



SUNFLOWER

A STRONG START FOR A BRIGHT IDEA

QUICK FACTS

Company

- Name: Sunflower Corporation
- Location: Boulder, Colorado
- Industry: High tech
- Products and services: Natural and hybrid lighting systems
- Web site: www.sunflowercorp.biz

Challenges and Needs

- Complete, on-demand business solution that will put processes and best practices in place for aggressive marketing and manufacturing ramp-up following finalization and approval of the initial product
- Support for continuously evolving business operations and processes

Why SAP® Business ByDesign™

- Low cost of ownership with on-demand software, volume knowledge transfer, built-in learning environment, and automated service and support
- Visibility into customer relationship management, logistics, and production to support management reporting and analysis across the entire business
- Ability to adapt and scale as business processes change and the company grows
- Easy deployment, maintenance, and configuration, with lean IT resources

“We want to be sure that the software we invest in will meet our needs today, as we first go to market, as well as down the road, when business is off and running. SAP Business ByDesign gives us an integrated solution that spans all our business needs and has the flexibility we need to expand. It doesn’t lock us into where we are today; like our lighting systems, it will continue to enable opportunities for productivity and efficiency for many years to come.”

Peter Novak, CEO, Sunflower Corporation

The Challenge

Sunflower Corporation, a start-up company located in Colorado, has a bright idea: use sunlight to more effectively illuminate interior spaces of schools, offices, retail stores, and other commercial space. With plans to go to market very soon, Sunflower realizes their assortment of stand-alone spreadsheets on employees’ PCs and its PC-based accounting package will wilt quickly under the designs and demands of its lean supply chain and aggressive customer acquisition plans. Sunflower needs an integrated software solution that will adapt to its rapidly changing business environment as the company grows nationally and globally in the months and years ahead. And Sunflower needs it quickly, in order to lay a foundation of integrated processes and management reporting while the company is still young.

The Solution – SAP® Business ByDesign™

For now and the future, Sunflower has selected the SAP® Business ByDesign™ solution for end-to-end support of the entire business – from sales, services, and marketing to procurement, fabrication, and financial management – with sophisticated functionality at a low total cost of ownership. The built-in flexibility and scalability of SAP Business ByDesign are essential for Sunflower. The on-demand solution will enable the company to be productive from day one and will supply the young organization with the tools necessary to configure its operational processes and then change them quickly and cost-effectively as new business requirements spring up – all without a large IT infrastructure and staff. As the business gets underway, built-in analytics will help Sunflower managers make informed decisions – ensuring a bright future for the company.



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