



The Future of ERP Integration

How **AI-Powered** Integration Platforms are **Transforming** Enterprise System Connectivity.



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Customer

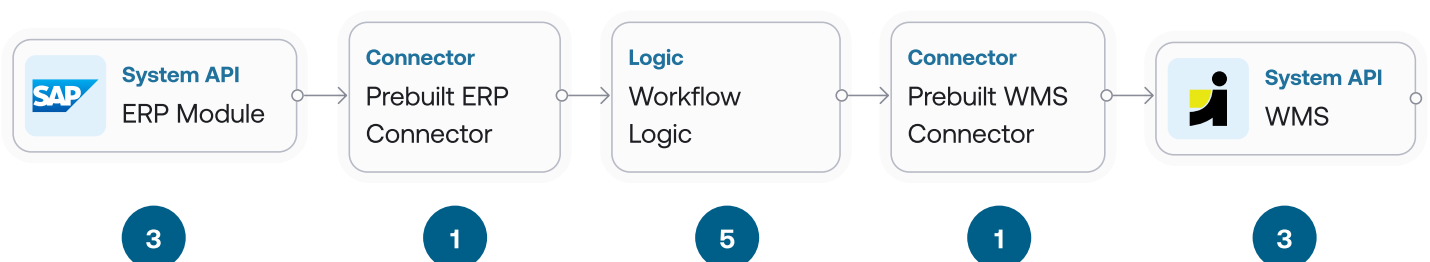


Integration Dictionary: Terms & Definitions

Understanding The World of Integration Jargon

- 1. Connector:** A prebuilt component for connecting to a particular API that comes with a pre-configured understanding of its fields and API functionality EG rate limits.
- 2. Connector Engine:** A component of the Versori platform that allows us to dynamically spin up connectors based on API documentation. Additionally, these can be customised based on a cURL request into the target platform to capture custom fields or objects.
- 3. API (Application Programming Interface):** A set of rules and protocols that allows different software applications to communicate and exchange data with each other.
- 4. Integration:** The process of linking multiple systems so they work together seamlessly and share data or workflows.
- 5. Custom Logic:** User-defined rules or transformations that dictate how data is processed or actions are executed within a workflow.
- 6. MCP (Model Context Protocol):** Central platform module that manages, monitors, and coordinates agents, workflows, and integrations.
- 7. RAG (Retrieval-Augmented Generation):** AI approach that enriches generated outputs with information retrieved from external sources or knowledge bases.

The Basic Anatomy of An Integration in Traditional iPaaS





Executive Summary:

The ERP Market Unpacked

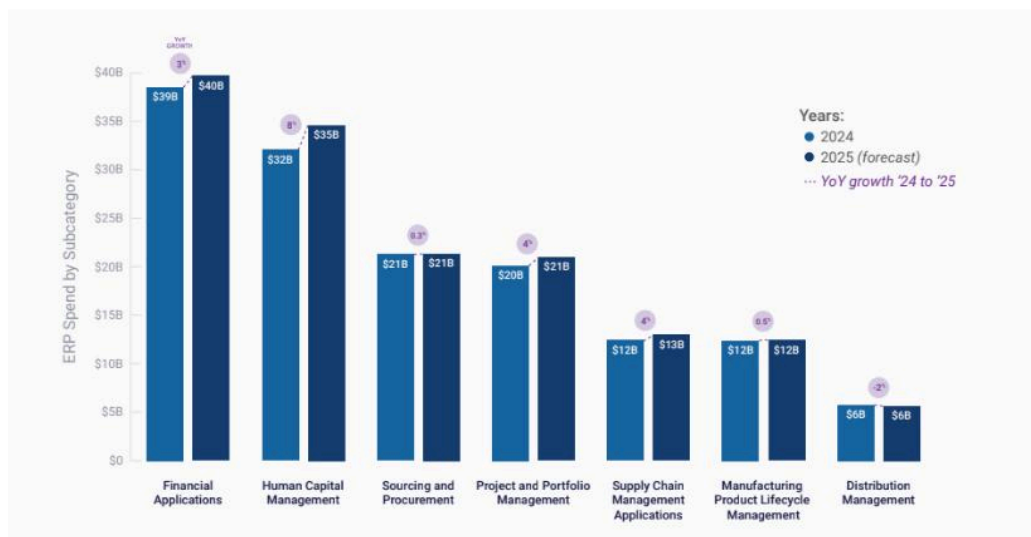
Understanding The ERP Market Landscape

Enterprise Resource Planning (ERP) systems are essential to modern business, with global spending projected to reach \$147.7 billion this year (HG). ERPs form the backbone of many operations incl. Finance, HR, Procurement, Supply Chain, and more.

