

## SAP Solution Brief

SAP Solutions for Small Businesses  
and Midsize Companies

SAP Business All-in-One for Fabricated  
Metal Products Companies

Midsize fabricated metal products companies seeking to be innovative, be agile, and operate at peak efficiencies can choose an affordable, integrated solution. The SAP® Business All-in-One for Fabricated Metal Products Companies solution supports adaptability for growth and fast deployment for a rapid ROI.



# SAP® BUSINESS ALL-IN-ONE FOR FABRICATED METAL PRODUCTS COMPANIES

## ACHIEVE SUSTAINABLE PROFITABLE GROWTH

As a fabricated metal products company, you operate in an environment characterized by ongoing market consolidation and growing government regulation. You strive to satisfy continuously changing customer needs and rising customer expectations while participating in a complex network of partners. At the same time, you must respond to competitive pressure to lower prices – even as raw material costs are rising.

To succeed, you must quickly respond to customer needs by increasing efficiency and adaptability while streamlining operations across development, procurement, manufacturing, distribution, and sales. You must also embed risk and compliance management into your core business processes, while gaining better insight into costs and profitability organization-wide.

The SAP® Business All-in-One for Fabricated Metal Products Companies solution is based on SAP's 30 years of experience working with fabricated metal products companies. This comprehensive enterprise resource planning solution delivers proven SAP software that is built on the SAP Best Practices for Fabricated Metals package. SAP Best Practices for Fabricated Metals is based on the best business practices of fabricated metal products companies that SAP has identified in several thousand implementations. With this solution, you can manage processes from development, sourcing, and manufacturing to customer service and financial

management, and get every facet of your business running smoothly. This solution comes with tools and methodologies that enable you to tailor the solution to meet your needs and enable a safe implementation that minimizes time and costs.

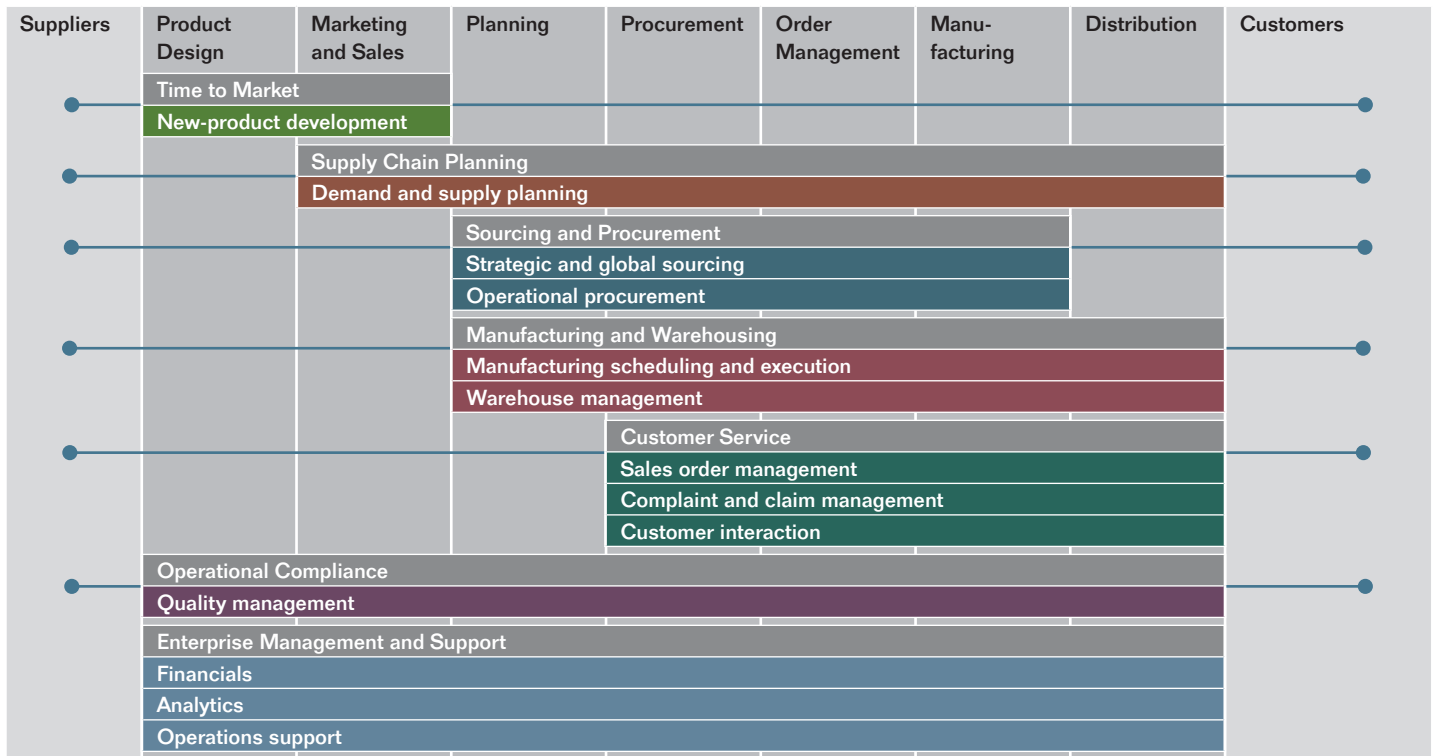
### Leverage SAP Best Practices Packages

