SAP Business All-in-One

SAP Solution Brief
SAP Solutions for Small Businesses and Midsize Companies

SAP Business All-in-One

SAP® SOFTWARE TAILORED FOR SEMICONDUCTOR AND PHOTOVOLTAIC COMPANIES

ACHIEVE SUSTAINABLE, PROFITABLE GROWTH

Midsize semiconductor and photovoltaic companies seeking to improve operating efficiencies have an affordable, integrated solution. The SAP® Business All-in-One for High Tech solution, specialized for semiconductor and photovoltaic companies, is designed for rapid implementation, adaptability, and fast ROI.

Like most midsize semiconductor and photovoltaic companies today, your organization faces many challenges that characterize a volatile and maturing market. These include global competition, changing demand patterns, a need to respond to opportunities in emerging markets, and heightened regulatory pressures. While you search for practical and affordable ways to meet these challenges, you are constantly looking for new ways to improve your operations and profitability.

To succeed, you must coordinate global sales, manage a diversified portfolio, and deal with a supply chain that may be poorly integrated and fraught with manual and siloed business processes. Plus, you need to satisfy customer demands for on-time delivery, competitive pricing, and innovative products.

The SAP® Business All-in-One for High Tech solution, specialized for semiconductor and photovoltaic companies, is based on SAP's more than 35 years of experience working with high-tech companies. This comprehensive and flexible enterprise resource planning (ERP) solution includes support for industry best practices. With this SAP Business All-in-One solution, you get:

- Comprehensive, integrated business functionality to help you gain visibility across your business and streamline your core business processes – from marketing, sales, and service to procurement, planning, production, financial management, and business analytics
- A flexible and scalable foundation for your business processes, built on the proven SAP NetWeaver® technology platform
- An ERP solution that can be extended with preintegrated customer relationship management and business intelligence functionality
- An intuitive interface and role-based navigation to improve user productivity and adoption

Leverage SAP Best Practices Packages

Each SAP Business All-in-One solution is built on SAP Best Practices packages that deliver a proven implementation methodology, documentation, and preconfiguration. SAP Best Practices reflects SAP's years of business expertise and the best business practices of more than 6,000 customers worldwide in more than 20 industries. Each best practice supports integration of your process flows when you use your SAP Business All-in-One solution.

SAP Best Practices packages provide a solid foundation for SAP Business All-in-One solutions, enabling you to implement a sophisticated solution in a fraction of the time typically required and at a predictable, affordable cost. SAP Best Practices packages offer methods and tools for you to implement best business practices in key functional areas for your industry, such as those that support accounting, sales, and manufacturing. Whether you leverage all supported best practices during initial

implementation or start with what you need and add more later on, you'll avoid some complex and resource-intensive steps in implementing your SAP Business All-in-One solution. With these best practices, your partner and your project teams can help accelerate implementation by focusing on tailoring the software to your specific company requirements, rather than starting from scratch.

This SAP Business All-in-One solution gives you:

- 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 for High Tech, specialized for semiconductor and photovoltaic companies, supports key processes for your operations, from the shop floor to the back office, and from product sales to service (see the figure).

Optimize Collaborative Product Development

Even when midmarket semiconductor and photovoltaic companies outsource R & D and buy patents, they need visibility into and control over the product development process. With this SAP Business All-in-One solution, your company can plan, manage, and track product development done internally, externally, or in a mixed mode with centralized project management tools. In addition, centralized document management with change management functionalities makes it possible to share and trace data across the company.

Streamline Procurement and Decision Making

This SAP Business All-in-One solution helps high-tech companies streamline their procurement processes. Because of the powerful integration of manufacturing, planning, sales, and financial information, you can manage everything from materials sourcing with vendor evaluation, through purchasing invoice verification, to payment processing. Plus, you gain access to centralized