Decades of reliance on these systems have created dense webs of integrations: between ERP modules, internal applications, and external partners. This network ensures people, software, and increasingly AI agents have the right data at the right time.

Yet today's complex supply chains, evolving regulations, and rapid AI adoption are forcing leaders to rebuild many ERP integrations, either to implement more modern ERPs or to update existing workflows.

Traditional integration methods remain slow, costly, and difficult to maintain. This paper explores why these challenges persist, how AI can address them, and compares emerging solutions in the market.



54%

Of ERP integrations take longer than expected and exceed budget with complexity being a primary contributor to these delays.

(Power Cloud Consulting)

64%

Of respondents said that the their ERP budgets had been exceeded during implementations.

(DocuClipper)

65%

Of overspending caused by system modifications to improve usability of integrations.

(Oracle NetSuite)



The Integration Challenge

1.1 Current State of ERP Integration Complexity

Enterprise Resource Planning (ERP) systems present complex integration challenges. Enterprises often customize their ERPs with unique objects and fields to match their business processes—so no two systems look the same, even from the same provider—making most off-the-shelf integrations obsolete.

Across the four stages of building an integration, (connecting systems, building workflow logic, testing & deployment, and maintenance) this customization adds cost and complexity.

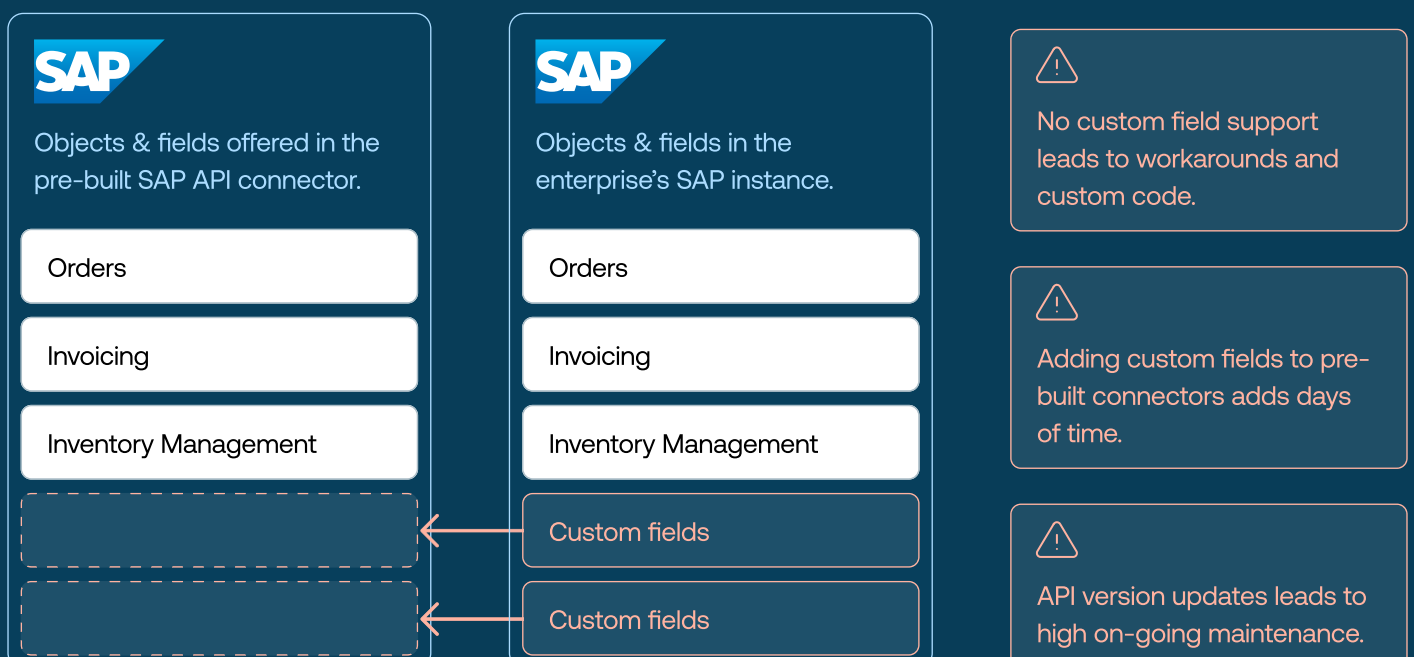
- Connecting to a customized ERP requires modifying prebuilt connectors, which adds days of costs.
- Workflow logic often exceeds low-code tools, while code-based tools demand costly development.
- After deployment, even a single API update can trigger significant maintenance.

