

Sales Battle Cards

Focused Comparison
with Key Competitors

Version 2025-10/2



OneOffice

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OneOffice

Productivity & Collaboration



DESCRIPTION

OneOffice is a complete all-in-one productivity suite. Embracing open-source, we focus on **service rather than software**.

ALL features of top Office 365 package (E5) for less than 1/3 price.

PRICING

Each region prices differently with expected TCO reduction of ~+70%

SECURITY

1. **More secure than MS & Google**
2. Each customer has their own server
3. Vetted enterprise open-source tools
4. **ALL services built-in**
5. End-to-end **encryption**
6. Server-side encryption
7. Documents locked server-side
8. Two-Factor Authentication
9. Brute-force protection
10. Advanced controls (e.g. sharing)
11. Built-in **backup** (incl. Emails)
12. **File versioning**

ONLINE APPS

OneOffice comes with the following features

1. **Dashboard**
2. **Files / Sharing**
3. **Real-time Sync & backup**
4. **Email**
5. **Collaborative Documents Editing** (Word, PPT, Excel, Visio, Drawings)
6. **Calendar**
7. **Contacts**
8. **Forms**
9. **Projects**
10. **Intranet**
11. **Chat / Call** – end-to-end encrypted
12. **Webinar** – 500 users
13. **Interactive Digital White Board**

DESKTOP / MOBILE APPS

Mobile – iOS, Android, Huawei

1. **OneOffice Drive** – Files, Editing, Notifications
2. **OneOffice Meet** – Chats, Video Calls

Desktop – Windows

1. **Document Editor** – Word, PPT, Excel, Visio
2. **File sync** – Real-time **backup**
3. **Email application** – Replaces Outlook

KEY DIFFERENTIATORS

1. **Cost** – includes all productivity tools
2. **Security built-in**
3. **Data Sovereignty** – Servers in region
4. **Integrated, 'All-in'**
5. **Easy to use & deploy**

STRENGTHS

1. **Lowest Total Cost of Ownership**
2. **Single integrated offering** that has it all
3. **Best security in the industry**
4. Built-in backups & data loss prevention
5. **Sovereign Cloud** – privacy & security
6. All required **desktop / mobile apps**
7. **Intuitive** User interface
8. Best-in-class **support**
9. Reduced need to integrate with 3rd party
10. **Training** included – User & Admin
11. **Easy migration** – built-in tools
12. Runs on low-end laptops / mobile
13. Runs in low-bandwidth environments



Microsoft 365

DESCRIPTION

Microsoft 365 is the key cloud offering of Microsoft, a suite of cloud-based business productivity products.

This product has only started gaining popularity outside of the West recently, **so the market is still young.**

PRICING

Office 365 has **predatory pricing** built-in.

The most basic packages lack security, desktop apps & backup.

Enterprise organizations typically go for Enterprise offerings with higher security. These cost upwards of 2-3x OneOffice yet have fewer security features.

PRODUCT OVERVIEW

Many Office 365 **complex flavors**, maximizing profit at expense of confused customer.

Most useful package, **Business**, contains many needed features except

1. Backup for data & email
2. Data loss protection
3. Advanced security protection

COMPARISON	OneOffice	Office 365 (E3)
Email - 50G	Yes	Yes
Documents - 1TB	Yes	Yes
Online / offline editor	Yes	Yes
Email desktop app	Yes	Yes
Video calls	Yes	Yes
End-to-end encryption	Yes	No
Integrated	Yes	No
Forms	Yes	Yes
Visio documents	Yes	\$\$\$
Data loss prevention	Yes	No
Strong security	Yes	Partial
Document backup	Yes	No
Email backup	Yes	No
AI	Yes	Yes

KILL POINTS

1. Office 365 **extremely expensive** – Min. is Business package
Total cost of ownership very high regardless of package – IT costs, local servers, updates etc.
2. **Security** – MS-Exchange & SharePoint hacks have exposed user data
3. **Data Sovereignty** - shared servers in the US
4. **Complex** to deploy to non-techies / need IT

