



**NUCLEUS**  
RESEARCH

# THE VALUE OF THE NEXTWORLD ENTERPRISE APPLICATIONS PLATFORM

ANALYST

Samuel Hamway

## THE BOTTOM LINE

Nucleus interviewed multiple Nextworld Enterprise Applications Platform (EAP) product-centric customers and uncovered significant operational efficiencies and cost savings including a 70 percent reduction in time spent on accounts payable and purchasing processes, inventory levels cut by half, and a 30 percent overall time savings in accounting and job costs processes. One organization identified and addressed a 30 percent loss in production within days, a task that would have traditionally taken weeks. Additionally, the deployment of Nextworld enabled one firm to reallocate FTEs to more strategic tasks.

## OVERVIEW

Organizations across various industries are striving to enhance their operational efficiency and exceed customer expectations. This pursuit necessitates the adoption of holistic, end-to-end solutions that streamline key processes like sourcing, order management, inventory tracking, and timely delivery. Such solutions are pivotal for maintaining a competitive edge, enabling businesses to manage inventory proactively, reduce costs, and improve efficiency through automation. Concurrently, the evolution towards digital transformation accentuates the need for agility and customization in enterprise applications, allowing for rapid adaptation to market shifts or internal demands with minimal IT involvement. The rising prominence of platforms exemplifies this trend, offering a swift, flexible means to develop custom applications with enterprise-grade features, without extensive coding.

Further, enterprise software platform vendors are intensifying their focus on integrating no-code and low-code capabilities, recognizing these as crucial differentiators. This evolution allows customers to embark on development projects directly within their enterprise platforms, bypassing the need for another coding platform. Such advancements confer multiple benefits, including the ability to develop applications up to 50 percent faster, extend existing solution functionalities, and create integrations and automations independently of third-party consultants (Nucleus Research x141 – Enterprise platforms battle for low-code supremacy). This shift not only speeds up the development process but also empowers organizations to innovate and optimize their operations with unprecedented autonomy and flexibility through citizen developers who are also subject matter experts (SME).

## NEXTWORLD

Nextworld, established by a co-founder of JD Edwards and three additional JD Edwards executives, offers a 100 percent no-code Enterprise Applications Platform (EAP) alongside a comprehensive set of packaged business applications. This platform is designed to enhance the operational efficiency and flexibility of businesses. It features purpose-built modules for product-centric companies that include financials, procurement, inventory, manufacturing, and distribution. A key aspect of Nextworld is its No-Code Studio, enabling the design and deployment of applications without coding, which allows for rapid implementation of applications with enterprise features like auditing and security.

Nextworld's Enterprise Applications Platform boasts features such as elastic scalability, always-on auditing, and extensive REST API support, ensuring global accessibility and mobility. Nextworld's platform is built on a composable business architecture, promoting

customizable application development to maintain a competitive edge by adapting to changing business needs through a no-code approach. It's particularly beneficial for inventory-dependent sectors, enhancing real-time inventory visibility, job costing, and productivity with AI and machine learning integration for advanced analytics and automation. The platform also includes a growing list of nearly 3,500 enterprise applications, approximately 100 interactive reports, and over 150 pre-built workflows for various business areas that utilize over 10,000 pre-built elements for streamlined operations, making it highly suitable for businesses across diverse industry sectors.

## KEY BENEFITS

Nucleus identified benefits in end-user conversations with Nextworld users including:

- **Streamlined operations.** Nextworld's Enterprise Applications Platform (EAP) system enhances operational efficiency by automating and streamlining processes, which leads to significant cost reductions and labor savings. For instance, a consulting and tech services firm experienced a reduction in monthly close times from four days to one, eliminating the need for an additional full-time employee despite business growth. A food and beverage producer that, through Nextworld's no-code platform, quickly identified and addressed a 30 percent loss in yield, a process that would have taken eight weeks without Nextworld's solution. This software development firm also cited improved operations, reporting the rapid onboarding of manufacturing sites and the ability to address complex compliance reporting in a fraction of the time required by traditional methods. Nextworld's EAP is designed to streamline onboarding processes and training, significantly reducing the time to value for new users. The system's simplicity and intuitive design enable new employees to quickly become productive, as evidenced by the expected 30-40 percent labor savings for clients in vehicle and transportation operations cited by one customer.