For many iPaaS platforms (e.g., Boomi, MuleSoft), high cost stems from the professional services needed to overcome these challenges. We'll dive into each of these & how AI can be used to address them.

1.2 Challenges With Pre-Built Connectors

The nature of other iPaaS' connectors being prebuilt is not a problem. The lack of flexibility to account for the custom nature of ERPs is: adapting prebuilt components accrues time & cost during implementation.

The diagram below visually explains in simple terms the customization that must happen for a prebuilt SAP ERP connector to fit a customer's own SAP ERP instance, which contains a number of custom fields.





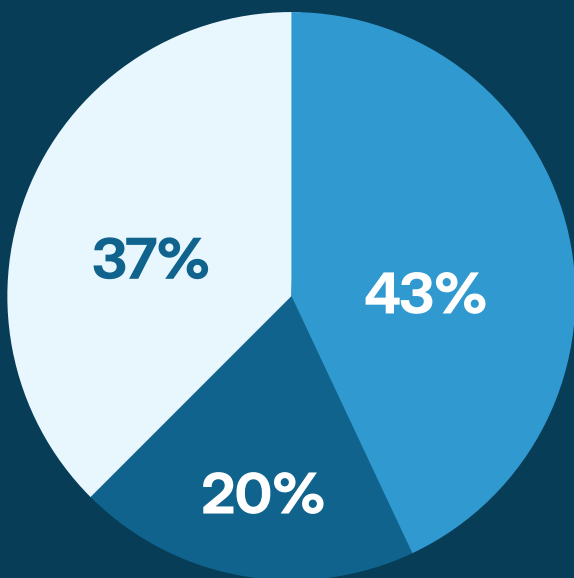
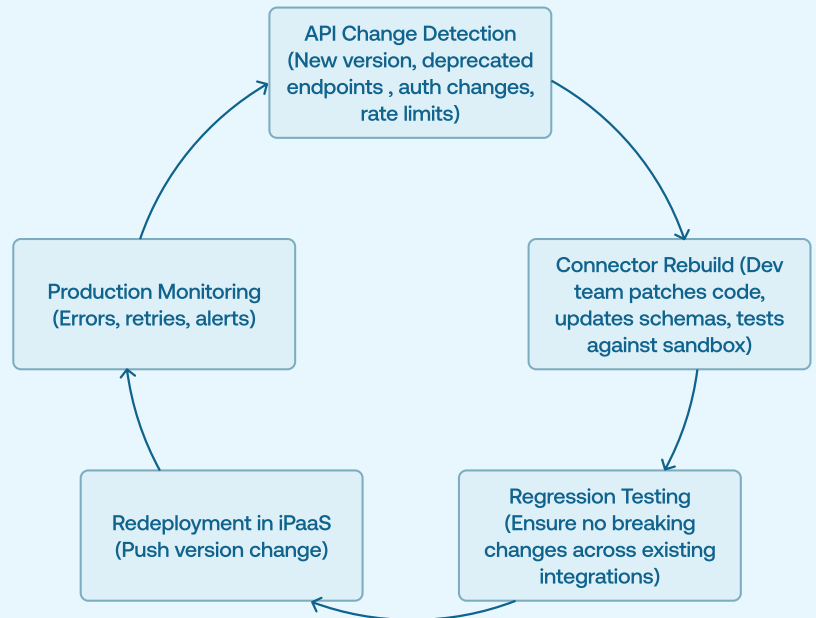
1.4 Maintenance Burden of Custom Connectors

IPaaS providers have begun to address this challenge with SDKs & configurators but they're manual & clunky at the scale of an ERP.