STRENGTHS

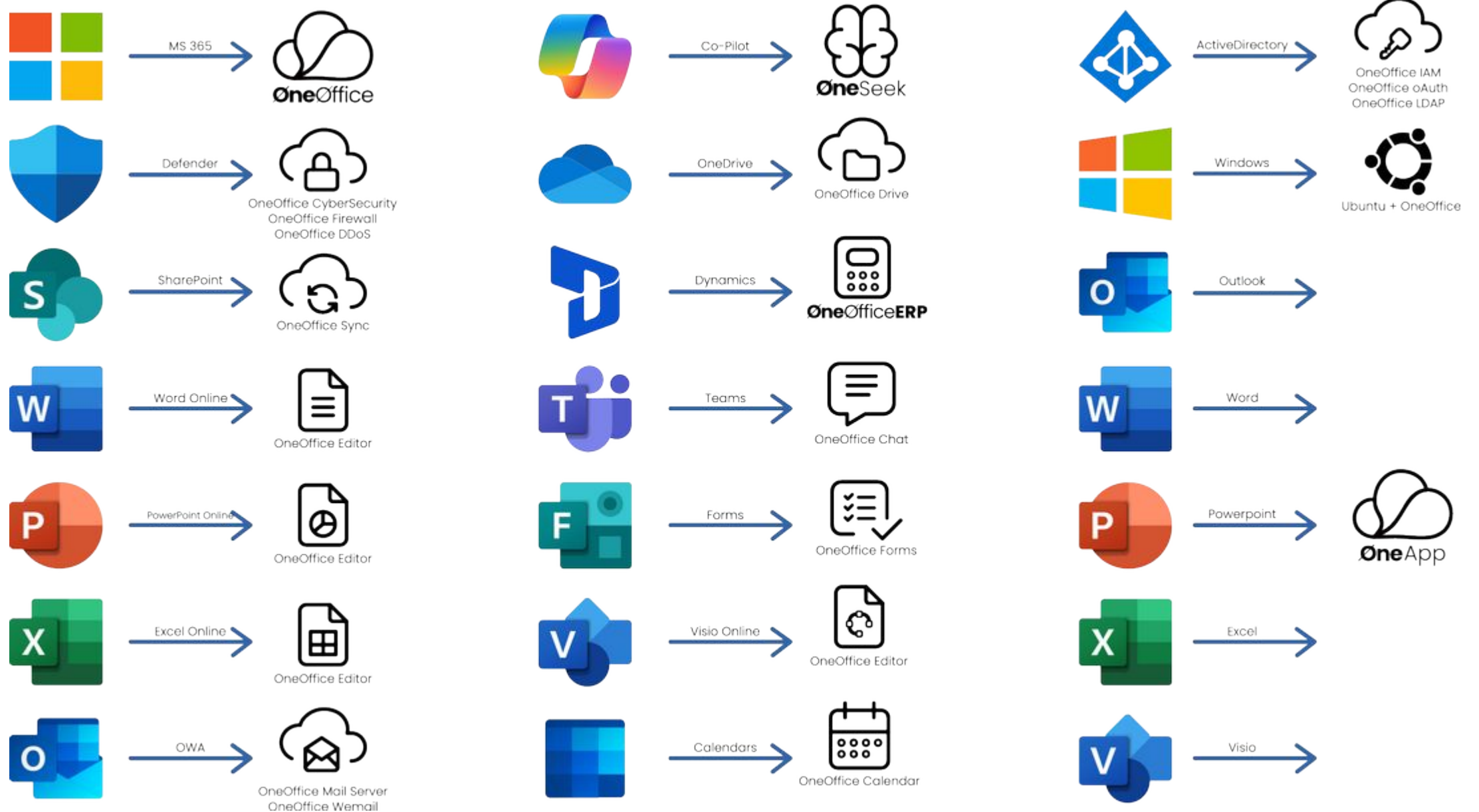
MS leveraging history with desktop tools to push its cloud

1. **Known brand name**
2. **Breadth of offering**
3. **IT teams more accustomed**
(getting weaker with cloud)

WEAKNESSES

1. **Very expensive** – licenses and maintenance
2. **Not as secure** – closed source
3. **Cumbersome** to deploy and train
4. **Complex** - hard to use advanced features
5. **Missing critical features** - buy /maintain
6. **Expensive integrations**
7. **SaaS on shared US servers**
8. **Risky 3rd-party backup**

All features ... in a single platform





Google Workspace

DESCRIPTION

Google Workspace is Google's answer to Office 365. As a top cloud provider they needed a framework to attract users and small companies.

