

2025 VAR STARS



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ERP at a Crossroads

AI, Cloud and the Next Era of VARs

The mid-market ERP industry is at a pivotal point. Artificial intelligence (AI), industry-specific customization, and the rapid shift from traditional on-premise systems to cloud platforms are transforming the competitive landscape and reshaping the role of the reseller.

As companies look for more streamlined processes, tailored solutions, and better insight into their operations, resellers are evolving into strategic business advisors. Today's VARs aren't just selling technology and implementing; they're helping clients rethink how technology creates value.

"The reseller role has shifted from transactional sales to a long-term strategic relationship. The best resellers are driven by a greater customer focus on achieving measurable business outcomes. Today's partners go beyond selling software and have become architects of business transformation, using their deep industry knowledge to help clients leverage data and technology for sustained growth and a competitive edge," said CJ Boguszewski, SVP, partner strategy and programs at Acumatica.

Chris Mengerink, partner at Fort Wayne, Ind.-based DWD Technology Group, a full-service ERP solutions provider, agrees and said, "The traditional VAR role has evolved from simply selling and implementing ERP systems to serving as a strategic business advisor. We now focus on helping our clients align their Sage Intacct and Sage 100 systems with their overall business goals, including improving visibility into their business, streamlining processes, and driving growth. Our relationships have grown beyond implementation to include continuous guidance, integration support, and technology planning that enable smarter business decisions."

Given the projected growth and ongoing transformation of the ERP market — driven by advancements in AI, cloud computing, and digital integration — the role

of resellers will become increasingly strategic as they look to better meet client expectations.

According to Grand View Research, a market research and consulting company, the global ERP software market size is projected to reach \$123.41 billion by 2030, growing at a compound annual growth rate (CAGR) of 11.7% from 2025 to 2030. In the U.S., the ERP software market is expected to grow significantly at a CAGR of 9.8% from 2025 to 2030.

Next-Generation Services

The expectations of resellers are undergoing a fundamental shift as ERP solutions transition to the cloud and organizations demand more than just software deployment. Today's forward-thinking resellers are delivering a holistic experience that blends industry-specific consulting, strategic advisory services, embedded innovation, and ongoing improvement.

These changes are setting the stage for a new generation of expanded service offerings. Such services include:

- Strategic consulting to align technology initiatives with core business goals.
- Business process optimization and technology planning for measurable organizational improvement.
- Cloud migration services and seamless system integrations.
- Implementation support, including setup, customization, and training.
- Development of intellectual property, such as AI agents and industry-specific embedded technology.
- Business analytics reporting and creation of strategic dashboards for data-driven decision-making.
- Industry-specific expertise tailored to client requirements.
- Ongoing customer relationship management and support.
- Financial counsel to maximize ROI on technology investments.
- Subscription-based, bundled service delivery models for continuous value and proactive support.
- Advisory services for long-term adoption, retention, and success with evolving ERP solutions.

- Data strategy, analytics, and AI readiness assessments.
- Change management and user adoption programs.

"Today's VARs deliver a far broader range of services. We've expanded beyond software implementation to offer strategic consulting, business process optimization, and technology planning that drive measurable results. We also provide cloud migration services, system integrations, and business analytic reporting along with strategic dashboards that help clients leverage data for better decision-making," Mengerink said.

Building on this expanded scope of services, Boguszewski highlighted how partners now offer even more comprehensive, high-value support that extends beyond implementation.

Said Boguszewski, "Partners now offer a suite of high-value services that extend far beyond initial implementation. These include strategic advisory services to align technology with business goals, industry-specific expertise, implementation support, and ongoing customer relationship management. We also see partners providing financial counsel and guidance to help customers manage their technology effectively and ensure they maximize the return on their investment.

