SAP Business ByDesign™

SAP Customer Success Profile
Professional Services

3V SOLUTIONS
DRIVING GROWTH WITH A SCALABLE, ON-DEMAND BUSINESS MANAGEMENT SOLUTION

As a leading SAP channel and services partner, 3V Solutions delivers SAP® Business All-in-One solutions to small and midsize companies, provides implementation support, and optimizes its customers' business processes. To manage its growing business, the firm relies on the SAP Business ByDesign™ solution.

"With its on-demand delivery model, SAP Business ByDesign gives us the benefits of a large-scale business management application without the need for a large, expensive IT infrastructure. And because it's scalable, we can start small and integrate new functionality as needed."

Mark Dendinger, Principal, 3V Solutions

QUICK FACTS

Company
- Name: 3V Solutions
- Location: Atlanta, Georgia
- Industry: Professional services
- Products and services: Sales, implementation, and support of SAP® solutions in a variety of industries
- Revenue: US$12 million
- Employees: 50
- Web site: http://3vsolutions.com

Challenges and Opportunities
- Support growth by tracking existing customer accounts and new market opportunities throughout their lifecycle
- Improve project planning and management
- Increase visibility across the business

Objectives
- Deploy an integrated, on-demand solution that supports preconfigured, best practices–based processes for customer relationship management
- Scale the solution cost-effectively to support additional key business functions as needed in the future

SAP Solutions and Services
SAP Business ByDesign™ solution

Implementation Highlights
- Rapid, cost-effective deployment through the use of a software-as-a-service (SaaS) model
- On-demand customer relationship management functionality

Why SAP
- Hosted SaaS solution
- Trusted brand
- Low cost of entry

Benefits
- Integrated business management solution without the cost of building a large IT infrastructure
- Greater control over customer projects
- Enhanced reporting to provide in-depth and timely business insight and respond to customer needs
- Less strain on IT's budget and resources
- Better resource planning
- Improved decision making

3V SOLUTIONS

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