

SAP Solution Brief

SAP Solutions for Small Businesses
and Midsize Companies

SAP® BUSINESS ALL-IN-ONE FAST-START PROGRAM

CREATING AFFORDABLE, FLEXIBLE SOLUTIONS FOR FASTER VALUE

The SAP® Business All-in-One fast-start program enables you to configure a solution online, obtain an estimate of costs, and implement the solution quickly and cost-effectively. It delivers rapid time to value and lets you tailor the solution to meet your changing needs, protecting your long-term investment.



Whether you are engaged in manufacturing, trade (wholesale distribution), or services, your success depends on how quickly and effectively your company adapts 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 your costs – especially information technology costs.

Meeting this challenge is not easy. Whether your customer base is global or local, you are likely operating in an integrated global supply chain. With increasing customer demands, you must continually look for ways to increase internal efficiencies – from supporting flexible business processes to streamlining order fulfillment. To optimize business operations, you need an affordable and predictable enterprise business solution that provides visibility, speed, and automation. You need a solution that delivers fast time to value with minimal business disruption but that can adapt as your business needs change.

SAP® Business All-in-One solutions fit the needs of midsize companies that are focused on enhancing their operational excellence, business agility, and customer intimacy. It is the software solution of choice for an integrated, configurable, and extensible on-premise business solution with deep industry functionality. Acquiring and implementing an SAP Business All-in-One solution is made easier and more affordable using the SAP Business All-in-One fast-start program.

Designed for You

As a midsize company, you need a solution that delivers fast time to value with minimal business disruption. You also need a solution that can adapt as your business needs change. The SAP Business All-in-One fast-start program is designed for manufacturing, trade, and service companies seeking industry-specific functionality at a low cost of ownership. The program offers a bounded project scope, predictable costs, and short implementation times. It will enable you to minimize IT staff dedicated to supporting on-premise business solutions. You will gain built-in support for the best business practices in your industry, and the solution you implement will adapt and grow with your company's requirements over time.

Choosing the Right Components

You can use the fast-start program to configure the solution to match your industry's needs. Any SAP Business All-in-One solution will offer functionality for controlling, accounting, and forms and reporting, but you can select other functionality for your industry. Companies engaged in manufacturing and trade will use functionality for logistics, product life-cycle management, quality management, materials management, and sales and distribution. Manufacturing companies will also use functionality for production planning and control. Service companies will use functionality designed specifically for managing service delivery.

THE BEST-RUN BUSINESSES RUN SAP™



Pretested and Preconfigured

The SAP Business All-in-One fast-start program provides tools and methodologies for you to improve software acquisition and shorten implementation times. It gives you the ability to configure a solution online and get cost estimates before you start. The fast-start program includes complete, pretested software, including options for lower licensing, installation, and operating costs. Your implementations will be quicker because the fast-start program uses a clearly defined set of preconfigured industry-specific best-practice functions. Best of all, SAP Business All-in-One solutions can handle your changing business needs. Based on SAP's world-class enterprise resource planning applications, the solutions feature state-of-the-art technology and scalability that can be easily adapted to your changing business and industry needs.

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.