Added, Nancy Sperry, VP of Partner Sales at Sage, "Resellers today are stepping much earlier into the sales journey, which is now 80% complete before a conversation even begins. That means they need to show up with differentiated offerings and real value props that meet customers where they are. The catalyst behind this shift? It's how customers are buying and partnering. They're looking for trusted advisors [and] partners who simplify the process, offer a single view,

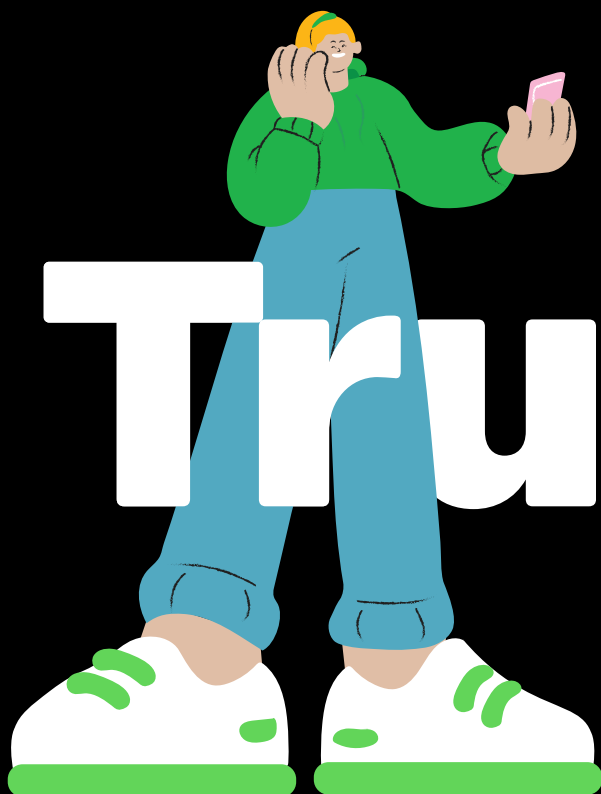


CJ Boguszewski
Acumatica



Chris Mengerink
DWD Technology Group

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and make it easier to consume services. Strategic partners win because they're not only delivering technology; they're delivering outcomes."

In discussing specific service offerings, Sperry emphasized two significant shifts transforming the partner relationship: the creation of intellectual property and the adoption of subscription-based service delivery models.

"Two big shifts stand out. First, partners are creating intellectual property, especially around AI agents and embedded tech that's tailored to customer needs. Second, they're delivering services as a subscription, not outsourcing. It's a 'buffet model' where clients pay a monthly fee for bundled services, driving better adoption and retention. The partner is more incentivized to ensure customer success," Sperry said.

AI-Driven Transformation

AI is quickly becoming a transformative force in ERP systems, fundamentally altering how businesses operate and gain value from their technology investments. By integrating AI directly into ERP platforms, companies can automate routine tasks, generate predictive insights, and simplify complex workflows.

Eric Frank, CEO and co-founder at Seattle-based technology consulting firm NexTec Group, said the firm is "seeing practical, high-value use cases emerge across the board" with clients using AI for:

- Predictive forecasting and demand planning.
- Automated invoice matching and reconciliation.
- Anomaly detection in financial data.
- Natural language queries for reporting and analytics.
- Predictive maintenance in manufacturing.

"The impact is significant. Companies are improving speed, accuracy, and visibility while reducing manual work. AI is turning ERP from a system of record into a system of intelligence," Frank said.

Added Frank, "AI adoption requires a clear strategy and a solid foundation of clean, structured data. That's where VARs add tremendous value. We help clients identify high-impact, achievable use cases, assess data readiness, and integrate AI modules within ERP platforms like Acumatica and Sage X3. The most effective VARs are guiding clients on both the technical and organizational readiness needed to make AI work at scale."

Underscoring this point, Boguszewski of Acumatica said, "Clients are using AI to unlock new levels of efficiency and insight within their ERP systems. Practical applications include more accurate demand forecasting, intelligent AP automation that reduces manual data entry, and proactive anomaly detection to flag unusual transactions for review. The integration of role-

based AI copilots is also empowering users with natural language queries, making it easier for everyone in an organization to get the answers they need to make smarter, faster decisions."

