

Gartner Magic Quadrant Tool

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Agenda related to MQ Matrix

- Positioning Technology Players Within a Specific Market
- Giving you a wide-angle view of the relative positions of the market's competitors
- Helps to digest how well technology providers are executing against their stated vision

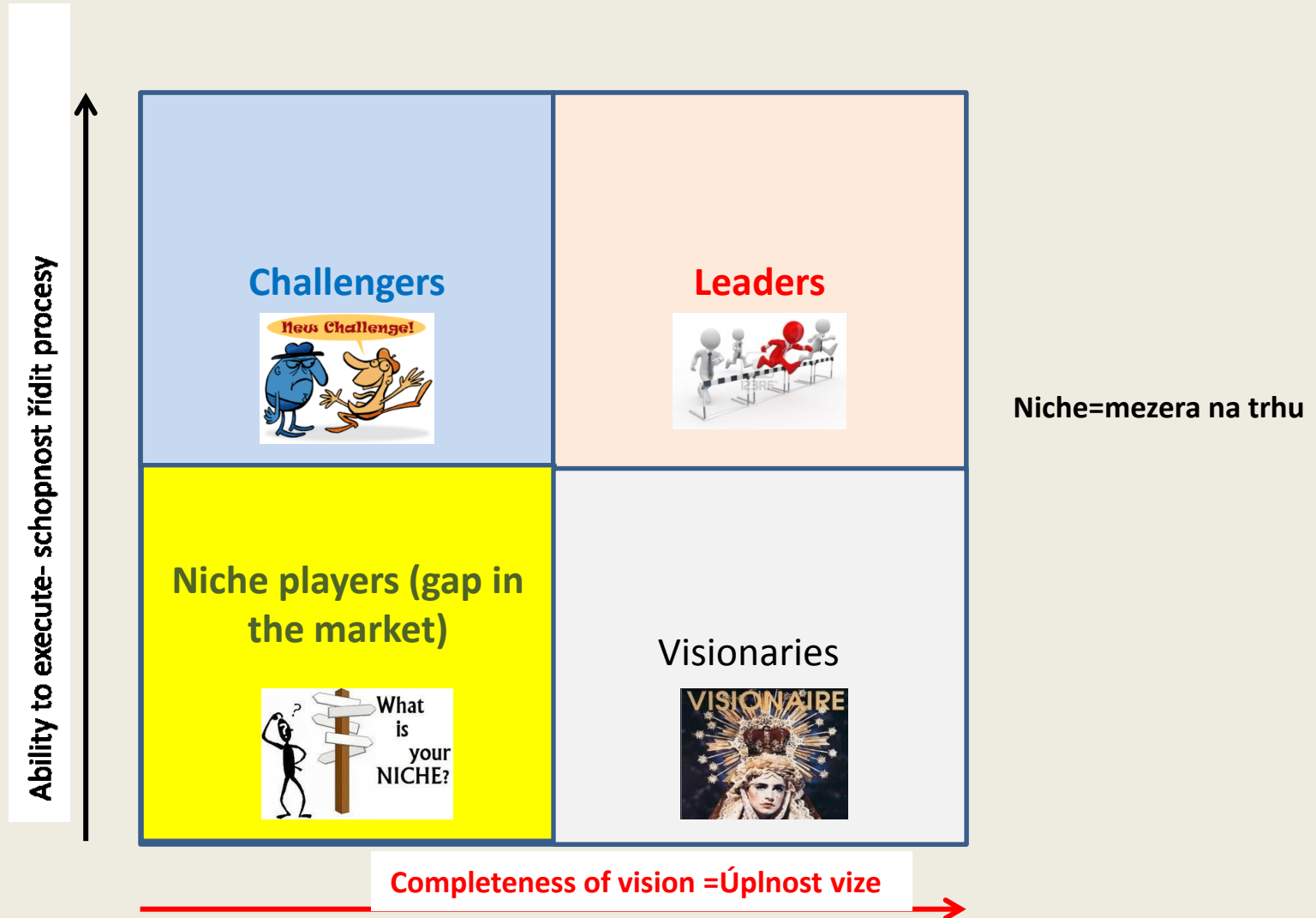


Agenda k magické matici (GMQ)

- Pozice technologických hráčů na specifickém trhu
- Reprezentuje široký úhel pohledu na relativní pozici konkurenčních poskytovatelů technologií na vybraném trhu
- Zlepšuje přehled o tom, jak technologičtí hráči plní své předem stanovené vize



