

# Crafting the business case SaaS ERP for Nonprofit organisations

Traditional cost metrics don't make sense for SaaS



SaaS repeatedly outpaces on-premises legacy alternatives in terms of user experience, flexibility, resilience and adoption. But it's not so obvious that SaaS ERP improves both performance and employee experience as well — though it is enough to make the total cost of ownership more than worth it.

## 1. So what does a SaaS business case for nonprofit organizations actually look like?

The 4 key elements of a good SaaS ERP Business case

- ✔ **Benefits.** How will your organization gain operational benefit from SaaS ERP?
- ✔ **Costs.** How will your SaaS costs differ from traditional solutions, in terms of hard costs, resources and support?
- ✔ **Risks.** How do you approach and challenge the change resistance?
- ✔ **Innovation.** How does your investment in SaaS ERP create greater transformation opportunities?

## 2. Be prepared for some more complex calculations

When it comes to costs, cloud ERP is a trade-off. Some cost (like equipment purchasing, installation, and maintenance) are eliminated. But others are introduced – you'll have to account for the fact that most subscriptions include (some) maintenance and hardware while licenses don't.

- ✔ Support needs and help desk requests will decrease but do not disappear – you will still need some level of ongoing support – but you don't need to resource it.
- ✔ Governance and orchestration costs add up, especially if your operating solutions are fragmented. A good implementation strategy requires a thorough business solutions evaluation.



## 3. Regardless of changes to the cost base, legacy systems are no longer an option

Outdated systems make innovation and streamlining difficult or impossible – especially for more advanced modernizations like process automation. They also prevent your organization from consolidating data analysis, making insight-driven decisions, demonstrating transparency and meeting user experience expectations.

Forward-looking non profit organizations are managing change and improving productivity through cloud ERP, to eradicate low-value tasks, work more efficiently, reduce costs, and create space for people to focus on the work that really matters.

- ✔ Faster access to innovation, agility and scalability as your organization develops
- ✔ Faster application deployment to field operations
- ✔ Lower reliance on external consultants and subcontractors to run your ERP
- ✔ Reducing your organization's carbon footprint
- ✔ Enhanced resilience, security and monitoring
  - ✔ Reduce server or connectivity downtime costs
  - ✔ Regulatory compliance savings
  - ✔ Disaster recovery savings
  - ✔ Reduce software license true up costs



### About Unit4

Unit4 has been creating enterprise software for people-centric organizations for over 40 years. Our truly cloud native ERP platforms are designed to accelerate your digital transformation by providing a fully integrated ecosystem for all your back-office functions, unifying finance and HR to create a people experience that lets everyone who works for and with you focus on the job they were hired to do, rather than administration.

To learn more about what our solutions can do for your organization [click here.](#)

For more information, go to:  
[unit4.com](https://unit4.com)

Copyright © Unit4 N.V.

All rights reserved. The information contained in this document is intended for general information only, as it is summary in nature and subject to change. Any third-party brand names and/or trademarks referenced are either registered or unregistered trademarks of their respective owners. IG220926INT

**UNIT4**  
In business for people