SAP Solution Brief
SAP Solutions for Small Businesses and Midsize Companies

SAP Business All-in-One for Mill Products

SAP® Software Tailored for Fabricated Metal Products Companies

Quick Facts

Summary

The SAP® Business All-in-One for Mill Products solution, specialized for fabricated metal products companies, is a comprehensive enterprise resource planning (ERP) solution based on proven best practices resulting from the culmination of thousands of industry implementations. Designed for rapid implementation at a predefined price, the software can help you realize a fast ROI to support increased sales and decreased costs.

Business Challenges

- Operate profitably amid competition and lower margins
- Gain visibility across complex collaboration networks
- Adhere to growing number of regulations
- Satisfy changing customer needs and expectations

Key Features

- **Time to market** – Launch quality products more quickly and cost-effectively
- **Supply chain planning** – Improve forecasting and supply chain visibility
- **Sourcing and procurement** – Optimize vendor base, improve inventory turnover and cycle times, and reduce costs
- **Manufacturing and warehousing** – Optimize schedules and inventory levels, increase efficiency, and enable batch traceability
- **Customer service** – Process quotations and sales orders, and manage complaints and returns
- **Operational compliance** – Help ensure high product quality
- **Enterprise management and support** – Enable comprehensive financial reporting, analytics, and operations support

Business Benefits

- **Improve efficiency** with automated support for your business processes
- **Minimize total cost of ownership** with flexible, scalable software that supports implementation of enterprise-wide changes and global deployment
- **Grow your business** with the help of proven ERP software from SAP
- **Improve time to value** with tools and methodologies that help you get your business running quickly and smoothly

For More Information

Visit us at www.sap.com/sme/solutions/businessmanagement/businessallinone/millproducts/fabricatedmetals.epx.

SAP Business All-in-One

In a fabricated metal products company, you operate in an environment characterized by ongoing market consolidation and increasing regulation. You strive to satisfy continuously changing customer needs and rising expectations while participating in a complex network of business partners. At the same time, you must balance the need for competitive pricing while ensuring profitability.

To succeed, you must quickly respond to customer needs by increasing efficiency and adaptability while streamlining operations across development, procurement, manufacturing, distribution, and sales. You must also embed risk and compliance management into core business processes while gaining better insight into costs and profitability organization-wide.

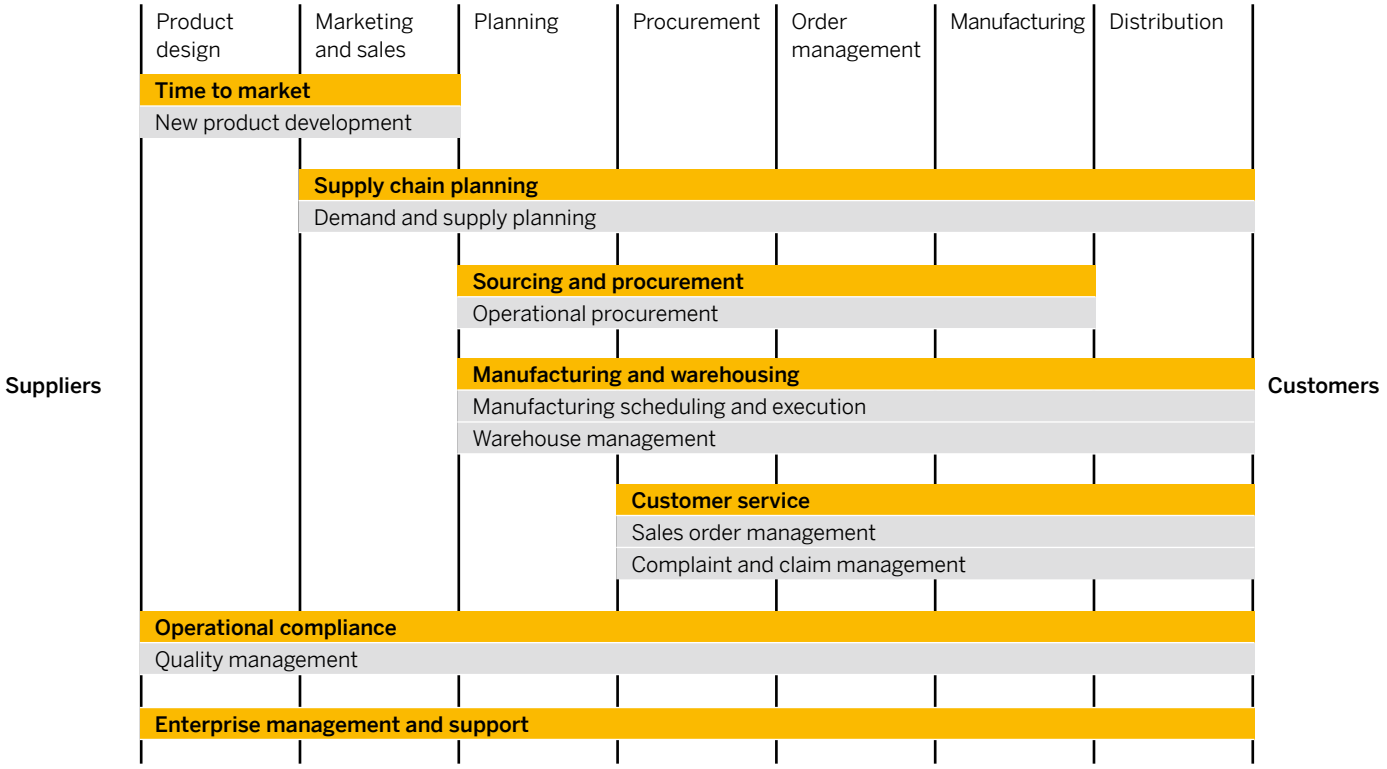
The SAP® Business All-in-One for Mill Products solution, specialized for fabricated metal products companies, is based on extensive experience accumulated during decades of close collaboration with fabricated metal products companies. This comprehensive and flexible enterprise resource planning (ERP) solution includes support for industry best practices. With this 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 functionality for customer relationship management, supplier relationship management, and business intelligence
- 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 proven implementation methodology, documentation, and preconfiguration. SAP Best Practices reflects SAP's years of business expertise and the best

