

SAP Solution Brief

SAP Solutions for Small Businesses
and Midsize Companies

GIVING MANUFACTURING COMPANIES A FAST START

SAP® Business All-in-One FAST-START PROGRAM

It's not easy to improve operating efficiency while responding to constant changes in the market. SAP® Business All-in-One solutions give midsize manufacturing companies a fast start with preconfigured software designed specifically for current needs, yet capable of supporting future growth.

Whether you manufacture industrial components or products for a retail shelf, your success depends on how quickly and effectively you adapt to change. Coping with evolving customer demands, government regulations, and your own market requires constant innovation to bring new products and services to market while controlling costs – especially information technology costs.

It is a challenge to be competitive as well as efficient and profitable. Even with a local customer base, you are likely operating in an integrated global supply chain. Limited visibility into business drivers can hamper your efficiency. Rising costs and shrinking cycle times for product development require increased internal efficiencies – from flexible manufacturing methods to streamlined order fulfillment. To improve productivity across business processes, you need visibility, speed, and automation.

The SAP® Business All-in-One fast-start program is designed to help you tailor an SAP Business All-in-One solution to your needs and get it up and running quickly. Complete with preconfigured software, the program is easily adaptable to changing requirements, growing with your business.

The SAP Business All-in-One solution supports the processes you perform to meet daily business needs – from materials management and production planning to asset accounting and sales

and distribution. Based on SAP's years of experience in developing business software, the solution will enable your employees to make better, more informed decisions.

Preconfigured to Support Manufacturers

The SAP Business All-in-One fast-start program is designed to provide midsize manufacturing companies with functionality specific to their needs. The program offers a bounded project scope, predictable costs, and fast implementation for a solution with industry best practices built in. Your SAP Business All-in-One solution will enable you to minimize IT staff dedicated to supporting on-site business solutions. You can expect to improve the transparency and coordination between the top floor and shop floor for make-to-order, engineer-to-order, and make-to-stock manufacturing environments.

Pretested and Preconfigured

The SAP Business All-in-One fast-start program provides everything you need to get started today and to build for the future, including tools and methodologies to improve software acquisition and shorten implementation times. You can configure a solution online and get cost estimates before you start. The program includes complete, pretested software, including options for lower licensing, installation, and operating costs. A clearly defined set of preconfigured industry-specific functions means quicker implementation.



THE BEST-RUN BUSINESSES RUN SAP™



Functionality for Manufacturers

SAP Business All-in-One functionality supports industry best practices in the following categories:

- Materials management
- Production planning and control
- Sales and distribution
- Logistics, product life-cycle management, and quality management
- Accounting
- Controlling
- Forms and reporting

Materials Management

Materials management software helps you transform your logistics function into a network of alliances with customers, partners, and suppliers. An integrated environment lets you handle and execute purchase orders efficiently and optimize your inventory of raw materials or finished goods. The software supports procurement from quotation to contract, management of inventory, purchasing, stock handling and transfer, returns, and subcontracting of materials management.

Production Planning and Control

This functionality provides the software you need to support make-to-order or make-to-stock manufacturing. It supports optimizing manufacturing schedules, while taking into account real-time material and capacity constraints. You can integrate manufacturing processes with other processes in the supply chain to respond more quickly and flexibly to engineering change orders and customer requirements.

Sales and Distribution

This functionality equips your sales organization with tools to help shorten

sales cycles, increase revenues, and maximize productivity. Sales-order management software includes processing, delivery, billing, and payment, for quick and efficient execution of customer sales orders. Preconfigured distribution functionality ensures that delivery and transportation processes support optimal sales-order fulfillment. The information required to serve and retain your customers throughout the sales cycle is available in a single system for sales and marketing personnel.

Logistics, Product Life-Cycle Management, and Quality Management

Key logistics and quality management best practices are supported by the solution, such as tracking finished goods over the product life cycle as well as management of quality, batch, and serial number.

Accounting

SAP Business All-in-One gives you access to the financial information you need – when you need it – to ensure efficient management of the general ledger, accounts receivable and payable, cash management, and other functions.

Controlling

Closing the books at the end of the fiscal year accurately and consistently is made harder by expanding business units, organizational restructuring, employee mobility, and changing legal reporting requirements. Manufacturers must satisfy internal guidelines and ensure secure access to generate consistent and accurate results. SAP Business All-in-One supports a wide range of planning processes and fore-



You'll gain the agility and support you need to grow, while staying well within your budget. In addition, you'll benefit from a global partner that can support and extend your solution.

casting, as well as cost calculations, to help you track your business accurately.