MQ Matrix



MQ Matrix explanation- czech version next slide

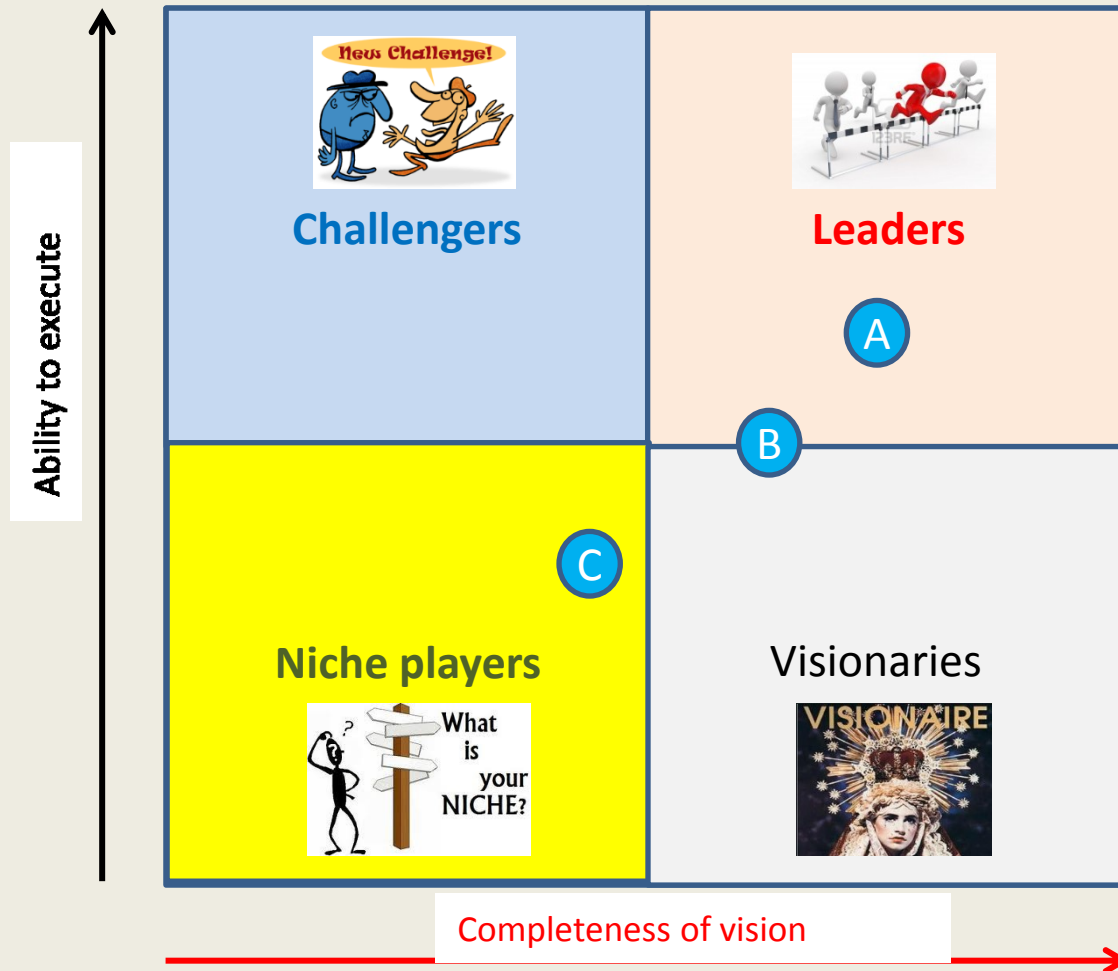
- **Leaders** execute well against their current vision and are well positioned for tomorrow (make money now and in the future- TOC statement).
- **Visionaries** understand where the market is going or have a vision for changing market rules, but do not yet execute well.
- **Niche Players** focus successfully on a small segment, or are unfocused and do not out-innovate or outperform others
- **Challengers** execute well today or may dominate a large segment, but do not demonstrate an understanding of market direction.

Vysvětlivky ke kvadrantům GMQ matice

- **Vůdci** své stávající vize plní dobře a mají dobrou pozici pro zítřek (vydělávají nyní a v budoucnu prohlášení TOC).
(make money now and in the future- TOC statement).
- **Vizionáři** rozumí co se na trhu děje nebo mají vizi jak se dají změnit tržní pravidla, ale ještě nevedou dobře při realizaci svých vizí (klasický problém start-upů)
- **„Niche“ hráči** (ti co okupují menší segmenty trhu) jsou ve svých pozicích úspěšní , ale k inovacím, které by je v konkurenčním boji posílily mají daleko
- **Vyzývatele** řídí dobře svoje procesy (druhá vrstva BSC) a v současnosti dominují velkému segmentu, ale neprokazují pochopení směru trhu – vysoká míra rigidity, malá míra inovací, kosmetické úpravy stávajících technologií....

