Achieve Sustainable, Profitable Growth with SAP® Software for IM&C Manufacturers

The Best-Run Businesses Run SAP™

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Improve operating efficiencies and streamline key processes

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Like most midsize industrial machinery and components (IM&C) manufacturers today, you operate in a competitive environment characterized by varying demand and tight margins. You manage an integrated global supply chain that includes offshore or outsourced manufacturing. Your customers hold the bargaining power and demand highly configured products delivered faster across the globe.

To succeed, you must coordinate global engineering, sales, manufacturing, supply chain, and service to accelerate design, delivery, and maintenance of your equipment and machinery. And your aftermarket sales and services must support your competitive standing.

Manufacturers seeking to improve operating efficiencies can now choose an affordable, integrated solution designed for growing businesses. The SAP® Business All-in-One for Industrial Machinery & Components solution supports adaptability for future growth – and fast deployment for a rapid ROI. SAP software can help your company run better by:

- Compressing sales-cycle times through streamlined quoting and sales of configurable products, services, and solutions
- Minimizing time to profit for new projects through efficient engineering, procurement, production, and maintenance
- Reducing supply chain costs and improving service levels through rapid response to changes across a collaborative network of employees, suppliers, and customers

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Take advantage of deep industry experience – and affordability

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Leverage SAP Best Practices packages

Comprehensive support for key processes

From streamlined operations to supply chain management

From customer service to profitability analysis

SAP Business All-in-One for IM&C is based on decades of experience SAP has accumulated by working with industrial machinery and components manufacturers. With this comprehensive enterprise resource planning (ERP) solution, you get:

- Support for industry best practices
- Comprehensive, integrated business functionality to help you gain visibility across your business and streamline your core business processes – from engineering, sales, manufacturing, supply chain, and service to procurement, financials, information technology, and human resources
- A flexible and scalable foundation for your business processes, built on the proven SAP NetWeaver® technology platform
- Extensibility through preintegrated functionality for customer relationship management, supplier relationship management, and business intelligence
- Forward compatibility with technology innovations, such as enterprise mobility, in-memory computing, business analytics, and on-demand solutions
- An intuitive interface and role-based navigation to improve user productivity and adoption

With SAP Business All-in-One for IM&C, you get the best of the best from SAP, the market leader in enterprise application software.

SAP® Business All-in-One

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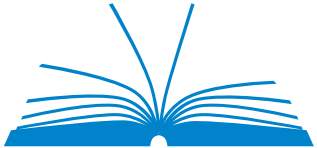
Each SAP Business All-in-One solution is based on SAP Best Practices packages. These packages deliver a proven implementation methodology, documentation, tools, and preconfiguration that builds in support for best business practices learned from more than 6,000 of SAP's IM&C customers worldwide. All key functional areas are covered, including financials, human resources, information technology, engineering, sales, manufacturing, supply chain, and service. However, the software is also equipped to support your individual business needs.

With the solid foundation that SAP Best Practices packages provide, you can implement your SAP Business All-in-One solution in significantly less time than typically required and at a predictable, affordable cost. Whether you leverage all supported best practices during initial implementation or start with what you need and add more later, your implementation can bypass complex, resource-intensive steps. And rather than start from scratch, your partner and project team can tailor the software to your specific requirements, which accelerates implementation.



Preconfiguration settings let you run the software with minimal effort. Use extensive reusable documentation for self-study, evaluation, and training.

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SAP Business All-in-One for IM&C supports key operational processes, from the shop floor to the back office and from product sales to service (see figure on next page).

Product development – The solution enables you to define the right product strategy in line with corporate objectives and key performance indicators. It supports processes for managing ideas, gathering requirements, and sourcing for suppliers, as well as a central structure for cost collection and documentation management. Transparent bill-of-materials (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. As a result, you can launch innovative products quickly and cost-effectively.

Quotation and sales order management – Now, your sales team has tools that maximize productivity and help meet customer demands. Sales order management functionality facilitates sales quotations, sales order processing, delivery, billing, and payment for configurable products, services, and solutions. The solution supports your order-to-cash process from sales order creation to settlement of customer accounts. And whether you use direct sales or indirect sales, you can analyze the run-rate data and consolidate the information to perform analyses.