Leading partners are becoming AI navigators, said Boguszewski, guiding organizations from exploring AI possibilities to achieving concrete business results. They pinpoint the most impactful use cases, assess data readiness, and establish the appropriate governance and change management frameworks to ensure successful adoption.

Sperry agrees and said that "VARs play a key role" as small and mid-sized businesses increasingly look to embed AI into their daily workflows, especially in finance for improved forecasting and continuous close processes. To further illustrate, Sperry highlighted its generative AI-powered assistant Sage Copilot.

"Sage Copilot, for example, acts as an embedded assistant, helping users save over five hours a week on manual admin like reconciliation, compliance, and payroll. AI Agents work quietly in the background, handling onboarding, chasing payments, and automating tax filings. One client, supported by their VAR, reported getting paid up to seven days faster and cutting admin by 50%," said Sperry. "In finance, Sage's anomaly detection reviews millions of transactions monthly, flagging outliers and helping teams close books in days instead of weeks. For accountants and mid-sized organizations, AI enables a shift from compliance to advisory, driving real-time, data-driven decisions and improved forecasting. VARs who embrace these capabilities deliver outcomes, not just software, positioning themselves as trusted advisors in the AI era."

Said Timothy Eyrich, director of channels at Paystand, "It's not enough anymore to simply provide some neat automation. Clients are moving towards outcome-driven business processes. To achieve better process outcomes, ERP publishers are building AI directly into their offering. Additionally, there are a lot of [independent software vendors] ISVs that are deploying AI integrations to their customers' ERPs. Employees are utilizing AI to save hours of time on mundane tasks, glean insights into financial data, build reporting, and more. The impact is felt across all areas, including AP, AR, FP&A, budgeting, forecasting, and more."

For resellers who have not yet prepared for a surge in demand for AI and machine learning (ML), the time is now. As highlighted in Gartner research cited by Sage, by 2029, AI workloads will comprise half of all cloud computing resources, rising sharply from less than 10% today. Gartner also predicts that more than half of enterprises will adopt industry-specific cloud platforms to meet their strategic goals. These shifts together



Eric Frank
NexTec

show how the cloud is evolving to offer greater specialization, improved business performance, and increased intelligence.

Industry Specialization Becomes a Growth Engine

The rise of industry-specific ERP solutions shows a growing understanding that businesses in different sectors face unique operational challenges that, often, generic ERP systems cannot fully solve.

As the demand for customized functionality and specialized workflows increases, resellers are adjusting by gaining deep industry knowledge and providing tailored solutions to meet the specific needs of sectors like construction, manufacturing, healthcare, and retail, among others.

"We're seeing a trend toward deeper industry specialization, with a focus on micro-verticals and composable solutions. Instead of a one-size-fits-all approach, businesses need technology that addresses their unique needs," said Boguszewski. "Our partners are adapting by building specialized programs and leveraging low-code platforms to create tailored applications. They also utilize marketplaces like ours to identify and deploy solutions that deliver a customized ERP experience without the complexity we typically see with more traditional development."

Said Eyrich of Paystand, "We're seeing several vertical-specific ERPs pop up in the market. This isn't especially new, but in the age of AI, it's becoming more frequent. I think VARs have to do their due diligence to evaluate all of these systems so they can be trusted advisors to their clients. Whether or not a specific VAR wants to add a new ERP to its portfolio, knowing the strengths and weaknesses across the available systems in the market will go a long way in serving clients who may want to evaluate several options before making a decision."

Val Steed, director accountants at Zoho, agrees and said, "Anything vertical or niche where you can differentiate yourself from other VARs is huge. Verticals of almost any kind can provide huge revenue with little competition. The smart VARs have figured this one out. I would say that the big boom in verticals started right after the pandemic. Verticals are not really new, but VARs are now really good at spotting them and chasing them. A few years back, I talked with a decent-sized VAR in the Midwest, and their vertical where they made the most money was accounting systems for garage door manufacturers and installers."