The product itself is incomplete, a mishmash of their 5 apps (mail, calendar, drive, docs and meet)

Google Workspace is Cloud-only, which no desktop editors, email app, servers etc.

This is part of their strategy, they want people online to sell ads.

PRICING

Their lowest package \$7 "Starter" is quite limited for most companies.

The next levels up \$14 (\$22 w/improved security) start to compare with OneOffice, but still lack backups, desktop apps, advanced collaboration etc.

PRODUCT OVERVIEW

An incomplete product lacking integration for proper collaboration.

Apps very simplistic, targeting younger (K12).

No offline editors, email clients etc.

Lacking in

1. Backups for data & email
2. Data loss protection
3. Advanced Security

COMPARISON	OneOffice	Google
Email	Yes	Yes
Email desktop app	Yes	No
Documents	Yes	Yes
Online editor	Yes	Yes
Desktop editor	Yes	No
Video calls	Yes	Yes
End-to-end encryption	Yes	No
Forms	Yes	Yes
Visio documents	Yes	No
Data loss prevention	Yes	No
Strong security	Yes	Partial
Document backup	Yes	No
Email backup	Yes	No
AI / Pilot	Yes	Yes

KILL POINTS

1. **Cloud-only!** No apps i.e. editors, email etc.
2. Not 100% compatible with Word, Excel, PPT etc.
3. **Incomplete collaboration & apps**
4. **Data Sovereignty** - shared servers in the US
5. **No backups or data-loss prevention**

STRENGTHS

1. Google is a brand name. People see them as a success in tech space
 2. Easy to use and train for (but incomplete)
- Google primarily an advertising company. Bulk of R&D focused on that business.

WEAKNESSES

1. **Expensive** - given lack of desktop apps
2. **Incomplete** - can't do complex work
3. **Missing apps** - ERP, projects → have to buy
4. **Lousy support**
5. Basic documentation
6. Any integration has to be custom
7. **SaaS on shared US servers**
8. **Risky 3rd-party backup**



DESCRIPTION

Zimbra is an email system that is built on open-source components to provide a comprehensive email solution.

It was meant as a cost-effective alternative to more expensive closed-source technologies (e.g. MS Exchange)

Almost all its key components are famous open-source libraries: OpenLDAP, PostFix, SpamAssassin, MariaDB etc.

The two main challenges are maintenance (**it has over 30 different packages** of which 20 are open source) & scalability (needs many just servers to operate)

Of note, some key components are only getting minor updates.

PRICING

A typical high-quality deployment will cost ~\$4-5 per user per month.

This only includes the basics, for instance enterprise administration, video calling, enterprise security, DLP are missing.

PRODUCT OVERVIEW

Zimbra is really a mail service with a few add-ons.

It is notoriously hard to upgrade & maintain as it is made up of over 30 different packages blended together.

Missing important features such as **security, delegated admins, backups & DLP**

COMPARISON	OneOffice	Zimbra
Email	Yes	Yes
Cybersecurity	Yes	Incomplete
Delegated admins	Yes	No
Drive	Yes	Partial
Online editor	Yes	Incomplete
Desktop editor	Yes	No
Files Sync App	Yes	No
Video calls	Yes	Planned
End-to-end encryption	Yes	No
Forms	Yes	No
Visio documents	Yes	No
Data loss prevention	Yes	No
Strong access controls	Yes	No
Document backup	Yes	No
Email backup	Yes	No
AI / Pilot	Yes	No

KILL POINTS

1. **Basic service** – No apps, missing features
2. **Not enterprise-grade** – Security, admin
3. **Migration & upgrades are a huge challenge**
4. **No backups & DLP**
5. **No AI / Large Language Model**

STRENGTHS

1. Recognized
 2. Easy to use
 3. Built on solid open-source libraries
- However, given lack in critical enterprise features, non-starter for most larger companies

WEAKNESSES

1. **Incomplete** – missing modules / functions
2. **Not enterprise-grade**
3. **Extremely challenging to scale up**
4. Missing Video calls, Forms & Visio, ...
5. **Weak Customer Support**
6. **For small companies**
7. **Integration require heavy IT involvement**
8. Hosting is very complex & costly
9. Not future-ready – no AI / LLM
10. Critical parts are out of date



DESCRIPTION

Zoho is a SaaS-only product.