Forms and Reporting

Efficient reporting of financial and operational results requires an automated infrastructure that supports custom reporting. The SAP Business All-in-One solution allows you to manage all kinds of reporting, with best practices for forms and reporting built in. Custom reporting – both on a recurring as well as an ad hoc basis – is fully supported.

Getting Started

Your first step in using the SAP Business All-in-One fast-start program is to access the online solution configurator for SAP Business All-in-One. With this tool, you choose the functional building blocks that will determine your estimated solution scope and cost. This process also connects you with an SAP consultant or a local partner who has corresponding industry expertise to help with next steps.

Next, your SAP consultant or partner creates a personalized demo, using your data and the demo assistant tool for SAP Business All-in-One. The demo, which can run on a laptop, shows end-to-end scenarios, such as a day in the life of a manufacturer.

Once you have committed to purchase, your SAP consultant or partner uses the solution builder for SAP Business All-in-One to further scope, adapt, and

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activate your functional implementation. This tool, which uses standard templates based on industry and local best practices, simplifies your path to run the solution.

Finally, your SAP consultant or partner uses the solution builder's installation wizard to install the implementation specific to your needs on your chosen hardware configuration.

Building Best Practices into Your Business – Quickly

The SAP Business All-in-One fast-start program provides a way to incorporate best practices in manufacturing into your operations. Implementation is

rapid, resulting in a quick return on your investment, and also predictable, both in benefits and in cost. (Price and implementation time vary based on the depth of functionality implemented.) The solution's flexibility allows you to tailor it to suit current circumstances and to expand it as your business grows.

Fast and Flexible

Using the fast-start program, you can implement an SAP Business All-in-One solution within a predefined scope and with minimal risk. Because the relevant software for manufacturing business processes is pretested and preconfigured for you, choosing and configuring those processes can be quick – accelerating your time to value. The program provides not just the functionality you need, but the detailed guides and documentation that allow for quick deployment.

As an option prior to implementation, you or your implementation service provider can use the configuration tool in SAP Business All-in-One to select only the precise subset of business processes you need, helping to facilitate a rapid, straightforward implementation.

Predictable and Proven

Using decades of experience with mid-size manufacturers, SAP has preconfigured and preinstalled the functionality most relevant to your operations. The result is a more predictable and cost-effective implementation.

The fast-start program also works with hardware options from various partners and with software options that incorpo-

When you choose the SAP Business All-in-One entry-level offering for manufacturing companies, you gain built-in support for the best business practices in the industry.

rate the SAP MaxDB™ database and SUSE Linux operating system to reduce your total cost of ownership. With this program, you can eliminate the guesswork and implement an affordable solution.

An extensive network of SAP partners gives you access to local implementation support anywhere in the world. SAP partners can help you use the fast-start program to rapidly implement the SAP Business All-in-One solution that meets your needs.

Safe and Scalable

You can adapt the fast-start program as your business grows, making it a safe investment now, yet supporting aggressive growth goals. You can begin with the preconfigured fast-start offering and later incorporate other SAP solutions.

Want to Learn More?

For more information on what the SAP Business All-in-One fast-start program can do for your company, contact your SAP representative today or visit us on the Web at www.sap.com.

Summary

The SAP® Business All-in-One fast-start program delivers rich functionality in a pretested, preconfigured package that reflects SAP's years of experience in developing business applications. Whether your company is small or midsize, the program will enable you to implement proven best practices in manufacturing while smoothly adapting to changing business requirements. In addition, you'll benefit from a global partner ecosystem that can support and extend your solution.

Challenges

- Create more efficient business processes
- Speed up response to changing markets, consumer demands, and government regulations
- Control costs

Supported Business Processes and Software Functions

- Materials management – Create an integrated network to improve efficiency and optimize inventories
- Production planning and control – Integrate manufacturing processes with other processes in the supply chain
- Sales and distribution – Shorten sales cycles and maximize productivity for better customer service
- Logistics, product life-cycle management, and quality management – Track finished goods and ensure top quality
- Accounting – Increase the efficiency and accuracy of financial accounting
- Controlling – Obtain access to accurate data for planning, forecasting, and reporting
- Forms and reporting – Obtain standard and custom reports easily

Business Benefits

- **Quick return on investment**, due to rapid implementation of a predictable and proven solution incorporating best practices in manufacturing
- **Faster response to changes** in markets, customer demands, and government regulations
- **Lower cost of operations**, due to better planning and coordination between manufacturing processes

For More Information

Call your SAP representative, or visit us today at www.sap.com.

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