Seeing the increased demand from clients



Nancy Perry
Sage

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Accordant

Headquartered in Florham Park, N.J., Accordant is a Sage Platinum Partner, Acumatica Gold Partner, and ERP solutions provider across the U.S. and Canada. It has industry knowledge in construction, real estate, manufacturing, nonprofit, healthcare, professional services, e-commerce, and more.

Aktion Associates:

Headquartered in Maumee, Ohio, Aktion Associates is a North American ERP software reseller and IT infrastructure provider focused on the architectural engineering and construction, distribution, and manufacturing industries. Aktion is a reseller of Acumatica, Sage, Deltek, and Infor Distribution ERP.

Alliance

Headquartered in Sarasota, Fla., Alliance specializes in construction, real estate, field service, and related industries. As a Sage partner, it delivers solutions like Sage 100, Sage 300 CRE, and Sage Intacct.

BAASS Business Solutions

Headquartered in Thornhill, Ontario, BAASS Business Solutions is a technology consulting firm with offices across Canada, the United States, and the Caribbean. It provides Sage 300, Sage Intacct, and Sage X3 ERP solutions, serving various industries, including fisheries, healthcare, nonprofits, hospitality, manufacturing, and wholesale distribution.

Baker Tilly

Headquartered in Chicago, Baker Tilly US, LLP (Baker Tilly) is an advisory CPA firm. The firm is known for its advanced product expertise and leadership within the Sage Intacct ecosystem. It also has strategic alliances with Deltek, Oracle, and more. Baker Tilly serves clients globally across various industries, including technology, SaaS, not-for-profit, and home and commercial service sectors.

Blytheco

Headquartered in Irvine, Calif., Blytheco is a North American consulting firm specializing in ERP and CRM solutions, with expertise in manufacturing and construction. It is a reseller of Acumatica, Sage Intacct, and Sage 100 ERP solutions.

CliftonLarsenAllen

Headquartered in Minneapolis, Minn., CliftonLarsenAllen provides Acumatica Cloud ERP, Sage 100, and Sage Intacct. Industries served include, but are not limited to, real estate, technology, nonprofit, manufacturing, and professional services.

Cohen & Co.

Headquartered in Cleveland, Ohio, Cohen & Co. is a tax and accounting firm. It is a certified implementation partner for Sage Intacct and Workday Adaptive Planning. Hospitality and property asset management are two key markets in which Cohen & Co. clients have had particular success with these solutions.

Consero Global

Headquartered in Austin, Texas, Consero Global is a pioneer in the Finance-as-a-Service (FaaS) model. Forging strategic partnerships with providers like Sage, it delivers comprehensive integrated solutions. Industries served include, but are not limited to, healthcare, e-commerce, professional services, and nonprofits.

Crestwood Associates

Headquartered in Bonita Springs, Fla., Crestwood Associates is an ERP consulting firm, providing cloud-based business solutions, implementation, and support for small to mid-sized companies across manufacturing, distribution, and service industries. It is a reseller of Acumatica and Microsoft Dynamics 365 Business Central.

Datablend

Headquartered in Stowe, Vt., Datablend is an integration software (iPaaS) designed to optimize the operations of finance and accounting teams. It is a leader in Sage Intacct and Acumatica integrations, among others.

DSD Business Systems

Headquartered in San Diego, Calif., DSD Business Systems specializes in Acumatica Cloud ERP, Sage Intacct, Sage 100, Sage 300, Sage 500, Sage X3, and more. It provides implementation, customization, and support for industries such as manufacturing, distribution, construction, and professional services.

DWD Technology Group

Headquartered in Fort Wayne, Ind., DWD Technology Group is a full-service ERP solutions provider. With a focus on Sage Intacct and Sage 100 ERP, DWD serves a diverse range of industries, including healthcare, non-profit, manufacturing, and distribution. Other software product offerings include Sage CRM, Sage BusinessWorks, and Sage 50. DWD's services include software selection, implementation, data migration, training, and third-party integrations.