The foundation for SAP Business All-in-One for Fabricated Metal Products Companies is SAP Best Practices for Fabricated Metals. The package delivers preconfigured software with documentation and implementation methodology that reflect the industry best practices you need to maintain a competitive advantage. SAP Best Practices for Fabricated Metals includes the following specific elements:

- Complete preconfiguration settings that let you run your software with minimal installation effort
- Extensive reusable documentation that you can use for self-study, evaluation, and project team and end-user training
- A clear implementation methodology based on a logical step-by-step process

### Support Your Process Needs

Functionality in SAP Business All-in-One solutions supports the relevant business processes for your operations, services, and financial management.



### Key Business Process Support

**Accelerate New-Product Development**  
 This SAP Business All-in-One solution provides an integrated solution to support efficient product development and to provide consistent, accurate product data across marketing, design, and manufacturing. From product specification to creation of material masters and bills of material for product costing, routing, and production scheduling, you can realize an efficient, end-to-end product development process and reduce development costs.

**Streamline Demand and Supply Planning**  
 With this solution, you can integrate processes relating to sales, operations, and material requirements planning to

help ensure consolidated, synchronized supply and demand planning. Optimized portfolio management enables better insight into product and customer profitability and allows you to optimize your assets and reduce inventories.

**Improve Strategic and Operational Procurement**  
 This SAP Business All-in-One solution enables you to optimize your vendor base by evaluating vendor pricing, service, lead times, and performance. As a result, you can negotiate better contract terms and reduce material costs, lead times, and returns. By automating global sourcing and procurement tasks – including purchase requisition creation, invoice verification, and

payment processing – you can reduce operational costs.

**Optimize Manufacturing Scheduling and Execution**  
 Because this solution integrates and synchronizes sales, production, and procurement processes, you can create feasible and optimized manufacturing schedules and consider material availability, capacity, and production resources and tools. By optimizing production planning on the basis of forecasted demand and up-to-date material, capacity, and production resource availability, you can increase plant efficiency – and reduce operational costs. You also gain better visibility and control of material flow through

support for multilevel production planning and execution.

#### Improve Warehouse Management

This SAP Business All-in-One solution helps you efficiently track, store, and move materials, enabling you to help ensure better inventory turnover for lower operating costs. With enhanced insight into product availability, you can reduce out-of-stock situations – and increase sales and customer service levels.

#### Streamline Sales Order Management

With this solution, you can efficiently process quotations and sales orders. Even when you need to process complex orders, the solution enables you to quickly determine pricing and costing, check product availability, and track and manage quotations, contracts, deliveries, and invoices.

#### Manage Complaints and Claims

This SAP Business All-in-One solution helps your customer service representatives efficiently manage the entire customer complaints and material returns process – from returns order processing to product recalls, credit memos, material replacement, and quality management.

#### Enhance Customer Interactions

This solution provides comprehensive functionality to help enable quicker response times and collaborative planning through multiple channels.

Through automated, integrated processes and efficient, comprehensive, self-service offerings, you can lower service costs. You can also improve customer service, thanks to compre-

hensive functionality that enables sales to deliver accurate product specifications, usage, price, available quantities, and delivery information to customers.