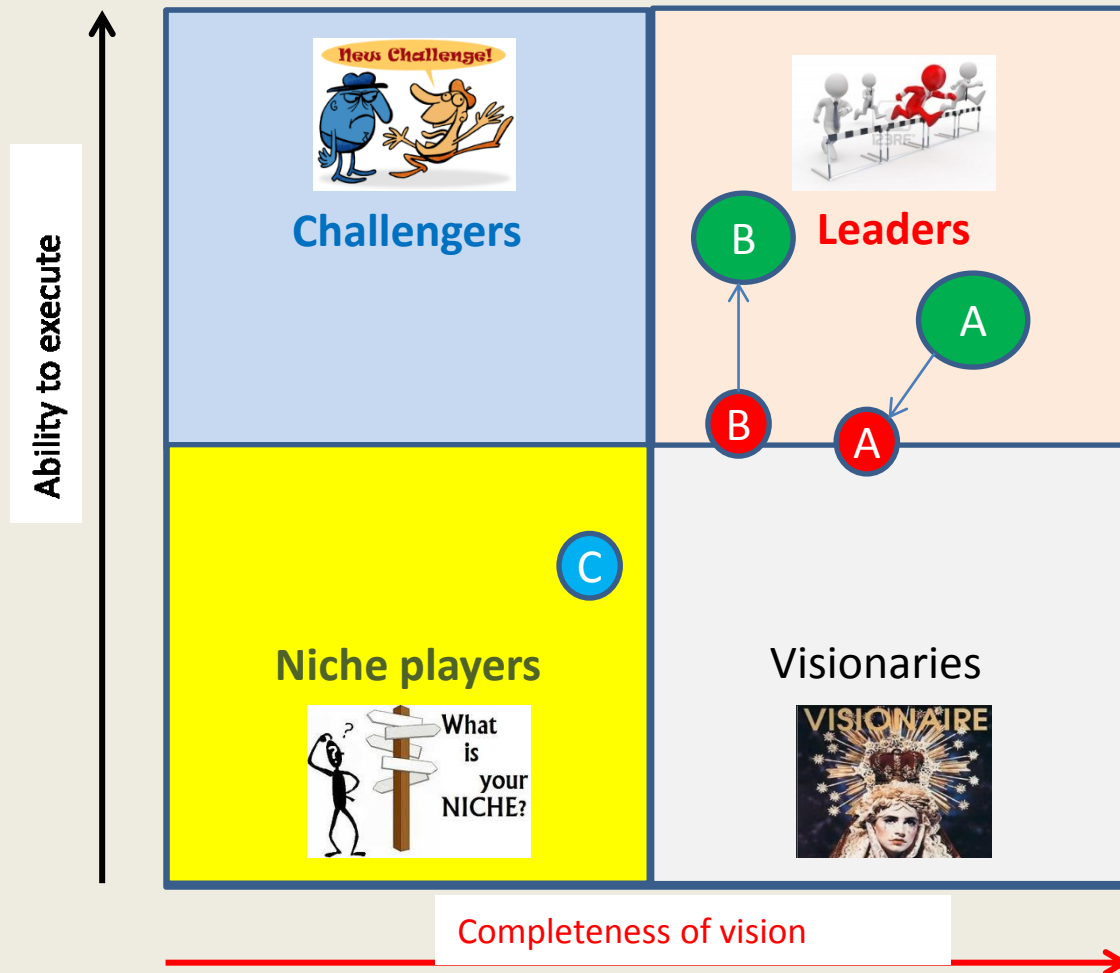
MQ Matrix

„A“ better than „B“ and „B“ Better than „C“



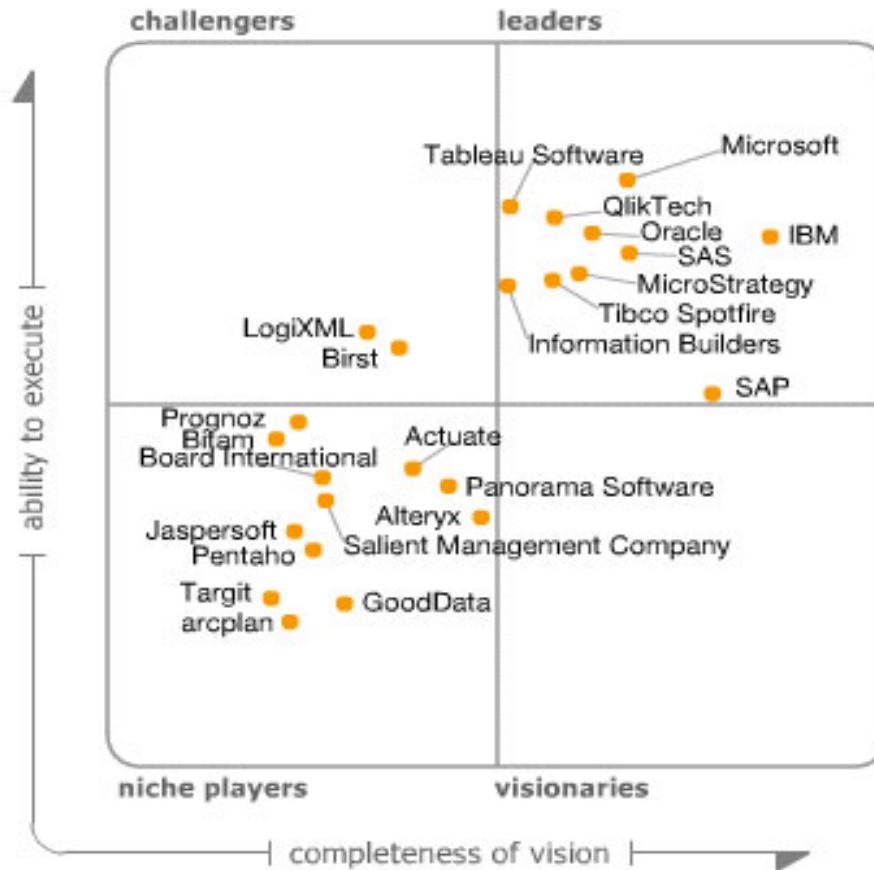
MQ Matrix

Using colors in order to show progress (Red = bad, Green = good)



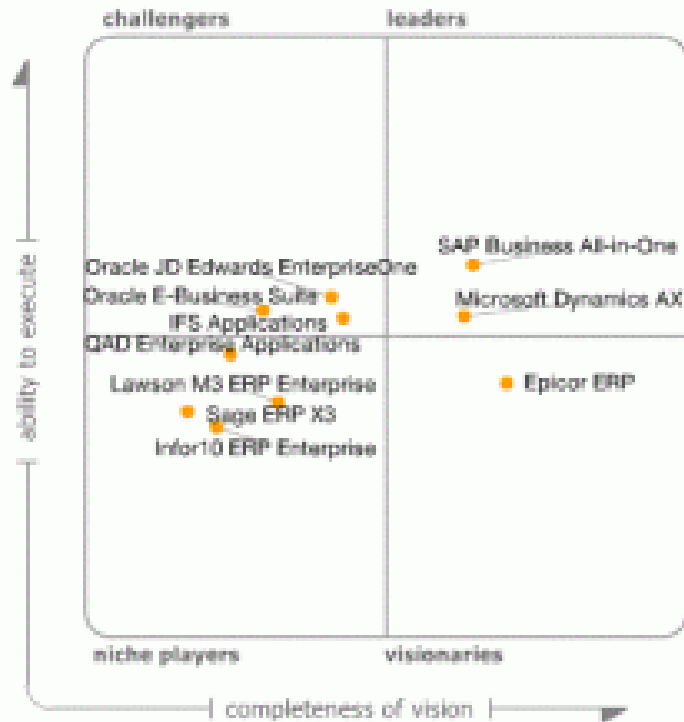
MQ for BI

2013 Magic Quadrant for Business Intelligence and Analytics Platforms



As of February 2013

MQ for ERP



As of June 2012

Source: Gartner (June 2012)

Front runners- obdoba GMQ

FrontRunners has four sub-quadrants:

- **Upper Right = Leaders:** Leaders are all-around strong products. They offer a wide range of functionality to a wide range of customers. These products are considered highly valuable by customers.
- **Upper Left = Masters:** Masters may focus more heavily on certain key features or market segments than Leaders do. If you need a more specialized set of functionality without bells and whistles, then a product in the Masters quadrant might be right for you.
- **Lower Right = Pacesetters:** Pacesetters may offer... hly on value. For example, a Pacesetter might offer greater value than its competitors, but at a higher price. They are priced at a premium for their unique needs.
- **Lower Left = Contenders:** Contenders may focus on a single key feature or market segment at a higher point. This makes them ideal for companies with unique needs.