Gen II

Headquartered in New York, N.Y., is an independent tech-enabled private

equity fund administrator. Its tech stack includes, but is not limited to, Sage Intacct and Oracle.

i-Tech Support

Headquartered in Ocoee, Fla., i-Tech Support is a VAR that delivers Acumatica Cloud ERP solutions to small to mid-sized businesses across various sectors, including manufacturing, distribution, retail, and construction.

MineralTree

Headquartered in Atlanta, Ga., MineralTree is a business-to-business division of Global Payments. It provides modern accounts payable and payment automation solutions. Integrations include Sage Intacct, Acumatica, Oracle NetSuite, Microsoft Dynamics GP, and Oracle E-Business Suite (EBS).

MNP

Headquartered in Calgary, Alberta, MNP is an accountancy and business advisory firm. It is Canada's first accredited Sage Intacct Accountants Program partner and a Sage Intacct Value Added Reseller partner. It also helps organizations build intelligence using the power of Dynamics 365 and Power Platform.

Net at Work

Headquartered in New York, N.Y., Net at Work is a technology advisor and solutions provider helping small and mid-sized businesses improve performance through ERP, CRM, HR, and managed IT services. It serves businesses across North America and primarily focuses on manufacturing, distribution, professional services, construction, retail, and nonprofit organizations. Net at Work is a reseller of Acumatica Cloud ERP, Sage X3, Sage 100, Sage 300, Sage 500, and more.

Netstock

Headquartered in Mission Viejo, Calif., Netstock is a provider of demand and supply planning software. It is purpose-built to integrate with various ERP systems, including Sage, Oracle NetSuite, Acumatica, Microsoft Dynamics, and SAP Business One.

NexTec Group

Headquartered in Seattle, Wash., NexTec Group is a technology consulting firm that provides and implements ERP and Business Intelligence (BI) solutions for mid-sized organizations. The company develops industry-specific software and support for various sectors, including manufacturing, construction, and professional services. NexTec Group specializes in Acumatica Cloud ERP and Sage X3.

Operix

Headquartered in Boston, Mass., Operix is a provider of field service management software. Operix integrates with Sage Intacct, Sage 300 Construction and Real Estate, and Sage 100 Contractor.

PC Bennett Solutions

Headquartered in Richardson, Texas, PC Bennett Solutions is an Acumatica ERP partner that provides business management software to small and medium-sized businesses. The company specializes in implementing, training, and customizing Acumatica's solutions in various industries, with a particular focus on the automotive aftermarket.

RKL eSolutions

Headquartered in Lancaster, Pa., RKL eSolutions consists of three business units: an IT services group, a custom development team, and a software solutions organization. It is a national provider of Sage Software solutions for business management functions like Sage 100, Sage Intacct, and Sage X3.

RSM

Headquartered in Chicago, RSM is a provider of assurance, tax, and consulting services for the middle market. It is a Sage Intacct, NetSuite Oracle, and Microsoft partner, among others.

Strategies Group

Headquartered in Suwanee, Ga., Strategies Group is a business technology consulting firm specializing in software solutions, particularly Acumatica ERP. It serves the construction, manufacturing, distribution, and field service industries, offering comprehensive implementation, training, and ongoing support.

SWK Technologies

Headquartered in East Hanover, N.J., SWK Technologies delivers cloud-based ERP solutions for small and mid-sized businesses. Its expertise spans financial management, distribution, manufacturing, and project accounting, helping organizations streamline operations and gain real-time visibility through flexible, mobile-enabled technology. SWK Technologies is a reseller of Acumatica Cloud ERP, Sage 100, and more.