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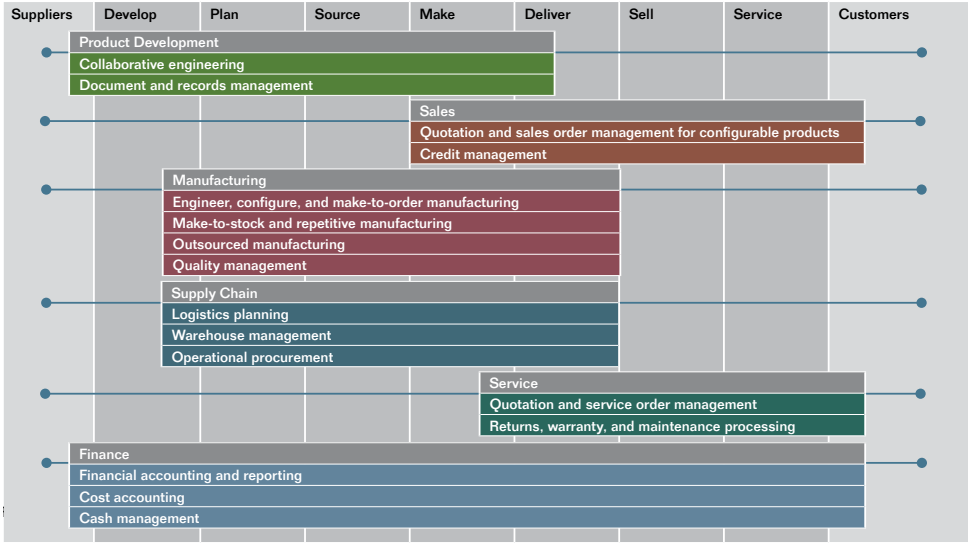

Figure: Key business-process support for industrial machinery and components manufacturers

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From streamlined operations to supply chain management

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Multiple manufacturing models – Today, you must ensure high quality throughout the manufacturing process, improve 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 gains.

Supply chain operations – Purchasing quality materials and services efficiently and cost-effectively is important for your profitability and helps you stay ahead of your competition. This solution automates operational tasks, whether you're procuring needed resources directly or indirectly. By automating key warehouse activities and improving visibility into inventory, you can reduce picking errors, decrease order lead times, and quickly and accurately respond to customer demands.

You can execute all aspects of your manufacturing processes, whether make-to-stock or make-to-order, with support from this flexible software.

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From customer service to profitability analysis

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Customer service – With SAP Business All-in-One for IM&C, you can enhance your customer service management, service execution, consulting and engagement management, professional services delivery management, and customer maintenance. Full support for service-contract planning and execution and for compliance with service-level agreements helps your organization deliver the highest levels of customer satisfaction.

Financial management – By integrating financial management with business processes, this solution helps ensure comprehensive financial reporting and performance management. Automated accounting and controlling processes help improve administrative and accounting efficiency. Furthermore, with access to tools and a single analytic platform for the enterprise in a cross-functional and collaborative environment, you can generate a complete picture of your business.

Profitability and business insight – You can control profit drivers, tightly link strategic plans to operational performance, and enable a single analytic platform for your business. Analytic tools enable you to define financial targets, develop a realistic business plan, and monitor costs and revenue during execution. From a single source, you can also identify which products, technologies, customers, and processes will drive top-line growth and bottom-line earnings.

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Industry-specific functionality and phased implementation

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SAP Business All-in-One for IM&C supports business processes specific to your industry. It offers a safe approach to help you realize fast time to value and scales to support your business as it grows. You can implement this solution now and then extend the functionality to address any additional requirements – both additional industry-specific processes and core business processes, in areas such as HR and IT. In short, the solution helps you:

- Accelerate product development
- Streamline quotation and sales order management
- Harness multiple manufacturing models
- Improve supply chain operations
- Manage services for profitability
- Integrate finance and accounting
- Enhance profitability and business insight

RAPID DEPLOYMENT ACCELERATES TIME TO VALUE

For smaller manufacturers, the SAP Business All-in-One rapid-deployment solution enables you to deploy a foundational SAP Business All-in-One solution with fixed scope for a fixed cost and in a predictable time frame. Complete with preconfigured software to support specific business processes for manufacturers, the SAP Business All-in-One rapid-deployment solution reduces implementation time, lowers project risk, and shortens time to value.

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Summary

SAP® Business All-in-One for Industrial Machinery & Components is a comprehensive enterprise resource planning (ERP) solution based on proven best practices. Designed for rapid implementation at a predefined price, the software can help you realize a fast return on investment.

Objectives

- Compress sales-cycle times for products and services
- Minimize time to profit for new projects
- Reduce manufacturing and supply chain costs

Solution

- Management of new-product development and introduction
- Management of quote and sales-cycle processes
- Support for flexible manufacturing processes
- Automation of operational procurement and warehouse management
- Service operations planning and execution

Benefits

- Improved efficiency through automated support for business processes
- Minimized total cost of ownership with flexible, scalable software
- Proven ERP software supporting business growth
- Improved time to value with tools and methodologies that help you get your business running quickly and smoothly

For More Information

Call your SAP partner, or visit us online at www.sap.com/businessallinone.

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