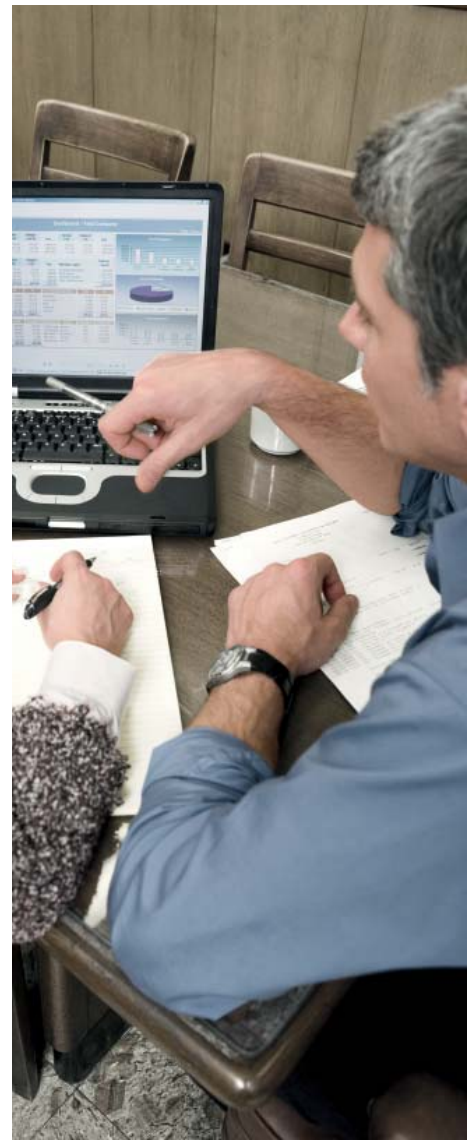
Getting Started

Your first step in using the 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 counsel you on the next steps.

Next, your SAP consultant or partner will create 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, will show you end-to-end scenarios, for example, a day in the life of a manufacturer.

Once you have committed to purchase, your SAP consultant or partner will use the solution builder for SAP Business All-in-One to further scope, adapt, and activate your functional implementation. This tool, which uses standard templates based on industry and local best practices, simplifies your path to run SAP Business All-in-One.

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



Business Benefits

The SAP Business All-in-One fast-start program helps deliver rapid time to value and the flexibility to tailor a solution to your changing business needs, protecting your long-term investment.

Safe and Scalable

You can use the SAP Business All-in-One fast-start program to configure an affordable solution to work with a variety of software options. With these options, you can eliminate the budget-guessing game and implement the solution for your company quickly. For example, you can use your choice of operating system and database or incorporate the SAP MaxDB™ database and the SUSE Linux operating system to reduce your total cost of ownership.

Because the SAP Business All-in-One fast-start program is affordable and scalable to support the most aggressive growth goals, it is a safe investment. You can begin with the preconfigured, preinstalled SAP Business All-in-One solution and, over time, as your business dictates, transition to a more extensive footprint incorporating other SAP solutions.

Fast and Flexible

The fast-start program helps you implement SAP Business All-in-One solutions within a predefined scope and with minimal risk. Because the relevant software for business processes in your industry has been pretested and preconfigured for you, choosing and configuring those processes can be quick – accelerating your time to value. With the fast-start program for your SAP Business All-in-One solution, you get not only the functionality you need but also 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 for SAP Business All-in-One to select only the precise subset of business processes you need, helping to facilitate a rapid and straightforward implementation.

Whatever your product or service, your success depends on how quickly you adapt to change.



Predictable and Proven

Based on decades of experience with small and midsize companies, SAP has preconfigured and preinstalled the functionality most relevant to your operations. As a result, you have better control of the predictability and functional scope of your implementation.

Thanks to the extensive network of SAP partners, you have access to local implementation support wherever you operate in the world. SAP partners can help you rapidly implement the SAP Business All-in-One solution that meets your specific needs using the SAP Business All-in-One fast-start program.

When you use the SAP Business All-in-One fast-start program, you gain built-in support for the best business practices in your industry.

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 provides innovations to help midsize companies engaged in manufacturing, trade, or services implement a solution quickly. Online tools speed the configuration, control costs and scope, and tailor the solution to the company. Companies gain the agility and support they need to grow, while staying within budget, and they benefit from a global partner that can support and extend the solution.

Challenges

- Predict and limit project scope and costs
- Implement business solutions quickly
- Find solutions that adapt and grow with the company's requirements over time
- Minimize IT staff dedicated to supporting business solutions

Supported Industry Business Processes and Software Functions

- Accounting – Increase the efficiency and accuracy of financial accounting
- Controlling – Obtain access to accurate data for planning, forecasting, and reporting
- 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
- Materials management – Create an integrated network to improve efficiency and optimize inventories
- Forms and reporting – Obtain standard and custom reports easily
- Services – Manage delivery of services efficiently

Business Benefits

- Lower total cost of ownership based on complete, pretested software with the SAP MaxDB™ database and SUSE Linux
- Rapid implementation with clearly defined project scope and preconfigured industry processes and functionality
- Safe investment built on SAP's proven world-class applications that enable adaptation to changing business and industry needs
- Rapid implementation of industry best-practice functionality for manufacturing, trade, or service companies, due to the online configuration and automated tools in the solution

For More Information

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

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