** For the 2025 VAR Stars, vendors were asked to provide a list of some of their top VARs. The list is alphabetically organized. For several of the VAR Stars listed, specific details such as product offerings and industries served are based on information listed on the resellers' websites.*



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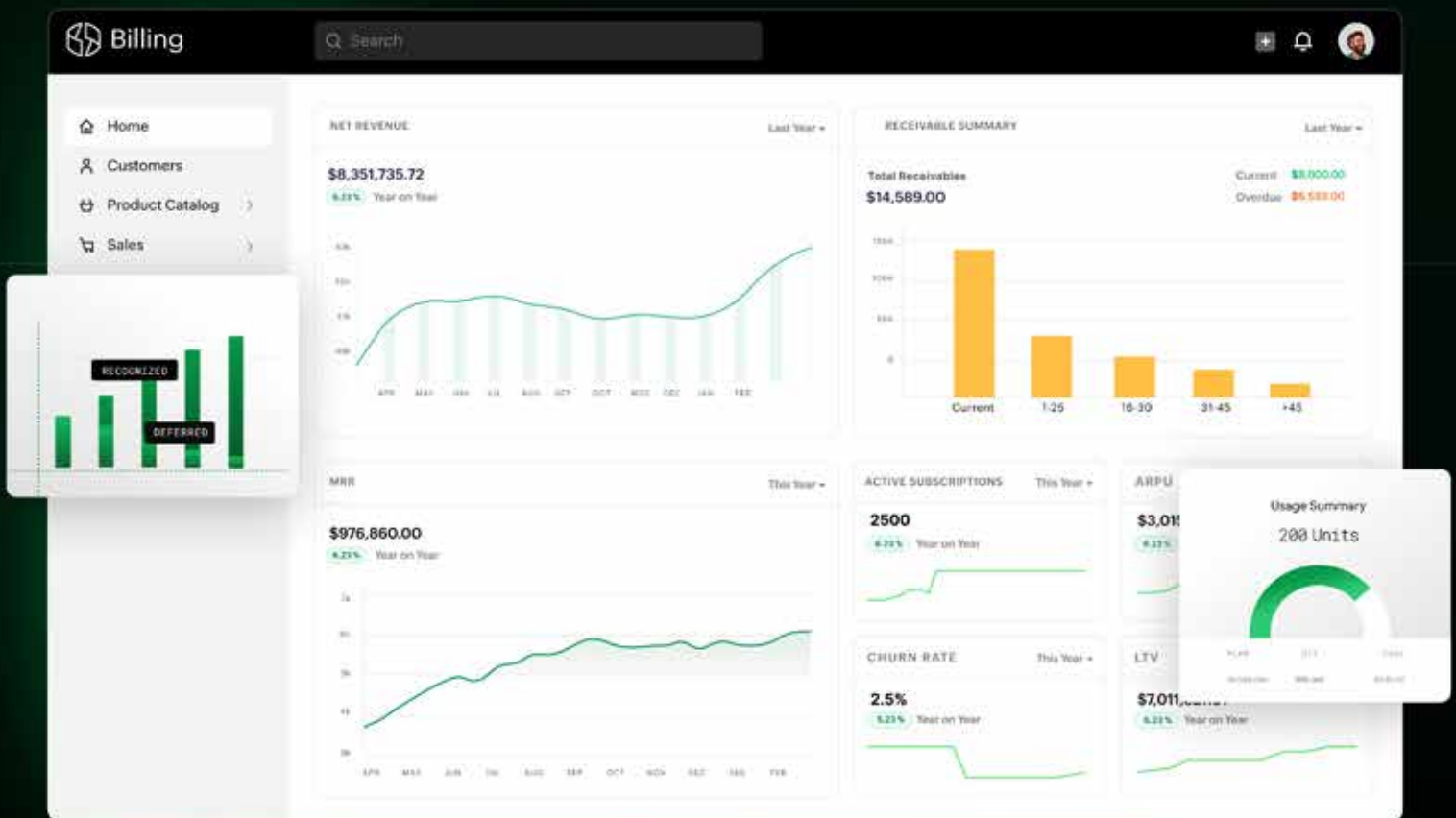
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firsthand, Frank of NexTec Group said, “Organizations want solutions that reflect their unique business realities out of the box. They also want ERP implementation partners who understand their business and industry at a deep level, and who speak their language.”

