

SAP Solution Brief

SAP Solutions for Small Businesses
and Midsize Companies

SAP® BUSINESS All-in-One FOR IM&C SOLUTION

ACHIEVE SUSTAINABLE PROFITABLE GROWTH

Midsize industrial machinery and components manufacturers seeking to improve operating efficiencies can now choose an affordable, integrated solution. The SAP® Business All-in-One for Industrial Machinery & Components solution supports adaptability for future growth – and fast deployment for a rapid ROI.



Whether you manufacture industrial machinery or components, you operate in an increasingly competitive environment characterized by varying demand and shrinking margins. You strive to operate an integrated global supply chain that includes offshore or outsourced manufacturing and to offer new services models – such as those based on machine performance – to promote growth. In a highly competitive landscape, your customers hold the bargaining power and are increasingly demanding products delivered faster across the globe – all at lower costs.

To succeed, you must coordinate global sales, engineering, and manufacturing to accelerate design and delivery of equipment. You must also satisfy customer-specific business requirements – such as custom billing arrangements or shared inventory – and respond quickly to continuously changing customer needs. In addition, you need to offer aftermarket sales and services that differentiate you from the competition.

The SAP® Business All-in-One for Industrial Machinery & Components (SAP Business All-in-One for IM&C) solution is based on SAP's 30 years of experience working with industrial machinery and components (IM&C) companies. This comprehensive enterprise resource planning solution delivers proven SAP software that is built on the SAP Best Practices for Industrial Machinery & Components (SAP Best Practices for IM&C) package. SAP Best Practices for IM&C is based on the best business practices of IM&C companies that SAP has identified in several thousand implementations. With this SAP Business All-

in-One solution, you can manage processes from customer order management and production to regulatory compliance 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 IM&C is SAP Best Practices for IM&C, which delivers documentation and preconfigured software that reflect the industry best practices you need to maintain a competitive advantage. The package 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 methodology based on a logical step-by-step process

Support Your Manufacturing Process Needs

Functionality in SAP Business All-in-One supports the relevant business processes for your manufacturing or plant operations, from the shop floor to the back office, and from product sales to service:

- New product development and introduction
- Quote/sales cycle management
- Make-to-order and make-to-stock manufacturing

THE BEST-RUN BUSINESSES RUN SAP™



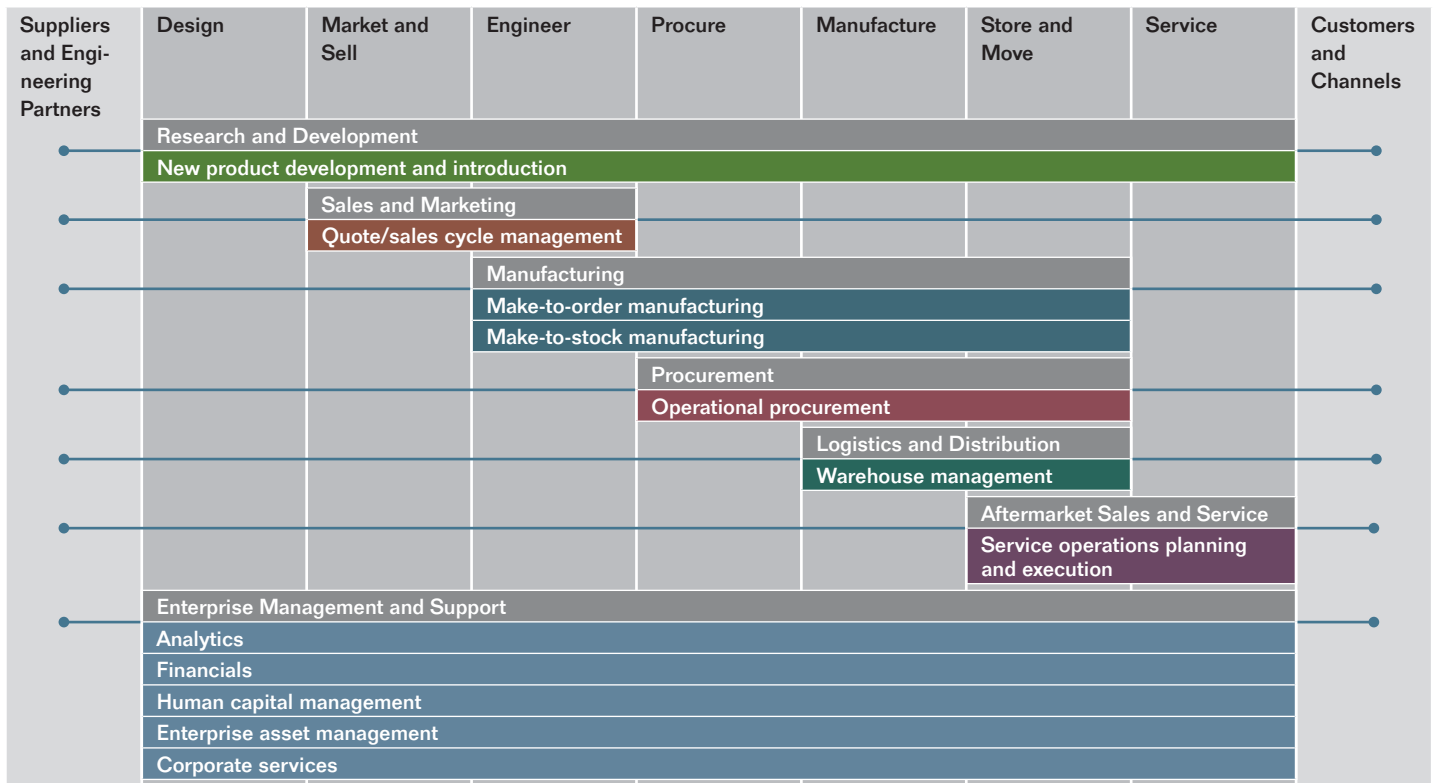


Figure: SAP® Business All-in-One for IM&C: Key Business Process Support

- Operational procurement
- Warehouse management
- Service operations planning and execution
- Enterprise management and support