Their focus is **startups, freelancers** and **small companies** (1-10), unsuitable for enterprise.

Weak focus on **security & integrations** (e.g. Active Directory)

Fragmented & incomplete product (Email, Drive, Video Conference & Chat), missing desktop applications (e.g. document editor, email etc.)

There have been reports of incompatibility with MS Office formats

PRICING

The business package is \$6 per user. Includes ~100GB of disk space vs. 1TB for OneOffice. However, this is not an apples to apples comparison as it is **lacking critical features for enterprise** such as security / access controls, delegated permissions,

This contrasts with OneOffice which starts at **\$9** per user and goes down based on volume, and has **a lot more features**.

PRODUCT OVERVIEW

Zoho is almost exclusively for small companies.

SMEs and larger enterprises will be unable to use the platform.

Missing important features such as **security, delegated admins, backups & DLP**

COMPARISON	OneOffice	Zoho
Email	Yes	Yes
Email Desktop App	Yes	No
Cybersecurity	Yes	No
Delegated Admins	Yes	No
Documents	1TB	100G
Online Editor	Yes	Incomplete
Desktop Editor	Yes	No
Files Sync App	Yes	No
Video Calls	500	100
End-to-end encryption	Yes	No
Forms	Yes	No
Visio Documents	Yes	No
Data loss prevention	Yes	No
Strong Security	Yes	No
Document Backup	Yes	No
Email Backup	Yes	50G - time limited
AI / Pilot	Yes	No

KILL POINTS

1. **Cloud-only!** – No desktop / sync apps
2. **Not enterprise-grade** – Security & integrations
3. **Not 100% compatible** – Word, Excel, PPT etc.
4. **Incomplete collaboration features**
5. **No / incomplete backups & DLP**

STRENGTHS

1. Increasingly recognized name in the business
2. Basic UI → easy to use

However, given lack in critical enterprise features, non-starter for most larger companies

WEAKNESSES

1. **Incomplete** – missing modules / functions
2. **Not enterprise-grade**
3. Missing Word / Excel / PPT Features
4. Missing Forms & Visio
5. Only 100GB of file storage
6. **Lousy Customer Support**
7. **For solo / small companies**
8. **Integrations require heavy IT involvement**
9. Hosted on Amazon (India, US, Europe)

ØneØfficeERP

Enterprise & Operations

OneOfficeERP

DESCRIPTION

OneOfficeERP is a complete all-in-one ERP tool. Embracing open-source, we focus on **service rather than software**.

OOERP leverages state-of-the-art technology for solid improvement in performance with no sacrifice in features.

In addition, the design is modular allowing for **easy customization, easy upgrade, and easy deployment**.

PRICING

Full ERP is **\$18 / user** per month. Prices go down with volume.

ALL SAP BI features at ~10% of the cost.

MODULES

1. Accounts
2. Assets
3. Buying
4. CRM
5. Human Resources
6. E-Commerce
7. Loan Management
8. Projects
9. Quality Management
10. Selling
11. Stock / Inventory
12. Support
13. Customer / Supplier Portal
14. Agriculture
15. Education / LMS
16. Healthcare
17. Hospitality
18. Manufacturing
19. Non-Profit

NOTABLE FEATURES

1. Multi-Company, Currency, Language
2. Easy Customizations
3. Bar codes
4. Payment / Bank integration
5. Point of Sale
6. Automated procurement
7. Easy to deploy

KEY DIFFERENTIATORS

1. **Cost** – Single complete solution
2. **Ease of Migration**
3. **Data Sovereignty** – Servers in region
4. **All-in**
5. **Integrated with OneOffice**

STRENGTHS

1. **Lowest Total Cost of Ownership**
2. **Single integrated offering** that has it all
3. **Best security in the industry**
4. **Sovereign Cloud** – faster & more reliable
5. **Intuitive** User interface
6. Best-in-class **support**
7. Reduced need to integrate with 3rd party
8. **Training** included – User & Admin
9. **Easy migration**
10. **Easy integrations**
11. Runs on low-end laptops / mobile
12. Accounting-rules ready for all countries



DESCRIPTION

SAP BusinessOne is one of the first complete ERP's to target SMEs.

All the modules are available and can be customized, albeit at great cost.

As one of the first ERPs to target this segment, it has benefited greatly from brand recognition.