Figure: Key Business Process Support for Fabricated Metal Products Companies.



business practices of more than 6,000 customers worldwide in more than 20 industries. Along with built-in support for the specialized best practices of the industry, the software equips you with the methods of the best-run companies in the industry, with the flexibility to support your own unique practices.

SAP Best Practices packages provide a solid foundation for SAP Business All-in-One solutions, letting you implement a sophisticated solution in a fraction of the time typically required and at a predictable, affordable cost. You gain methods and tools 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 the initial implementation or start with what you need and add more later, you can avoid complex, resource-intensive steps. Your partner and your project teams can help accelerate implementation by tailoring the software to your specific requirements rather than starting from scratch.

SAP Business All-in-One solutions give 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 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 Mill Products, specialized for fabricated metal products companies, supports the relevant business processes for your operations, services, and financial management (see figure).

Accelerate New Product Development

The solution supports efficient product development and provides consistent, accurate product data across marketing, design, and manufacturing. From product specification to creation of material masters and bills of material for product costing, routing, and production scheduling, you can realize an efficient, end-to-end product development process and reduce development costs.

Streamline Demand and Supply Planning

You can integrate processes relating to sales, operations, and material requirements planning to help ensure consolidated, synchronized supply and demand planning. Optimized portfolio management enables better insight into product and customer profitability and lets you optimize assets and reduce inventories.

Integrate Sourcing and Procurement

Regardless of the size of your company, you need to optimize your vendor base by evaluating vendor pricing, service, and performance. As a result, you can negotiate better contract terms and reduce material costs, lead times, and returns.

FAST-START PROGRAM ACCELERATES TIME TO VALUE

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

With this solution, you have the configurations you need to automate global sourcing and procurement tasks – including purchase requisition creation, invoice verification, and payment processing.

Optimize Manufacturing Scheduling and Execution

You can create feasible and optimized manufacturing schedules and consider material availability, capacity, and production resources and tools. By optimizing production planning on the basis of forecasted demand and up-to-date material, capacity, and resource availability, you can increase plant efficiency – and reduce operational costs. You also gain better visibility and control of material flow through support for multilevel production planning and execution.

Improve Warehouse Management

This solution helps you efficiently track, store, and move materials, giving you better inventory turnover for lower

Functionality in SAP Business All-in-One for Mill Products, specialized for fabricated metal products companies, supports key processes for your operations, from the shop floor to the back office and from product sales to service.

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operating costs. With enhanced insight into product availability, you can reduce out-of-stock situations – and increase sales and customer service levels.

Streamline Sales Order Management
You can efficiently process quotations and sales orders. Even when you need to process complex orders, the solution enables you to quickly determine pricing and costing, check product availability, and track and manage quotations, contracts, deliveries, and invoices.

Manage Complaints and Claims
This solution helps your customer service representatives efficiently manage the entire customer complaints and material returns process – from returns order processing to product recalls, credit memos, material replacement, and quality management.

Improve Product Quality
You have the information and settings to help ensure product quality, monitor and improve production standards, and document compliance for potential audits.

Help Ensure Optimal Enterprise Management and Support
By integrating financial management with business processes, this solution helps ensure comprehensive financial reporting and performance management. With process integration across operational areas of the company, you can access more accurate data. You can automatically calculate and gain visibility of project, asset, and product costs throughout the lifecycle. You can also monitor costs and revenue during execution and can access detailed reporting to support operational decision making in sales, production, and procurement.

BENEFIT FROM INDUSTRY-SPECIFIC FUNCTIONALITY

This 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 scales to support your business as it grows. You can implement it 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 Mill Products, specialized for fabricated metal products companies, can help you operate more efficiently and profitably, call SAP or visit us at www.sap.com/sme/solutions/businessmanagement/businessallinone/millproducts/fabricatedmetals.epx.

The Best-Run Businesses Run SAP™