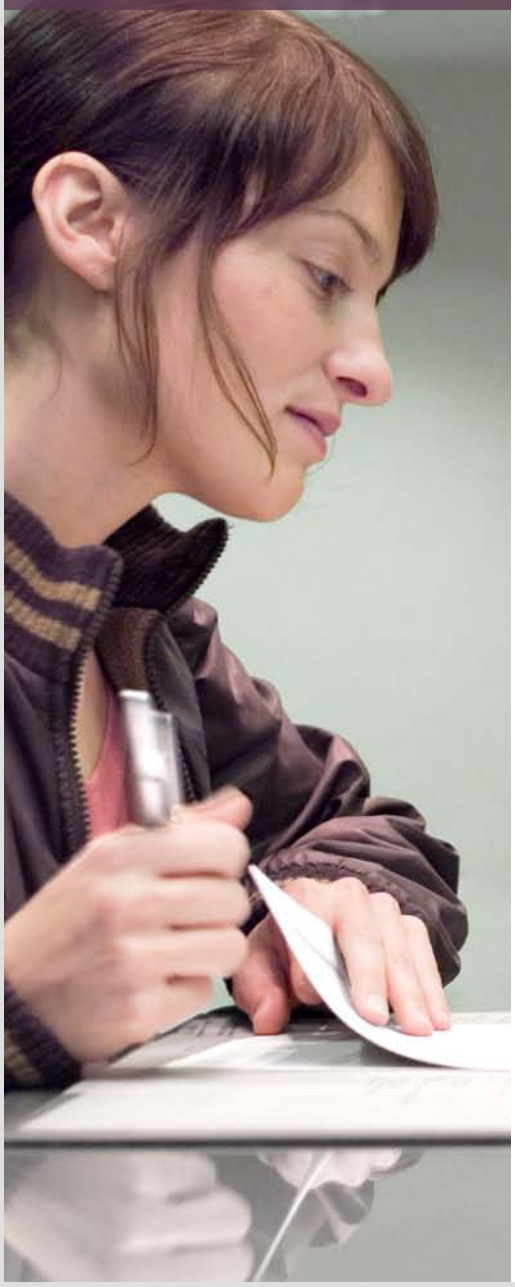
SAP Solution Brief
SAP Business Suite

SAP Supplier Relationship Management

RAPID TIME TO VALUE FOR SAP® SUPPLIER RELATIONSHIP MANAGEMENT

RAPID DEPLOYMENT OF SELF-SERVICE PROCUREMENT

A new rapid-deployment solution from SAP helps you quickly and cost-effectively deploy the self-service procurement functionality of the SAP® Supplier Relationship Management application. This deployment is provided at a predetermined time, cost, and scope for rapid time to value.



Organizations with manual procurement processes or inflexible legacy solutions often struggle with nonautomated approval processes. For these enterprises, supplier relationship management processes typically rely on paper-based purchase requisitions and purchase orders as well as manual data entry into other business systems. These processes are often error prone and time consuming, and they can compromise worker efficiency. What's more, they limit visibility into the information flow that is necessary to support the full procure-to-pay process. As a result, companies using manual procurement processes often suffer from long cycle times, maverick spending, and poor spend control.

To address these challenges, organizations need to optimize their procurement processes and strategies. They must efficiently manage the vendor pool, cut procurement expenses, and decrease maverick spending. Companies also need to boost the productivity of procurement teams and increase visibility into the entire procurement process while reducing overall cycle time.

To meet these goals, many companies already using the SAP® ERP application choose to also deploy the SAP Supplier Relationship Management (SAP SRM) application. SAP SRM helps companies reduce costs, decrease cycle times, and increase the effectiveness of procurement processes and personnel. With the application, you can efficiently manage materials and services procurement, facilitate contract compliance, and control maverick spending – empowering the procurement department to take a more strategic, value-added role in operations.