**Enhanced organizational visibility.** Nextworld's dashboards and personalization capabilities provide users with broad visibility into their operations and performance metrics. This visibility supports better decision-making; by facilitating the identification of specific areas of inefficiency and success, businesses can strategically allocate resources and implement targeted improvements, directly contributing to financial benefits. A manufacturer leveraged a college intern to set up comprehensive dashboards for every user, showcasing the system's user-friendly and easy-to-tailor nature. Similarly, a food and beverage producer utilized Nextworld

to generate yield reports swiftly, uncovering significant inefficiencies that were previously undetected.

## CUSTOMER EXPERIENCES

Nucleus interviewed Nextworld customers and partners to investigate the value delivered by the platform.

### TRANSPORTATION SOLUTIONS PROVIDER CUSTOMER

This transportation solutions provider, with a revenue of \$7 billion and over 30,000 employees, provides their customers industry software solutions. These software solutions are now delivered via a Nextworld OEM model that includes white-labeling. Prior to this approach, this organization had very outdated on-premises legacy ERP systems that faced challenges in scalability and modernization. The existing ERP solutions were deemed insufficient for the evolving needs of their approximately 5,000 customers. The search for a new solution was driven by the necessity for both re-platforming and white-labeling that could not only replace the current solutions but also offer a foundation for building additional functionalities. The evaluation process included major ERP providers like Infor, Sage, NetSuite, and Acumatica. However, challenges such as compatibility with the scaling model, licensing model constraints, and the complexity of existing solutions led to the exclusion of these options.

Nextworld was chosen because it could support a white-label strategy in conjunction with a complete re-platforming project. The decision to collaborate with Nextworld was also influenced by the realization that building a new solution in-house would take over five years to achieve the necessary functionality. The transition to Nextworld marked a significant shift from the initial ERP system, by focusing on creating a scalable and efficient solution for their customers. The first company went live with the new system in January 2024, initiating a plan to onboard 20-30 customers per month. This rapid onboarding pace was set against a backdrop of an 18-month period from the project's formal approval to the launch, highlighting the logistical challenges encountered, which were not attributed to Nextworld's performance.

**70 percent reduction  
in time spent on  
accounts payable**

Expected benefits from the deployment of Nextworld's solution include a 30-40 percent labor savings for clients, indicating a substantial efficiency gain in transportation operations. The new system is designed to enable clients to achieve more with less, streamlining processes in areas such as accounting, which previously could not be scaled. The simplicity of the training process is another anticipated advantage, with the expectation that accounting majors fresh from college will experience a faster time to value. Improved onboarding processes are also highlighted as a key benefit, enhancing the overall user experience of their customers.

## SPECIALIZED MANUFACTURING CUSTOMER

Prior to adopting Nextworld, this American specialized manufacturer relied heavily on spreadsheets and legacy Sage software for its operations. This approach was not only antiquated but also inefficient, particularly in the areas of accounting and purchasing. The company's processes were manual, with a full-time person dedicated to accounts payable and purchasing from suppliers. Recognizing the need for a more efficient method and spurred by the rapid changes in technology, the company sought a solution that could automate these functions and distribute responsibilities more evenly across the team. The system went live in April 2020.

The implementation of Nextworld has brought significant benefits to the manufacturer. Inventory levels have been reduced by about half compared to the period before Nextworld's implementation, indicating more efficient management of resources. The process of accounts payable and purchasing has seen time savings of approximately 70 percent, allowing the company to reallocate a full-time employee (FTE) previously dedicated to these tasks. This efficiency gain underscores the impact of automating manual processes and the value of Nextworld's solution in streamlining operations.

The manufacturer has also embraced Nextworld's dashboard functionality, which has been particularly praised because of the platform's user-friendly and customizable nature. This feature has enabled the manufacturer to continuously evaluate its operations and the performance of its suppliers, fostering a culture of continuous improvement and innovation.

**30 percent overall  
time savings in  
accounting and job  
costs processes**

## PRODUCT-CENTRIC TECHNOLOGY AND CONSULTING CUSTOMER

This firm, a division of a \$250 million revenue company, faced significant challenges with its outdated legacy system. The mainframe-based system was not cloud-compatible, lacked modern features and flexibility, and could not integrate with external systems. After a year-long exploration that began 3.5 years ago, the firm evaluated several solutions, including Epicor, NetSuite, and Nextworld. Nextworld emerged as the preferred choice due to cited differentiators, such as flexibility in support and capabilities, superior competence and domain expertise of its team, and a more extensible platform. The detailed Statement of Work (SOW) provided by Nextworld, which was significantly more comprehensive than those of competitors, built a strong foundation of trust.

