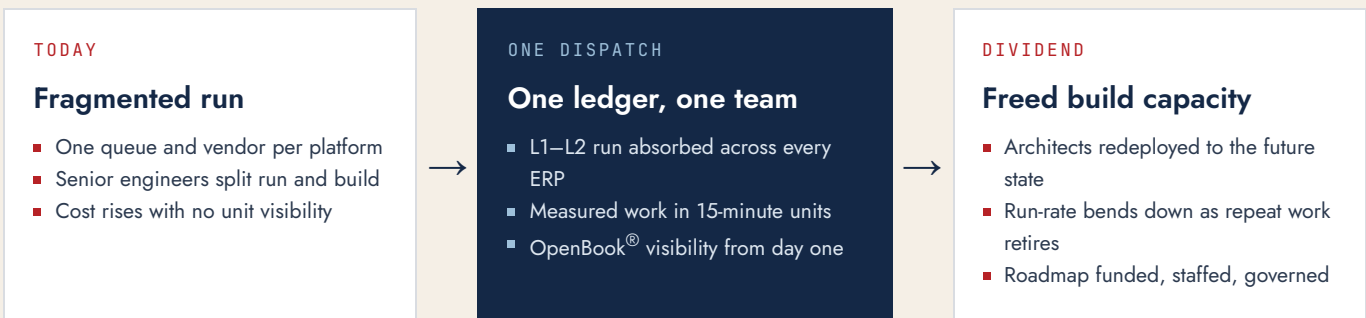
The structural trap

The same architects asked to design the target platform are the ones answering last night's interface failure. **Build velocity and run stability compete for one talent pool** — so the roadmap slips while the run quietly absorbs the team. The constraint is not headcount or tooling. It is the unbroken coupling of run and build.

WHO CARRIES THIS ON THE LEADERSHIP TEAM

<p><b>CFO</b></p> <p>A support line that rises every year with no visible unit economics or path to compression.</p>	<p><b>CIO</b></p> <p>A modernization roadmap that keeps slipping because senior engineers are pinned to the run.</p>	<p><b>VP IT / APPS</b></p> <p>Ticket aging, vendor sprawl, and after-hours escalation across disconnected platforms.</p>	<p><b>AUDIT COMMITTEE</b></p> <p>Limited line-item evidence of what support spend bought, and weak run-book continuity.</p>
--	--	--	---

FROM FRAGMENTED RUN TO A FUNDED BUILD



THE ECONOMIC MODEL

# The run cost should bend down as repeat work is retired.

Conventional support inflates with the contract. A deflationary model retires the recurring work that generated the ticket — so the line trends the other way.



**-8%**  
 BY MONTH 12  
 REPEAT WORK BEGINS RETIRING

**-22%**  
 BY MONTH 24  
 AUTOMATION COMPOUNDS

**-30%**  
 BY MONTH 36  
 STRUCTURAL RUN-RATE RESET

Engagement-portfolio medians, 36-month window – not a single customer's curve and not a target. Methodology auditable in OpenBook®.

WHY THIS IS STRUCTURALLY DIFFERENT

<p><b>NO RETAINERS</b></p> <p>No minimums and no fixed-fee envelope. You fund measured work, not a reserved seat.</p>	<p><b>15-MIN UNITS</b></p> <p>Engineering effort billed in 15-minute increments — granular, comparable, auditable.</p>	<p><b>OPENBOOK® DAY ONE</b></p> <p>Every ticket and unit is visible from the first week, not reconciled in arrears.</p>	<p><b>ONE UNIT PRICE</b></p> <p>The same rate holds through Legacy → Bridge → Target and across every platform.</p>
---	--	---	---

WHY THIS MATTERS TO FINANCE

**A support line you can forecast — and compress.**

- Unit economics replace an opaque monthly retainer.
- Compression is earned by retiring work, not by cutting service.
- One rate through M&A and divestiture removes re-pricing risk.
- Client owns the run-books, automations, and cleanup outright.

THE CONTROL MODEL

# Every ERP's activity becomes one report.

One ledger reconciles the entire estate — ticket volume, measured units, and trend — at a cadence an audit committee can stand behind.