PRICING

The average cost of SAP BI users ranges from **\$56 to \$135** per user per month.

This contrasts with OneOfficeERP which starts at **\$20** per user month and goes down based on volume.

PRODUCT OVERVIEW

A major challenge is upgrades & maintenance, almost always involves costly third-party consultants, as SAP is using legacy technology.

SAP BI has benefited from customer ignorance of newer existing solutions, and from vendor lock-in, especially after investing in deployment.

A quick business case will show, even in short-term, customers will save a lot of money by switching out

COMPARISON	OneOffice	SAP BI
Major modules	Yes	Yes
Can customize backend	Yes	\$\$\$
Can admin user customize	Yes	No
Supports Large Enterprise	Yes	No
Easy migration data export	Yes	No
Customer portal	Yes	No
Supplier portal	Yes	No
E-Commerce portal	Yes	No
Easy integrations	Yes	\$\$\$
Data loss prevention	Yes	No
Easy to deploy	Yes	No
Based on open-source	Yes	No

KILL POINTS

1. **Very expensive** to own and maintain
2. **Inflexible**, consultants to update / customize
3. A challenge to **train** employees
4. Designed for maximum lock-in w/SAP Cloud
5. Will need to migrate to full SAP as you grow

STRENGTHS

The most recognized name in the business. As the first major player, it has set the golden standard.

However, other than brand recognition, there is no reason anymore to pay such a **fortune for "Basic" features**.

WEAKNESSES

1. **Very expensive** – licenses & maintenance
2. **Slow to update** and add new features
3. **Cumbersome** to deploy & customize
4. **Legacy** – no customer / supplier portals
5. No e-commerce solution built-in
6. **Forced upgrades** to new versions
7. **Hard to use** – need comprehensive training
8. Only for SMEs – fear of outgrowing
9. **Costly integrations** (e.g. payments)
10. Uses their own DB requiring admin training
11. **SaaS on shared US / EU servers**
12. Complex licensing if you have special needs



DESCRIPTION

Odoo started as an open-source project to then move critical functions into paid plans. It has grown well in the SME space where it is viewed as a top contender.

Odoo is fragmented, you need to purchase additional features.

Thanks to solid marketing, they grew their customer base by migrating users from free to paid plans.

PRICING

By the time you add all the needed functions, the average cost of an Odoo user can be upwards of **\$200** per user per month.

This contrasts with OneOfficeERP which starts at **\$20** per user month and goes down based on volume.

PRODUCT OVERVIEW

Solid player for SMEs, brands as open-source (misrepresentation, real features are paid).

Tiered pricing which ends up costing a small fortune. Notorious for expensive customization by consultants.

Key modules missing important features.

A quick business case will show, even in short-term, customers will save a lot of money by switching out

COMPARISON	OneOffice	Odoo
Major modules	Yes	Yes
Complete Supply Chain	Yes	No
Complete Manufacturing	Yes	No
Complete Inventory	Yes	No
Contracts Management	Yes	No
Customer portal	Yes	No
Supplier portal	Yes	No
E-Mail Marketing	Yes	No
E-Commerce portal	Yes	No
Point of Sale	Yes	No
Easy integrations	Yes	\$\$\$
Data loss prevention	Yes	No
Easy to deploy	Yes	No
Based on open-source	Yes	Previously

KILL POINTS

1. **Very expensive** to own and maintain
2. **Inflexible** – consultants to update / customize
3. **Not 'all-in'** – pay as you need
4. Important modules missing features (e.g. no integrated supply chain)
5. Will need to migrate as you grow

STRENGTHS

1. Increasingly recognized name
2. UI more user-friendly than SAP
3. Quick to add fixes
4. An ecosystem of third-party apps allows common integrations

However, given costs and lack in features, there is no reason to pay such a **fortune for "Basic" (and incomplete) features.**

WEAKNESSES

1. **Very expensive** – licenses & maintenance
2. Open-source version unusable
3. **Incomplete** – many modules fall short
4. **Legacy** – no customer / supplier portals
5. **3rd party Apps** may not get upgraded
6. Only for SMEs – fear of outgrowing
7. **Costly customizations**
8. Predatory pricing practices



FUSION APPLICATIONS

DESCRIPTION

Oracle Fusion ERP is (was) a very good ERP, acquired by Oracle to **develop Oracle Cloud**. Like everything Oracle acquires, question remains about its commitment to growth & maintenance vs 'milking' product & customers. All modules are there, but **some lack real depth**.