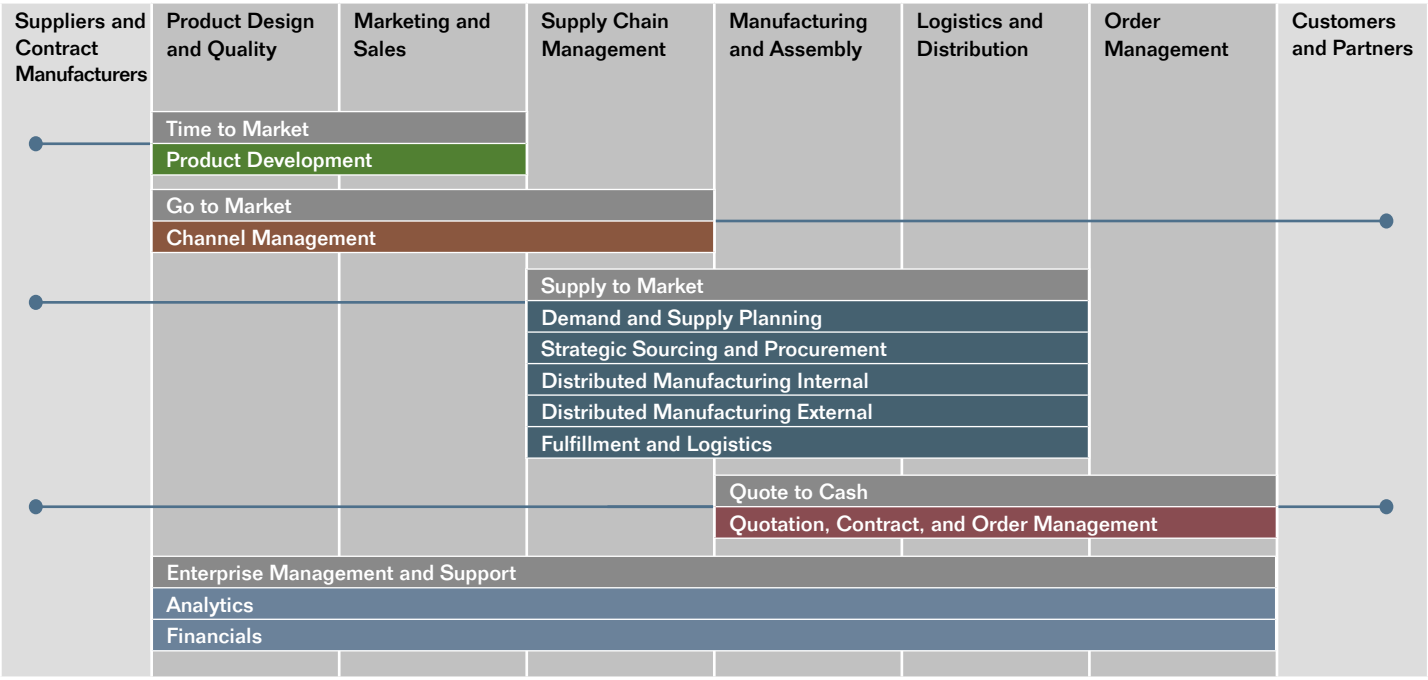

Figure: Key Business Process Support for Semiconductor and Photovoltaic Companies

information for a better view of procurement and improved decision making for internal or subcontracted activities.

Synchronize Demand and Supply Planning

With this solution, you can integrate processes relating to sales, operations, production, and materials requirements planning to help ensure consolidated, synchronized supply and demand planning. Optimized portfolio management enables better insight into product and customer profitability. At the same time, by synchronizing your sales and revenue planning with production planning, the solution enables you to optimize your assets and reduce inventories.

Enhance Inventory Management

Managing inventory levels and avoiding inventory dislocations, both high and low, are high priorities. With this solution, you can synchronize inventory management with sales, customer service, and production. Support for quality inspection at delivery receipt (for outsourced materials or finished products) and delivery enables your warehouse workers to help ensure batch traceability across the supply chain, as well as preempt quality issues.

Improve Manufacturing

Because this solution lets you automate and integrate your processes, you can base production planning on forecasted demand, as well as monitor material, capacity, and production resource availability. The result is shorter lead times and superior asset and inventory utilization.

Enhance Sales Processes and Quality

Configured for semiconductor and photovoltaic companies, this solution streamlines and automates processes across the entire order-to-cash lifecycle. Specifically, it integrates with and updates key processes, such as those used to manage finances, purchasing, production, quality control, and foreign trade. As a result, your sales team can quickly and accurately determine order status and pricing, check product availability, run rates, and track and manage invoices. This helps you reduce sales cycle time and ultimately increase revenue and customer service levels.

This solution helps your customer service representatives efficiently manage the material returns process for better quality assurance and higher customer satisfaction. Your employees can manage the customer's delivery, payment, and account reconciliation questions and improve product quality and vendor responsiveness.

Enhance Profitability and Business Insight

With this SAP Business All-in-One solution, you can control profit drivers, tightly link strategic plans to operational performance, and enable a single analytical 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.

Benefit from Industry-Specific Functionality

This SAP Business All-in-One solution supports business processes specific to your industry and supports a phased implementation. It offers a safe approach to help you realize fast time to value, and it scales to support your business as it grows. You can implement this solution now and work with one of our partners, who can extend the functionality to address any additional requirements.

Find Out More

To find out more about how SAP Business All-in-One for High Tech, specialized for semiconductor and photovoltaic companies, can help your company operate more efficiently and profitably, call your SAP representative or visit us online at www.sap.com/sme/solutions/businessmanagement/businessallinone/hightech.

Fast-Start Program Accelerates Time to Value

For smaller midsize semiconductor and photovoltaic companies, the SAP® Business All-in-One fast-start program provides a simplified process to evaluate, acquire, and implement a solution. The program offers innovative tools and methodologies to plan a solution online, receive an immediate cost estimate, and shorten implementation times. SAP enables its partners to offer preconfigured, pretested software that can be preinstalled on optimized hardware from selected hardware providers.

QUICK FACTS

www.sap.com/contactsap

Summary

The SAP® Business All-in-One for High Tech solution, specialized for semiconductor and photovoltaic companies, is a comprehensive enterprise resource planning (ERP) solution based on proven best practices aggregated from thousands of industry implementations. Designed for rapid implementation at a predefined price, the software can help you realize a fast ROI by supporting increased sales and decreased costs.

Business Challenges

- Ensure profitability in a highly competitive marketplace
- Coordinate global sales
- Ensure on-time delivery
- Gain visibility across complex supply chains
- Deliver innovative products at low cost

Key Features

- **Product development** – Enable integrated, comprehensive product development processes
- **Supplier collaboration** – Automate and streamline procurement processes
- **Supply chain planning and execution** – Help ensure consolidated, synchronized supply and demand planning, maintain low inventory levels, and avoid out-of-stock situations
- **Manufacturing** – Optimally plan and execute manufacturing processes
- **Sales and marketing support** – Streamline, automate, and integrate sales processes with other key processes, while efficiently managing the entire customer service and material returns process
- **Quality management and compliance** – Manage and help ensure high product and process quality, and document quality compliance for audits

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/sme/solutions/businessmanagement/businessallinone/hightech.

50 099 090 (10/03)

©2010 SAP AG. All rights reserved.

SAP, R/3, SAP NetWeaver, Duet, PartnerEdge, ByDesign, Clear Enterprise, 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 SAP France 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.