The firm started with the Nextworld Warehouse Management System (WMS) implementation at the beginning of 2021 and later initiated the Nextworld EAP system implementation in August 2022, going live on January 1, 2023. The implementation process was noted for its smoothness, with project managers highlighting the ease of the process and the exceptional support from Nextworld's implementation team. Post-production issues were minimal, easily resolved, and related to unique business requirements, as anticipated.

The benefits realized from the Nextworld EAP system were substantial. The firm was able to streamline its processes significantly, avoiding the need to hire at least one FTE despite business growth. The number of days needed for the monthly close was reduced from four days to one, reflecting both a reduction in labor time and an increase in processing speed. This efficiency allowed the firm to accomplish more with less effort. Support from Nextworld was described as phenomenal, with a Customer Success Manager (CSM) providing efficient assistance when needed. The firm also avoided costs traditionally associated with coding bespoke applications, and the reporting capabilities were greatly enhanced compared to their legacy system.

## SPECIALIZED SOFTWARE DEVELOPMENT PARTNER

This firm became Nextworld's first Independent Software Vendor (ISV) partner in 2018, focusing initially on the food and beverage producers sector. The firm identified a critical gap in digital tools for the sector, which often relied on fragmented and outdated software solutions, primarily spreadsheets. In response, the firm leveraged Nextworld's No-Code Studio tools to develop a comprehensive operating system tailored for food and beverage producers. These solutions were designed to consolidate and streamline many aspects of food and beverage producers like wineries and fruit farms.

The development of its solutions on Nextworld's EAP showcased the power of no-code in accelerating software development. The project, which would have taken significantly longer on any other no-code platform, let alone with traditional full-coding methodologies,

was completed in just six months. This rapid development cycle was made possible by Nextworld's ability to facilitate the creation of modular, interchangeable applications that can be tailored to specific customer needs. The foundation of the software, built to cater 80 percent of agricultural operations in general, demonstrated the platform's versatility and efficiency. By enabling the firm to deliver a specialized solution at an expedited pace, Nextworld played a pivotal role in transforming the digital landscape for food and beverage producers, freeing them from the constraints of traditional ERP systems and outdated and inadequate legacy on-premises software.

One of this partner's customers faced significant challenges in tracking their beverage production process. The lack of visibility into the product's manufacturing journey through various production stages led to an inability to accurately measure losses due to evaporation and spillage, which were assumed to be between 5 to 10 percent. This lack of precise data hindered the production company's operational efficiency and cost management.

Additionally, the company struggled with compiling complex compliance reports, a task that was both time-consuming and prone to errors due to its reliance on manual processes. Upon adopting Nextworld's platform with this ISV partner, the company experienced transformative benefits. The solution provided the necessary tools to quickly generate a yield report, revealing that losses were actually around 30 percent, significantly higher than previously estimated. This newfound visibility enabled the beverage producer to address inefficiencies and reduce costs substantially. The process of identifying and rectifying this issue took mere days with Nextworld, compared to an estimated eight weeks without it. Furthermore, the Nextworld platform facilitated the automation of the company's complex compliance reporting, streamlining what was once a highly manual and cumbersome process.

## BEST PRACTICES

Through comprehensive analysis and customer interviews, the following best practices have been identified for organizations deploying Nextworld to maximize their investment returns:

- **Embrace Agility and Experimentation:** Adopt an agile and experimental approach with Nextworld, quickly iterating projects to adapt and refine applications based on evolving needs using its no-code platform for swift development and testing with Artificial Intelligence (AI), machine learning and chatbots.
- **Engage in Strategic Planning and Customization:** Prioritize strategic planning and customization, conducting an in-depth analysis of business requirements. Leverage

Nextworld's composable architecture for customized applications that align with organizational goals.

- **Foster Collaboration:** Encourage collaboration between IT and business teams, combining their expertise to design, build, and extend solutions that meet business needs effectively without coding, enhancing solution relevance and effectiveness.
- **Prioritize Training and Onboarding:** Emphasize training and onboarding, investing in comprehensive programs to enable users to fully utilize Nextworld's no-code platform. Nextworld's one-week training program, which empowers both technical and non-technical developers, flattens the learning curve, accelerates value delivery, and enhances productivity, especially for new or less technical employees.

By adhering to these best practices, organizations can leverage Nextworld's no-code platform and enterprise solutions to drive significant efficiencies, foster innovation, and achieve substantial cost savings across various operational areas.