#### Improve Operational Compliance

With support for quality management processes, this solution helps you assure high product quality and higher customer satisfaction. In addition, a wide range of functionality helps you fulfill legislative requirements in areas such as environment, health, and safety, as well as implement business processes safely, effectively, and in accordance with laws and regulations.

#### Ensure Optimal Enterprise Management and Support

By integrating financial management with business processes, this solution helps ensure comprehensive financial reporting and performance management. With process integration across operational areas of the company, you have access to more accurate data. Automated accounting and controlling processes improve administrative and accounting efficiency. Just as important, you can automatically calculate and gain visibility of project, asset, and product costs throughout the life cycle. You can also monitor costs and revenue during execution, and you can access detailed reporting to support operational decision making in sales, production, and procurement.

#### Gain Rapid Implementation and High ROI

You can rapidly implement this SAP Business All-in-One solution using software that supports your business scenarios. In addition, the solution

provides methodologies supporting a phased implementation. This streamlined approach facilitates a safe implementation and helps deliver immediate business value for a high overall ROI and a low total cost of ownership.

#### SAP Business All-in-One Fast-Start Program

For those fabricated metal products companies seeking to get up and running quickly with a manufacturing solution that supports general manufacturing processes, SAP offers the SAP Business All-in-One fast-start program. This program helps you tailor a solution to suit your needs and complete the implementation phases quickly to realize all the benefits outlined above. You can also configure a solution online and get cost estimates before you implement.

#### Benefit from Industry-Specific Functionality

SAP Business All-in-One for Fabricated Metal Products Companies provides functionality that supports business processes specific to your industry, offers a proven and safe approach for fast implementation, and scales to support your business as it grows.

To find out more about how this SAP Business All-in-One solution can help your company operate more efficiently and profitably, call your SAP representative or visit us online at [www.sap.com/industries/millproducts/midsize/index.epx](http://www.sap.com/industries/millproducts/midsize/index.epx).

---

## Summary

The SAP® Business All-in-One for Fabricated Metal Products Companies solution is a comprehensive enterprise resource planning (ERP) solution based on proven best practices. Designed for rapid implementation at a predefined price, it delivers a fast ROI that helps you increase sales and decrease costs.

---

## Business Challenges

- Operate profitably amid competition and lower margins
- Gain visibility across complex collaboration networks
- Adhere to a growing number of government regulations
- Satisfy changing customer needs and rising expectations

---

## Key Features

- **New product development** – Launch quality, innovative products more quickly and cost-effectively
- **Supply chain planning** – Improve forecasting and supply chain visibility
- **Sourcing and procurement** – Optimize the vendor base, improve inventory turnover and cycle times, and reduce operational costs
- **Manufacturing and warehousing** – Optimize manufacturing schedules and inventory levels, increase plant efficiency, and ensure batch traceability
- **Customer service** – Process quotations and sales orders, manage complaints and returns, and offer self-service and multichannel interaction options
- **Operational compliance** – Assure high product quality
- **Enterprise management and support** – Ensure comprehensive financial reporting, analytics, and operations support

---

## Business Benefits

- **Improve efficiency** with a business solution containing the functionality needed to support your processes
- **Minimize total cost of ownership** as a result of the solution's flexibility and scalability for implementing enterprise-wide changes and optimizing global deployment
- **Confidently grow your business** with the help of proven ERP software from SAP
- **Improve time to value** by leveraging tools and methodologies that help you get every facet of your business running quickly and smoothly

---

## For More Information

Call your SAP representative or visit us online at [www.sap.com/industries/millproducts/midsize/index.epx](http://www.sap.com/industries/millproducts/midsize/index.epx).

50 093 997 (09/03)

©2009 by SAP AG.

All rights reserved. SAP, R/3, SAP NetWeaver, Duet, PartnerEdge, ByDesign, SAP Business ByDesign, and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and other countries.

Business Objects and the Business Objects logo, BusinessObjects, Crystal Reports, Crystal Decisions, Web Intelligence, Xcelsius, and other Business Objects products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of Business Objects S.A. in the United States and in other countries. Business Objects is an SAP company.

All other product and service names mentioned are the trademarks of their respective companies. Data contained in this document serves informational purposes only. National product specifications may vary.

These materials are subject to change without notice. These materials are provided by SAP AG and its affiliated companies ("SAP Group") for informational purposes only, without representation or warranty of any kind, and SAP Group shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP Group products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.