OPENBOOK® — ILLUSTRATIVE MONTHLY ESTATE VIEW

PLATFORM	TICKETS	15-MIN UNITS	TREND (MOM)
Oracle E-Business Suite	142	312	-6%
JD Edwards EnterpriseOne	118	256	-9%
Oracle Fusion Cloud	96	188	-4%
SAP (ECC / S/4HANA)	73	142	-7%
NetSuite	41	78	-5%
Adjacent stack	58	121	-8%
<b>Estate total</b>	<b>528</b>	<b>1,097</b>	<b>-7%</b>

Illustrative figures for format demonstration. Actuals reconcile to your environment in OpenBook®.

THE OPERATING MODEL — ONE OUTCOME TEAM

<p><b>01 · Anchor</b></p> <p><b>Named CSM in your tenant</b></p> <p>A named customer success manager works inside your Microsoft Teams tenant — not a shared inbox.</p>	<p><b>02 · Triage</b></p> <p><b>L1 triage, 24/7/365</b></p> <p>Continuous intake and triage across every platform in the estate, on one queue.</p>	<p><b>03 · Resolve</b></p> <p><b>L2 resolution &amp; escalation</b></p> <p>Resolution, service-request execution, and live run-book updates as work is done.</p>
<p><b>04 · Report</b></p> <p><b>OpenBook® reporting</b></p> <p>Every ticket and unit posts to one auditable ledger, visible continuously.</p>	<p><b>05 · Deepen</b></p> <p><b>Elastic L3 pod</b></p> <p>An L3 pod spins up for engineering-grade depth — elastic and additive, never a new contract.</p>	<p><b>06 · Own</b></p> <p><b>You keep the assets</b></p> <p>Run-books, automations, documentation, and cleanup transfer to you, by default.</p>

<p><b>WHAT ALLARI IS</b></p> <ul style="list-style-type: none"> <li>+ A run layer that absorbs L1–L2 across every ERP onto one ledger</li> <li>+ Measured engineering work, billed in 15-minute units</li> <li>+ OpenBook® transparency with client-owned assets</li> </ul>	<p><b>WHAT ALLARI IS NOT</b></p> <ul style="list-style-type: none"> <li>— Not a system integrator</li> <li>— No software or hosting markup</li> <li>— Not project-only at go-live, and not decks-only advisory</li> </ul>
---	---

PROOF & THE ASK

# Same model, three estates. One low-risk next step.

The pattern holds across scale, sector, and corporate change — and the first step costs nothing but an invoice and forty minutes.

**Global advanced-materials manufacturer**  
 ~\$5B · 25+ COUNTRIES · 3,000 USERS

Held 100% of the legacy run while internal architects rebuilt on a new platform across a five-year, 25-country rollout.

**0** **100%**  
 PRODUCTION DISRUPTIONS · 5 YRS      CORE TEAM REDEPLOYED

**Global cable management & identification manufacturer**  
 \$750M · MULTI-ERP ESTATE

Replaced a fixed-fee MSP trap with OpenBook® increments, exposing unit economics for the first time.

**-19%** **-72%**  
 YEAR-1 RUN-RATE      TICKET AGING

**National services leader**  
 ~\$2.8B · MULTI-YEAR, MULTI-ERP

Ran L1–L2 continuously through acquisitions, divestitures, and seasonal demand swings without re-pricing.

**-23%** **1**  
 MULTI-YEAR RUN-RATE      LEDGER ACROSS ALL CHANGE

STRUCTURAL COMMITMENTS — IN THE CONTRACT, NOT THE PITCH

<p><b>1. Variable cost. No floor.</b>                  No fixed-fee envelope. You fund measured work, in 15-minute units.</p>	<p><b>2. Open book. One number. Nothing buffered.</b>                  One auditable ledger for the entire estate, visible from day one.</p>	<p><b>3. Pay for the work. Own the work.</b>                  Run-books, automations, documentation, and cleanup transfer to you.</p>
---	--	---

THE WORKING SESSION — YOUR NUMBERS, IN WRITING

## Bring your last ERP support invoice, across every platform.

Forty minutes with a senior Allari engineer. We show you **where the run-rate compresses, which platform is the loudest source of drag, and how the next platforms absorb onto the same ledger at the same unit price** — in writing, on your numbers. No deck. No pitch.

---

WEB: [allari.com/contact](http://allari.com/contact)      EMAIL: [getstarted@allari.com](mailto:getstarted@allari.com)      PHONE: 866.937.2224

Source: Allari Multi-ERP Estate page, <https://allari.com/multi-erp-estate>.