Development **seems to have stalled**, with existing modules not going through major upgrades anymore. **Legacy back-end** will bite customers at some point in the future, at which point Oracle strategy is to expect them to be locked-in.

When dealing with this ERP you have to think about overall strategic value, TCO & your long-term plans.

PRICING

By the time you add all the needed functions, the average cost of a user can be upwards of \$100 per user per month.

This contrasts with OneOfficeERP which starts at **\$20** per user month and goes down based on volume.

PRODUCT OVERVIEW

Known player for large enterprise given Oracle's brand in databases & legacy applications.

Notorious for expensive customization. Key modules missing depth.

The goal of this product is to be locked in Oracle Cloud

COMPARISON	OneOffice	Fusion
Major modules	Yes	Yes
Cloud lock-in	Yes	No
No-Code ERP	Yes	No
Complete Supply Chain	Yes	Almost
Complete Manufacturing	Yes	No
Complete Inventory	Yes	No
Customer portal	Yes	No
Supplier portal	Yes	No
E-Mail Marketing	Yes	No
E-Commerce portal	Yes	No
Point of Sale	Yes	No
Easy integrations	Yes	\$
Easy to deploy / train	Yes	No
Based on open-source	Yes	No

KILL POINTS

1. **Very expensive to own and maintain**
2. **Inflexible** – consultants to update / customize
3. Clunky & inconsistent UI
4. Long training & migration cycle
5. Important modules **missing features** (e.g. no integrated POS / external portals)

STRENGTHS

1. Has all major core functions
2. Centralized, consistent & stable
3. Cloud-first design (e.g. vs SAP)

Given lack in advanced features, there is no reason to pay such a fortune for "Basic" ERP.

WEAKNESSES

1. **Very expensive** – licenses & maintenance
2. **Lock-in on Oracle Cloud (data sovereignty)**
3. **Long onboarding** – Hard to start using
4. **Very hard to migrate out** – Fusion lock-in
5. **Costly customization**
6. Predatory pricing practices
7. Built on legacy JAVA platform
8. Oracle is a 'graveyard of obsolete technology'
9. Somewhat Incomplete – falls short at edges



DESCRIPTION

Zoho is an Indian company that has many SaaS-only products.

Their focus is **startups, freelancers and small companies (1-10)**.

Fragmented & incomplete products:

1. Books – accounting only
2. CRM
3. Finance
4. People
5. Marketing

PRICING

If you get all their 'ERP' apps, you will be **paying over \$80 / user** and missing critical functions.

This contrasts with OneOfficeERP which starts at **\$18** per user month and goes down based on volume, and has **a lot more features**.

PRODUCT OVERVIEW

Zoho is almost exclusively for small companies. SMEs and larger enterprises will have a very hard time working with their tools.

Missing modules, current modules missing important features.

A quick business case will show, even in short-term, customers will save a lot of money by switching out

COMPARISON	OneOffice	Zoho
Major modules	Yes	No
Supply Chain	Yes	No
Manufacturing	Yes	No
Inventory	Yes	No
Contracts Management	Yes	No
Customer portal	Yes	No
Supplier portal	Yes	No
Learning Management	Yes	No
Marketing	Yes	Yes
E-Commerce portal	Yes	No
Point of Sale	Yes	No
Easy integrations	Yes	No
Data loss prevention	Yes	No
Easy to deploy	Yes	Yes
Based on open-source	Yes	No

KILL POINTS

1. **Very expensive** to own and maintain
2. **Incomplete offering** – for small companies
3. **Inflexible** – take-it-or-leave-it
4. Will migrate very quickly as you grow
5. Focus on US accounting rules

STRENGTHS

1. Increasingly recognized name
2. UI more user-friendly than SAP
3. For basic needs → easy to use

However, given costs and lack in features, there is no reason to pay for incomplete offering.

WEAKNESSES

1. **Expensive** – will need to buy other tools
2. **Incomplete** – missing modules / functions
3. **Lousy Customer Support**
4. **Only for single / small companies**
5. **Integrations require heavy IT involvement**
6. Hosted on Amazon (India, US, Europe)
7. **Lack of localization for accounting & payroll**

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