Over time, integration relies on these connector customizations, which is fine until an API is updated.

This small event leads to a waterfall of breaks, changes, & maintenance that is far more resource intensive due to the custom fields & complex logic in place.

At scale, an enterprise exists in an endless loop of fixing integrations.



- ☐ 43% of time was spent in documentation understanding & design.
- ☐ Only 20% was spent in development.
- ☐ 37% of time was spent in testing & fine tuning.

1.3 Developing Workflow Logic

Understanding, designing, building, & testing complex workflow logic, even once the connectors are built, can take months.

Much of the time is spent identifying who within a business understands the required processes & documenting these, often leading to further internal debate. This is before Solution Architects devote days to reading documentation and designing the logic.

The time quickly compounds for a variety of reasons: APIs don't perform as documented; data isn't available or exists across multiple systems; IPaaS' low code tools often can't handle many of the more complex operations.

In the end, teams end up in a constant cycle of reading docs, testing API payloads, & testing logic.



The AI-Enabled Solution

Solving the woes of ERP integration requires modern computing techniques. AI models can read ERP documentation, understanding endpoints & API capabilities. Reasoning models combined with generative code capabilities can build integration architectures that satisfy both technical and business requirements. We'll break down how we tackle the challenges highlighted over these next two pages.

Dynamic Connect Agent

2.1 What Core Challenges Are We Tackling?

When we summarize the challenges of prebuilt connectors, we're left with a few critical product objectives:

1. Can a connector quickly & dynamically adjust to all custom objects & fields in an API?
2. Can a connector dynamically adjust for not just custom objects but the entire API? E.g. can we onboard an API the system has never seen before.
3. Once a connector is built, can it handle changes & upgrades without the maintenance burden?

The second objective would unlock the ability to handle custom & internal APIs common to large enterprises.

2.2 How Versori AI Rethinks Connectors

Versori's Connect Agent is able to spin up a connector based on only API documentation.

This opens up the Versori platform to any system with a documented API, whether internal or public.

Furthermore, the Connect Agent can then run a cURL request to update the connector for custom fields or objects (see right). Rather than days of customization work, this process takes seconds.

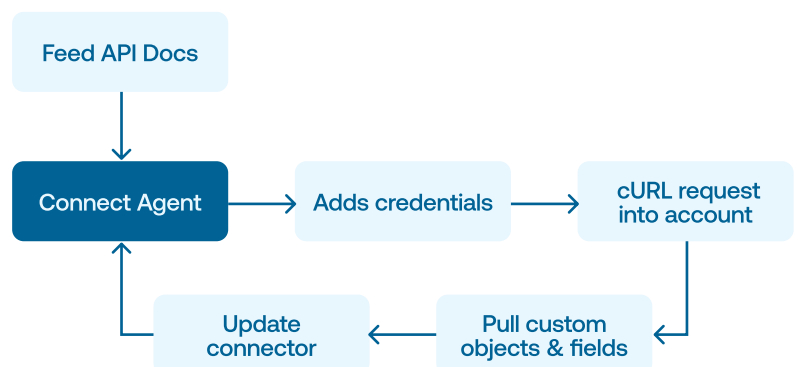
Don't other iPaaS offer custom connector capabilities? Yes.

SDKs: Many offer code packages for customizing connectors.

HTTP Templates: Some offer standard templates but are fixed in protocols.

OpenAPI Engines: Drop in an OpenAPI spec to spin up a connector.