Accelerate New Product Development and Introduction

Launching innovative products quickly and cost-effectively is important for your success. This SAP Business All-in-One solution enables you to define the right product strategy in line with your corporate strategy and key performance indicators. At the same time, it provides support for managing ideas,

gathering requirements, and sourcing for suppliers, as well as a central structure for cost collection and documentation management. Transparent bill of material (BOM) handling and product-data management functions help turn a product specification into an engineering BOM that can be copied to create the production BOM.

Optimize Quote and Sales Cycle Management

To ensure profitability and customer loyalty, your sales teams need to respond quickly to prospect inquiries and customer demands while effectively

managing local and global contracts in the midst of changing marketplace dynamics. Best-in-class functionality for sales within this SAP Business All-in-One solution enables your organization to configure products, determine pricing, create proposals, check product availability, acquire and enter orders, manage contracts, and track and manage orders. This translates into better front-line efficiency and effectiveness, streamlined processes – such as responses to requests for quotes and requests for proposals – across customer touch points, and rapid response to changing business and customer needs.

Harness Multiple Manufacturing Models

To thrive in today's marketplace, you need to ensure high quality throughout the manufacturing process, improve manufacturing efficiency, and achieve high rates of productivity while aggressively cutting costs. Whether you use make-to-stock, make-to-order, or configure-to-order processes – you can use this solution to optimize and run your operations effectively. You can check capacity levels as well as identify noncompliant quality lots by defining product inspection lots and related usage rules. By optimally executing the many aspects of your manufacturing processes, you can aim to achieve higher profits and marketplace wins.

Improve Procurement

Purchasing quality materials and services efficiently and cost-effectively is important for your profitability and helps you stay ahead of your competition. With this SAP Business All-in-One solution, you can automate operational tasks, whether you're procuring needed resources directly or indirectly. For instance, you can automatically convert planned requirements into purchase orders and guarantee the quality of materials and components through goods receipts inspections. Support for quotation handling enables you to compare prices and improve vendor selection.

Streamline Warehouse Management

To reduce warehousing costs and cut order fulfillment times, your organization must focus on how it manages inventory in the warehouse. By automating key warehouse activities and

improving visibility into inventory, this solution helps you reduce picking errors, decrease order lead times, and quickly and accurately respond to customer demands.

Ensure Profitable Aftermarket Sales and Service

Turning your aftermarket initiatives into profitable revenue streams requires an adequate supply of service parts and effective use of service resources so you can exceed customer expectations. This solution provides powerful support for aftermarket sales and service to help you streamline the processes involved in service planning and execution. For example, it provides visibility into the facility delivering the parts as well as the entire organization. This ability to visualize the demand pattern of the entire enterprise equips you to support sporadic parts demand efficiently and cost-effectively.

Enhance Business Processes and Agility

This SAP Business All-in-One solution supports your most important business processes – including financials, enterprise asset management, and corporate services – and provides analytics tools to help improve them. For example, with this solution, you can handle financial statements, general ledgers, and accounts payable and receivable. Features tailored to meet your unique requirements help improve the efficiency and accuracy of supply chain planning and execution, increase financial visibility, enhance scheduling and forecasting accuracy, and enable increased adaptability to changing market trends.

Gain Rapid Implementation and High ROI

You can rapidly implement the SAP Business All-in-One for IM&C 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.

The SAP Business All-in-One fast-start program

helps you tailor a solution to suit your needs and complete the implementation phases quickly to realize all the benefits outlined above. This is all made possible by the elements of SAP Best Practices for IM&C. Further, with the fast-start program, 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 IM&C 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 the SAP Business All-in-One for IM&C solution can help your company operate more efficiently and profitably, call your SAP representative or visit us online at www.sap.com/industries/machinery/midsize/index.epx.

Summary

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

Business Challenges

- Shrink time to market
- Remain competitive by reducing operating costs and increasing efficiencies
- Operate an integrated global supply chain
- Respond quickly to market opportunities and changing customer demands

Supported Business Processes and Software Functions

- **New product development and introduction** – Launch innovative products more quickly and cost-effectively
- **Quote and sales cycle management** – Improve front-line efficiency and effectiveness, streamline processes, and rapidly respond to changing business and customer needs
- **Flexible manufacturing processes** – Optimally execute all aspects of your manufacturing processes, whether make to stock or make to order
- **Operational procurement** – Purchase quality materials and services efficiently and cost-effectively
- **Warehouse management** – Automate key warehouse activities and improve visibility into inventory
- **Service operations planning and execution** – Streamline the processes involved in service planning and execution
- **Enterprise management and support** – Support and improve critical business functions, including financials, enterprise asset management, and analytics

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/machinery/midsize/index.epx.

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