Continued Frank, “At NexTec, we’ve made significant investments in building vertically-focused business practices around both Sage X3 and Acumatica. In addition to our industry-leading solutions like FoodBusiness ERP and CannaBusiness ERP—both built on Sage X3 and designed to address compliance, traceability, and process manufacturing requirements—we’ve also expanded our Acumatica practice to serve the manufacturing, distribution, construction, and professional services industries. These practices combine deep domain expertise with preconfigured workflows, analytics, and integrations that accelerate time to value and reduce implementation risk. Across the ecosystem, VARs are differentiating themselves through industry specialization, prebuilt solution frameworks, and partnerships with leading ISVs that address the nuanced challenges within each vertical.”



Timothy Ayrich
Paystand

Mengerink of DWD Technology Group, which serves a variety of industries including healthcare, non-profit, manufacturing, and distribution, agrees and said, “While today’s ERP systems can serve many industries, a generic ‘one size fits all’ strategy no longer works for resellers. Success now depends on offering specialized industry knowledge and solutions, often leading to the development of unique, proprietary tools and features.”

Commenting on the rise in vertical-specific ERP solutions, Sperry said that leading resellers are not simply following trends; they are positioning themselves as thought leaders.

“Vertical ERP solutions are evolving fast as construction is booming, healthcare is accelerating, and micro-verticals like franchise restaurants and family offices are emerging as major growth opportunities. The most successful VARs aren’t just following trends; they’re leading with deep expertise, co-creating tailored solutions, and building communities of practice. They host roundtables, share customer success stories, and invest in vertical-specific intelligence,” said Sperry. “By positioning themselves as thought leaders, VARs become trusted advisors who shape the future of each sector. The strategy for VARs should be to listen deeply, innovate boldly, and connect clients to a network of expertise that goes beyond technology.”

Skillsets for the Next-Generation VAR

As the ERP landscape changes, the skills resellers need are growing far beyond just technical setup. They’re not only deploying systems but also leading complex transformations, connecting different platforms, and helping clients develop the governance and change management structures necessary for long-term success.

To succeed, forward-looking resellers are combining technical, business, and leadership skills to connect technology and strategy. More specifically, these skills include:

- *AI and data fluency.*
- *Deep industry specialization.*
- *Integration engineering.*
- *Data governance and compliance.*
- *Cloud architecture expertise.*
- *Change management and user enablement.*
- *Business acumen and strategic advisory.*
- *Project management.*
- *Client communication and fluency.*

“Technical expertise alone is no longer enough. The most successful VARs combine cloud architecture, integration, and data governance skills with deep business acumen,” said Frank. “Equally important are industry specialization, AI literacy, project management, and change management. It’s about translating technology into outcomes that drive measurable business value over the long term.”

Mengerink agrees and said, “To thrive in the evolving ERP landscape, VARs must transition from the role of technical implementer to that of a strategic business partner. This requires developing a profound understanding of the verticals we serve, enabling us to ‘speak the language’ of our clients. This fluency demonstrates our deep contextual knowledge and our proven success in implementing solutions for their specific, industry-related challenges.”

Eyrich pointed to skills in API and integration and said, “I would say cloud and SaaS are top of the list with skills in API and integration in order to architect, deploy, and optimize systems. Additionally, process consulting and project management to drive business outcomes rather than just creating automation. Lastly, I think there’s high importance in vertical specialization, value communication, and customer success in this noisy and crowded space we’re in because these are the skills and capabilities that are going to convince customers to work with one firm over another in a sea of options.”

In discussing key skill sets, both Sperry and Boguszewski emphasized the importance of AI proficiency.