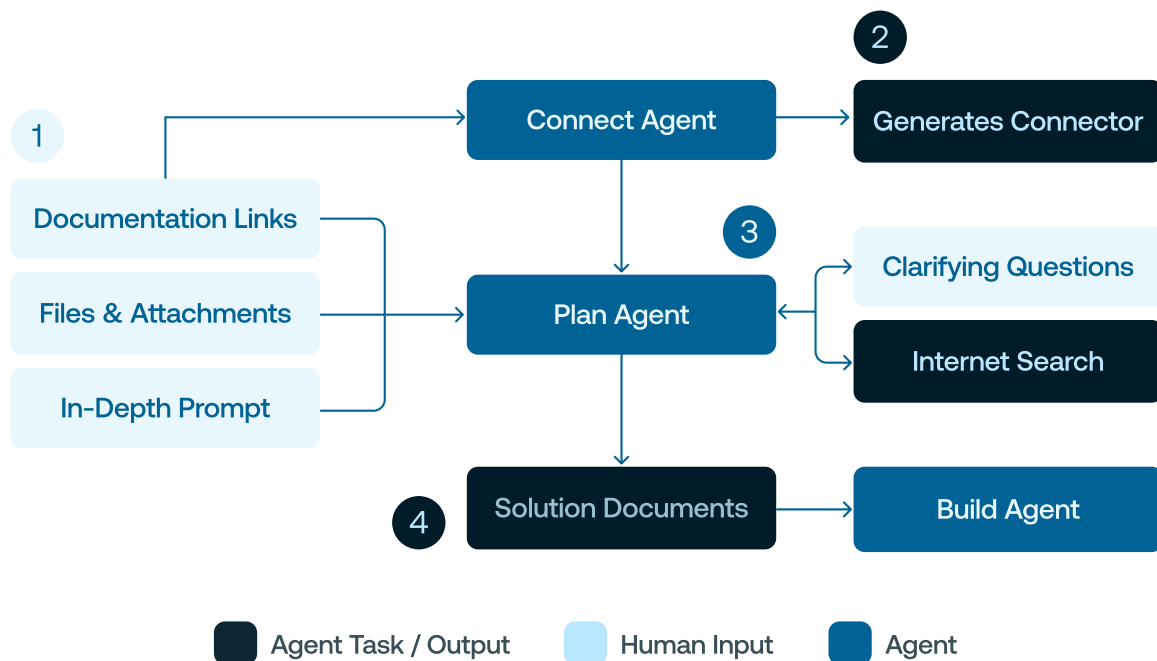
While these options enable customization, they often take days to implement and are designed for developers.



Plan & Build Agents

3.1 Handling Complex Logic Requirements & Workflows

Once a human provides the integration outline (1) and the Connect Agent has spun up the connector (2) for the required systems, the Plan Agent kicks in. The goal of the Plan Agent is to produce a Solution Document (4) for the Build Agent. Think of this document like the Build Agent's prompt, detailing the APIs, how they authenticate, their endpoints; the workflows including logic, error handling, & other failsafes. To achieve this, the plan agent digests input information, generates clarifying questions for the user to answer and furthers its own understanding with an internet search (3), and then uses deep reasoning techniques to generate the Solution Document.



3.2 How does this leverage core AI technologies?

Modular Connector Protocol (MCP)

Model Context Protocol (MCP) is an open standard that lets AI models securely discover, understand, and interact with external tools, data sources, or APIs through structured metadata.

It enables models to automatically interpret API capabilities—like endpoints, parameters, and authentication—and use them dynamically to perform tasks such as querying data, triggering workflows, or retrieving context without manual integration.

Retrieval Augmented Generation (RAG)

RAG technology enhances AI decision-making by combining real-time information retrieval with generative AI capabilities. This combination proves particularly powerful in integration scenarios where API specifications and business requirements evolve continuously. The technology's dynamic access to current ERP documentation ensures that generated connectors always reflect the most recent business rules, custom field configurations, and ERP capabilities, eliminating the common problem of outdated integration logic that plagues traditional ERP approaches.



What Does This Mean For Building Integrations?

