

# THE MILLION DOLLAR DECISION BUILD or BUY?



## Re invest?

### ERP!

- Highly specialized
- Extensive customization required
- No good alternative
- Limited by heavy regulations
- Usage-based billing not a factor

### On-Premise!

- Business and politics dictate it
- Highly specialized and customized
- Limited by heavy regulations
- Heavily invested in best-of-breed

### Home-grown!

- Highly specialized
- Extensive customization
- No pressure on agility
- No pressure on time-to-market

### Current!

- Scalability is solved with hardware
- No pressure on agility
- No pressure on time-to-market

## Move?

### ERP

- Doesn't support recurring revenue
- Time-to-market critical
- Scalability is a factor
- High-volume usage billing needed

### On-Premise

- Doesn't support your recurring revenue model (usage, tiered, volume, etc.)
- Time-to-market critical
- Needs fast new offer launch times
- TCO too high

### Home-grown

- Doesn't support your recurring revenue model (usage, tiered, volume, etc.)
- Time-to-market critical
- Fast offer deployment needed

### Current

- Doesn't support your recurring revenue model (usage, tiered, volume, etc.)
- Time-to-market critical
- Fast offer deployment needed
- Scalability is architectural

THE MILLION DOLLAR DECISION IS A BALANCING ACT BETWEEN



Source:

**The Million Dollar Decision-  
Build vs. Buy? [ePaper]**

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