To reduce the time to value for the SAP SRM software, many chief purchasing officers, CFOs, and other executives like you are choosing to rapidly deploy the self-service procurement functionality of SAP SRM. This deployment is provided at a predetermined time, cost, and service scope, which helps you get up and running quickly with self-service procurement. Specially developed to meet the needs of small businesses and midsize companies, as well as dedicated business units of larger enterprises, this fixed-price deployed solution delivers a fast and cost-effective mechanism for realizing the benefits of SAP SRM.

Powerful Self-Service Procurement Functionality

The SAP SRM rapid-deployment solution can help you create the foundation for streamlined procurement processes. This installed solution gives you the rich self-service procurement functionality that is deployed by most companies as they begin using SAP SRM.

SAP SRM helps you ensure that employee transactions comply with purchasing policies, triggering internal controls via a powerful role-based workflow. This process reduces the administrative burden of the procurement department, and it enables efficiency and compliance by streamlining and standardizing purchasing processes.

Self-service procurement functionality empowers employees to create and manage their own requisitions with an intuitive, sophisticated browser-based interface. Users can search for goods and services in an online catalog with prenegotiated and contracted items. After users add items to a shopping cart, the approval workflow automatically generates requisitions and routes them through the approval process. Upon approval, SAP SRM creates purchase orders and dispatches them to suppliers over the Internet, without the delay or expense of additional user intervention.

Employees can manage their own purchase orders in line with company rules. You can restrict purchases to approved suppliers, using established business rules that enforce limits for individuals and departments. Because the workflow functionality routes documents for approval in compliance with approved procurement policies, the software helps ensure complete transparency and automation of governance practices.

Many chief purchasing officers, CFOs, and other executives like you are choosing to rapidly deploy the self-service procurement functionality of SAP SRM.

Workers also can check the status of their orders at any time and confirm receipt from their desktops. Managers and other approvers can review and approve requests via e-mail. The application also handles special requests quickly – for example, one-time purchases and requirements entered as free text and noncatalog requisitions.

Efficiently Manage Materials and Services Procurement

With the rapid-deployment solution, you can use the SAP SRM software to handle the following self-service procurement tasks:

- **Order goods** – Use shopping carts to order indirect goods and services using free text and external catalogs
- **Document procurement activities** – Create necessary follow-on documents, such as purchase orders, in the SAP ERP application
- **Process receiving** – Handle receiving tasks, such as confirmations, from your desktop
- **Perform invoicing** – Create invoices and enter procurement data, using either the classic or extended classic mode in SAP ERP
- **Manage purchase orders** – Create, process, and monitor purchase orders
- **Address carry-out sourcing** – Use buyer work lists to handle tasks such as processing unsourced shopping carts
- **Approve purchases** – Deploy controlled procurement approvals, with four optional levels of approval
- **Secure data** – Protect your data with SAP SRM security and user authorization features
- **Enable Web-based access** – Provide access to online information using the SAP NetWeaver® Portal component

- **Build for the future** – Lay the foundation for a comprehensive supplier relationship management practice. You can also benefit from other SAP predefined services that help you meet strategic supplier relationship management needs, such as catalog procurement, contract management, and sourcing.

Rapid Time to Value in a Fixed-Cost Deployment

The SAP SRM rapid-deployment solution or self-service procurement is designed to help organizations that use SAP ERP to enhance their supplier relationship management practices – with a high return on investment and a low total cost of ownership. This rapid deployment can help you quickly launch the self-service procurement functionality of the SAP SRM software. Relying on industry best practices and using a prescriptive scope, the service enables you to realize continued business process improvement at a fixed price.

During the deployment, qualified experts from SAP Consulting use rapid prototyping and precoded enhancements called accelerators to deliver the self-service procurement functionality of SAP SRM. Because these tools have been tested at multiple customer sites, they help you deploy the software in weeks rather than months and at a low, predictable price that dramatically reduces your overall implementation cost as well as your project risk.