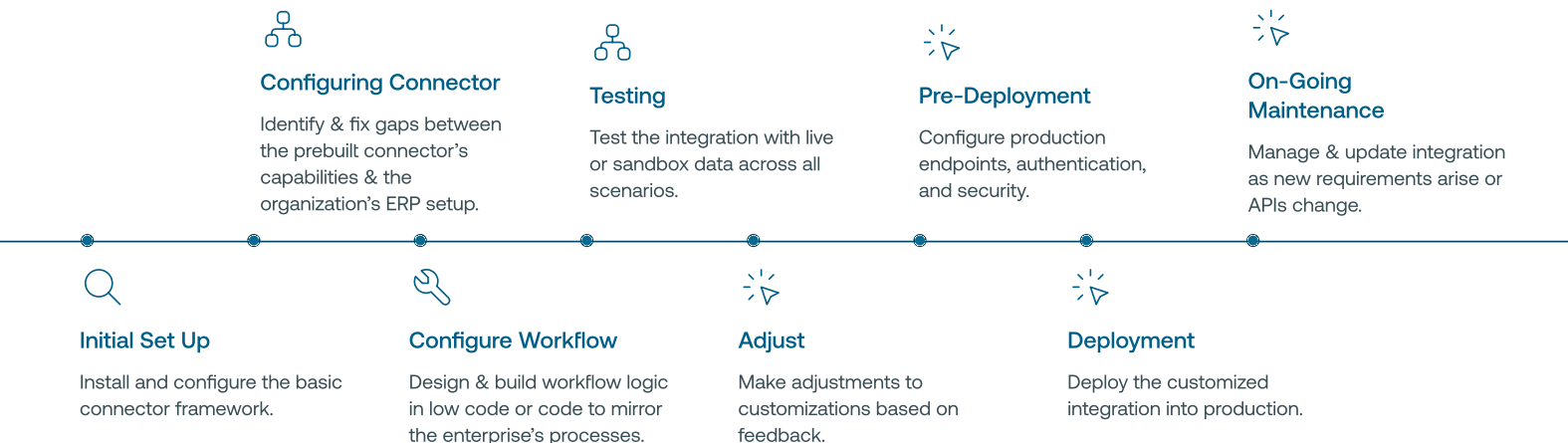
The impact is immediate. Custom fields that once took weeks to map are handled automatically, and complex business logic can be reasoned & designed based on API documentation & system limitations.

Most importantly, the solution eliminates the maintenance burden that drains 35% of IT resources. When ERP systems & their APIs change, the Connect Agent automatically regenerates affected connectors. ERP integration becomes a self-sustaining system that adapts as business needs evolve.

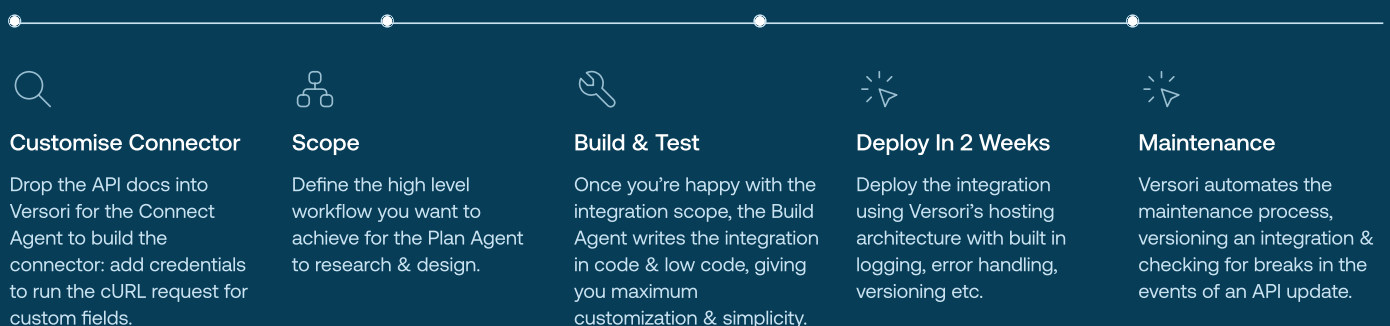
35%

Reduction in maintenance burden on IT resources.

4.1 Total Integration Timeline Comparisons: Traditional IPaaS



4.2 Total Integration Timeline Comparisons: Versori



4.3 ERP Case Study

Case Study: SYSPRO's Agentic Advantage

SYSPRO is an ERP software serving manufacturing and distribution mid-market businesses with solutions incl. finance, inventory, and supply chain management. Today, SYSPRO supports 15,000+ companies across 60 countries with 400 global employees.

SYSPRO recognized that traditional approaches, such as custom coding and current iPaaS, created months long deployment timelines & high maintenance costs. E.g. a single integration with SugarCRM could take up to 12 months.



4.4 The Solution

SYSPRO adopted Versori's AI-powered integration platform as the foundation for a new onboarding strategy that dramatically reduces deployment time and cost for new customers. This shift differentiates SYSPRO's in the mid-market, where clients are often more cost sensitive & don't have large IT teams to support complex deployments.

