ENTERPRISE ARCHITECTURE BRIEF

ERP Selection for GCC SMEs & Mid-Market Enterprises

5-Year Total Cost of Ownership (TCO) Analysis: Odoo Community Edition with UniERP vs. Proprietary Enterprise Stacks.

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Executive Summary

Evaluating modern ERP architecture choices for manufacturing, distribution, retail, and logistics enterprises across the UAE and Saudi Arabia. This white paper analyzes capital expenditure (CapEx), recurring annual licensing (OpEx), implementation velocity, Arabic RTL localization parity, and readiness for mandated regional statutory compliance.

> **Key Insight:** Simal UniERP combines the open agility and zero-per-user licensing of open enterprise frameworks with pre-certified regional tax, payroll, and supply chain modules.

5-Year Total Cost of Ownership (TCO) Breakdown (100 Users)

Cost Component	Simal UniERP Enterprise Stack	Proprietary Legacy Tier-1 ERP
Year 1: Licensing & Core Implementation	$42,000 (Perpetual / Flat Server Tier)	$185,000 (Per-user fees + Tier-1 consultant fees)
Years 2–5: Recurring Maintenance & Licenses	$6,500 / year (Support & updates)	$48,000 / year (Mandatory recurring subscription)
FTA & ZATCA Phase-2 E-Invoicing Module	Built-in Native Connector (Zero extra fee)	$15,000+ optional compliance add-on package
Custom Integration SLAs (REST / GraphQL)	Native open API endpoints included	Restricted middleware requiring proprietary brokers

Compliance, Verification & Authorized Channel Support

UniERP implementations are backed by Simal Technologies engineers based locally in Dubai and Riyadh, ensuring SLA guarantees of under 4 hours for production-critical support tickets.

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