During deployment, the SAP team works with your IT organization to help ensure your needs are met. SAP personnel:

- Deliver a predefined project plan, a blueprint, and configuration guides that can be personalized based on your defined scope
- Set up the development, quality assurance, and production systems
- Conduct an initial on-site workshop to refine their understanding of your requirements and communicate the details of the rapid deployment
- Remotely perform software installation and configuration
- Customize and test the application to help ensure it meets your expectations
- Provide documentation handoff and support when you go live

Delivery Options

Depending on your organization's readiness, you can select from two delivery options for this rapid deployment.

When you go live based on a prescribed project scope, your software is delivered ready for production. You determine when to launch the software. With this option, SAP provides one week of support services after the date that you go live.

You can also choose the blueprint workshop option, in which SAP delivers the software and conducts a workshop to understand your detailed customer requirements. SAP consultants refine the deployment to meet your needs and then implement the software in a second phase of the project.

Foundation for Supplier Relationship Management Excellence

Rapid deployment of the self-service procurement functionality of SAP SRM delivers a variety of valuable business benefits. The deployed solution helps you optimize your procurement and sourcing activities while increasing the effectiveness of your supplier management. With a cost-effective deployment that is complete within weeks, not months, you can reduce implementation costs, speed time to value, and achieve rapid return on investment. The software helps you enhance compliance and increase the transparency of your procurement activities. Test processes and support for industry best practices during deployment help you mitigate risk. In creating the foundation for more efficient, cost-effective procurement processes, this solution can help you lay the groundwork for supplier relationship management excellence.

The SAP SRM rapid-deployment solution is designed to help organizations that use SAP ERP to enhance their supplier relationship management practices – with a high return on investment and a low total cost of ownership.

Find Out More

To learn more about how SAP can help you rapidly realize the benefits of self-service procurement functionality, visit us at www.sap.com/services/bysubject/predefined-services or call your SAP representative.

SAP: Delivering IT-Powered Business Innovation

SAP delivers products and services that help accelerate business innovation for our customers. We believe that doing so will unleash growth and create significant new value – for our customers, SAP, and, ultimately, entire industries and the economy at large. Today, customers in more than 120 countries run SAP applications – from distinct solutions addressing the needs of small businesses and midsize companies to suite offerings for global organizations.

QUICK FACTS

www.sap.com/contactsap

Summary

SAP offers a new rapid-deployment solution to help companies deploy the self-service procurement processes of the SAP® Supplier Relationship Management (SAP SRM) application. This rapid-deployment solution, which is provided at a predetermined time, cost, and service scope, offers the rich procurement functionality of the SAP SRM application with rapid time to value.

Business Challenges

- Optimize procurement processes and strategies
- Efficiently manage the vendor pool
- Reduce procurement expenses
- Decrease maverick spending
- Increase the productivity of procurement teams
- Increase visibility into procurement processes
- Reduce cycle time

Key Features

- **Rich self-service procurement functionality** – Efficiently manage materials and services procurement, facilitate contract compliance, and control maverick spending with comprehensive supplier and procurement management features
- **Intuitive browser-based interface** – Enable employees to create and manage their own requisitions
- **Predefined implementation service** – Implement software at a predetermined time, cost, and service scope
- **Choice of delivery options** – Pick your date to go live based on a prescribed project scope or use the blueprint workshop to refine your requirements and deployment
- **Foundation for supplier relationship management excellence** – Create a base for a comprehensive supplier relationship management practice

Business Benefits

- **Optimize procurement and sourcing activities,** with increased control over spending and sourcing activities
- **Reduce implementation costs and achieve rapid ROI,** through the fixed-time, fixed-scope, fixed-price implementation service
- **Enhance compliance** by improving visibility into procurement practices
- **Manage suppliers effectively** using automated workflows and standardized processes
- **Mitigate project risk** through tested processes and support for best practices

For More Information

Contact your SAP representative, or visit us at www.sap.com/services/bysubject/predefined-services.

50 103 321 (10/12)

©2010 SAP AG. All rights reserved.

SAP, R/3, SAP NetWeaver, Duet, PartnerEdge, ByDesign, SAP BusinessObjects Explorer, 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 Software Ltd. in the United States and in other countries.

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.