By building its Integration Marketplace on Versori's platform, SYSPRO now delivers hundreds of flexible, prebuilt connectors that take minutes to setup, all achieved without the high development or maintenance costs. Where custom builds are required, expensive professional services are replaced with more cost effective, faster deployments.

4.5 The Results

SYSPRO is introducing 25 connectors through its new Connector Marketplace, powered by Versori's integration platform.

The marketplace approach creates a foundation for continuous expansion, enabling SYSPRO to meet customer demands faster and more efficiently while future-proofing integrations against ERP upgrades and business process changes.

| Before | | After | |
|--------|---|--|--|
| | 3-4 weeks customising a connector | 3 days customising a connector | |
| | 3-6 months building an ERP integration | 1-3 weeks building an ERP integration | |
| | 1+ month(s) expected annual maintenance for API changes | 1-3 days expected annual maintenance for API changes | |

Competitive Analysis

5.1 iPaaS Market Landscape Assessment

The enterprise integration market is dominated by established platforms that struggle with the complexity inherent in modern ERP systems, including:



While these solutions have served organizations for years, they share fundamental limitations that constrain modern integration strategies.

Traditional integration platforms suffer from critical dependencies on pre-built connector ecosystems that cannot address the unique business logic and custom configurations in a timely manner for today's speed of business.

This creates significant gaps when connecting to ERP systems with proprietary business rules, custom fields, or industry-specific compliance requirements. Completing these requirements involves high added costs & long term maintenance, even where iPaaS' have added tools for connector customization.

We've summarized a number of key players across a variety of categories below:

| Platform | ERP Focus | Workflow Complexity Achievable | Custom Connector Capabilities | Time To Customize Connector | Time To Implement Total Integration | Cost | Notes |
|----------------|--------------------------|--------------------------------|-----------------------------------|-----------------------------|-------------------------------------|----------|---|
| Mulesoft | Strong (SAP, Oracle Etc) | High | SDK For Full Customization | Days-Weeks | Weeks-Months | \$\$\$\$ | Heavily Salesforce Ecosystem Focused; Custom Connectors Requires Java & Maven Skills. |
| Zapier | Limited ERP | Low | Dev Platform With CLI | Hours | Hours-Days | \$ | Mid-Market, Simple Workflow Focused |
| Power Automate | Microsoft ERP Focus | Medium | Connector Wizard & SDK | Hours-Days | Weeks- Months | \$\$ | |
| Boomi | Strong (SAP, Oracle Etc) | High | SDK & OpenAPI Connector Generator | Hours-Days | Weeks- Months | \$\$\$\$ | |
| Celigo | NetSuite Focused | Medium-High | HTTP Connection Builder | Hours-Days | Weeks- Months | \$\$\$\$ | Mostly NetSuite Focused |
| Workato | Broad ERP Coverage | High | SDK & Template Builder | Hours-Days | Days-Weeks | \$\$\$ | More Modern Enterprise Tool |
| Versori | Strong (SAP, Oracle Etc) | High | Agent-Based Connector Builder | Minutes | Days-Weeks | \$\$ | |



6.1 Final Recommendations

Conclusions & Recommendations

7.1 Final Recommendations

ERP vendors should view AI-powered integration capabilities as a strategic imperative, not merely a tactical upgrade.

The competitive advantages enabled by technologies such as the Connect Agent go well beyond cost reduction and efficiency; they drive true business transformation and create meaningful market differentiation.

By adopting this forward-looking approach, ERP providers can deliver greater value to their clients through:

- A pre-built integration marketplace that lowers implementation costs while offering extensive customization, delivered without high costs or long term maintenance burdens.
- Accelerated deployment and agility, where faster integration and time-to-market become key differentiators in gaining a competitive edge.

Strategic ERP Advantages



Freedom from Connector Limitations

Elimination of pre-built ERP connector dependency constraints.



Infinite Integration Possibilities

Unlimited ERP integration potential for any system regardless of complexity.



Built with Maintenance in Mind

Future-proof architecture adapting to API updates or ERP product changes.



Agility as a Competitive Edge

Competitive advantage through enhanced ERP business agility and custom field mappings.