Said Sperry, “To stay competitive, VARs need to lean into AI proficiency and high-performance practices. High-performing partners prioritize enablement, embedding training and change management to ensure users truly maximize its potential beyond basic use. Adoption is where

transformation happens, and it is powered by people who are ready to lead it.”

Noted Boguszewski, “VARs must continue to offer deep industry expertise and become fluent in data and AI. This means moving beyond technical implementation to act as true change leaders who can help guide clients through complex business transformations. They also need strong integration engineering skills to connect disparate systems and be able to provide a structure for data governance capabilities to safeguard sensitive information, ensure compliance, and maintain trust across connected environments.”

Looking Ahead

What does the future hold? A new wave of innovation is rapidly transforming not only technology but also the ecosystem that supports it. Cloud-native architectures, AI, and industry specialization are turning ERP from a static record-keeping system into a dynamic platform for business insights and growth. Meanwhile, resellers are at a critical crossroads as their roles continue to evolve.

Key trends that will further shape the ERP landscape in the coming years, according to industry sources, include:

- *AI-driven transformation of ERP systems.*
- *Rise of autonomous finance and intelligent automation.*
- *Ecosystem integration and interoperability.*
- *Embedded sustainability and privacy-by-design.*
- *Continuous value delivery replaces one-time projects.*
- *AI-embedded operations and go-to-market strategies.*
- *Consolidation and investment that reshape the channel.*
- *Industry-specific and micro-vertical specialization.*
- *Flexible, modular cloud ERP architectures.*
- *ERP as a strategic growth platform.*
- *The evolution of the VAR into an ecosystem architect.*

“We see several trends shaping the future of ERP, including the rise of autonomous finance functions, the use of AI agents to automate complex workflows, and enhanced interoperability between systems for a more connected digital replica of the business, something that ERP systems are great at providing. We also anticipate a stronger focus on embedded sustainability reporting and privacy-by-design principles to meet growing regulatory and consumer demands,” Boguszewski said.

Added Boguszewski, “The most successful partners will shift their focus from one-time projects to providing continuous, managed optimization services that help clients adapt and innovate long after implementation is complete.”

When asked about emerging trends and technologies in the years ahead, Mengerink said, “As



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artificial intelligence capabilities expand, ERPs are evolving from passive systems into active, intelligent assistants. Users will increasingly leverage natural language to ask questions and analyze information, leading to significantly more efficient business operations. Consequently, the value proposition for VARs will grow substantially. Our role is shifting to that of ecosystem architect, responsible for designing and integrating the client's entire technology stack. This holistic integration is what ultimately empowers AI to understand and optimize all areas of the business."



Val Steed
Zoho

Meanwhile, Sperry noted that the rate of

change in ERP is speeding up, leading partners and organizations to reevaluate their methods of implementing, using, and gaining value from these systems.

"The pace of change in ERP is accelerating so quickly that even three years feels like a long horizon. If we don't see a major shift in how the workforce engages with ERP in the next 18 months, it will be surprising. Roles are evolving, deployments are speeding up, and workflows are being reshaped by AI-driven insights. The partners who will lead this next wave are embedding AI not just into their solutions, but into how they operate and support clients," said Sperry. "At the same time, private equity is reshaping the ecosystem. Investment firms are driving consolidation to unlock scale and recurring revenue. High-performing VARs and MSPs with strong customer relationships and AI capabilities are

attracting serious interest. It signals a maturing ecosystem where ERP adoption is defined by agility, intelligence, and the ability to lead through change."

As ERP technology advances into a new era driven by AI, cloud innovation, and industry specialization, it is clear that the role of resellers will never be the same.

The days of merely implementing and maintaining software are increasingly shifting toward a future where partners act as strategic architects, guiding transformation, integrating systems, and delivering measurable outcomes for clients. This shift requires deep industry insight, fluency in AI and data strategy, and the ability to turn innovation into business value.

The ERP industry may be at a crossroads, but for the most innovative VARs, it presents an opportunity.



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