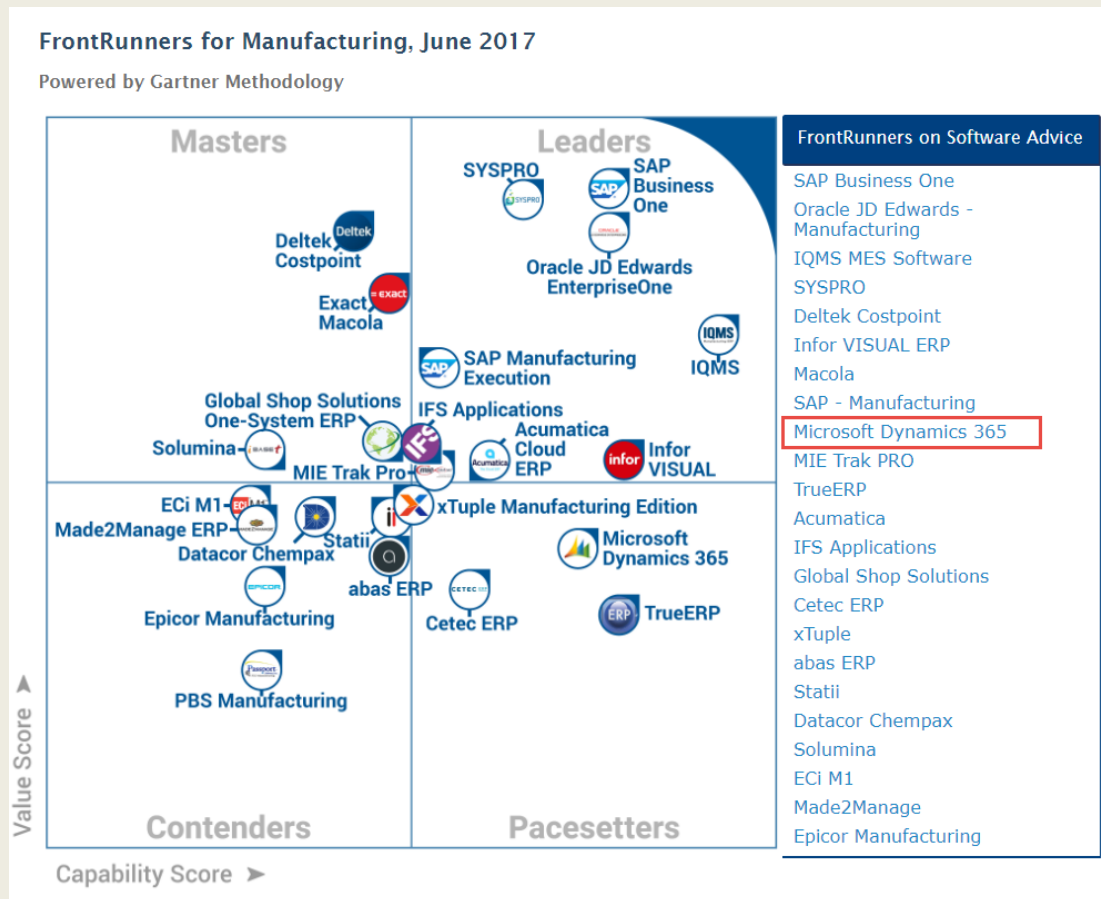


Contender- uchazeč, protivník






Pacesetter= tahoun, společnost udávající směr vývoje

Frontrunners for manufacturing SW

- <https://www.softwareadvice.com/manufacturing/#top-products>



Evaluations and review and templates

- **EASE –OF – USE** 
 - Pros - **Once you are comfortable working in NAV it is very easy to Navigate**
 - Cons
- **FUNCTIONALITY** 
 - Pros – calculated fields, integration to MS office,...
 - Cons
- **PRODUCT QUALITY** 
 - Pros – very good database and tecnnology concepts
 - Cons
- **CUSTOMER SUPPORT** 
 - Pros - good trainiong of Navision Solution center employees
 - Cons
- **VALUE FOR MONEY** 
 - Pros - Stability
 - Cons - Often bad advice is received, where the NAV consultants don't even know how their own system works (Example)

FrontRunners for Enterprise Resource Planning, October 2017

Powered by Gartner Methodology

FrontRunners History: October 2017 (current)

