#### **SAP Solution Brief**

SAP Solutions for Small Businesses and Midsize Companies

SAP Business All-in-One for Healthcare

### **SAP®** Software Tailored for Healthcare Providers



### **Quick Facts**

#### Summary

The SAP® Business All-in-One for Health-care solution is a comprehensive enterprise resource planning (ERP) solution based on proven best practices that can be extended to include revenue cycle and other functionality. Designed for rapid implementation at a predefined price, the software can help you realize a fast ROI.

#### **Business Challenges**

- Streamline operations and improve operational efficiency and effectiveness to increase employee satisfaction and productivity
- Overcome disjointed, nonintegrated systems that make full visibility into operations difficult and hamper effective decision making
- Contain rising costs and expenses and improve margins
- Reduce errors, enhance treatment quality, and increase patient safety and satisfaction

#### **Key Features**

- Partner management Support partner relationships to optimize the procurement, management, and payment of critical providers of goods and services
- Supply chain management Manage comprehensive procurement-cycle and logistics execution, thus meeting healthcare industry–specific requirements
- Financials and controlling Help ensure comprehensive financial reporting, analytics, and operations

#### **Business Benefits**

- Improve efficiency through automated support for your business processes
- Minimize total cost of ownership with flexible, scalable software that supports implementation of organization-wide changes
- Confidently grow your healthcare organization with the help of proven ERP software
- Improve time to value by leveraging tools and methodologies that help get your healthcare organization running quickly and efficiently

#### For More Information

Call your SAP representative, or visit us at www.sap.com/sme/solutions/businessmanagement/businessallinone/healthcare.epx.



Like most midsize healthcare providers, you face many challenges in a dynamic environment. While you search for practical and affordable ways to meet these challenges, you are constantly looking for new ways to improve patient safety, quality and effectiveness of care, efficiency, and profitability. And you need to do this even in times when regulation and demand for services are increasing and reimbursement is diminishing.

Moreover, while managing limited budgets and attempting to control costs and maximize investments, you must improve the use of available resources, automate financial and supply chain processes, and improve the care and satisfaction of your patients and employees. Thus, you need to overcome the waste and knowledge gaps of nonintegrated systems to gain full visibility and have the ability to make informed and timely decisions.

The SAP\* Business All-in-One for Healthcare solution is based on decades of experience that SAP has accumulated working with healthcare providers and other companies in healthcare services industries. 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 – including procurement and inventory, asset planning and acquisition, asset maintenance, 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

- For non-U.S. providers, patient management and accounting processes that are fully integrated with financial and supply chain functions, such as case-based order management and revenue and profit center analytics
- An intuitive interface with role-based navigation to improve employee productivity and adoption

# LEVERAGE SAP BEST PRACTICES PACKAGES

This SAP Business All-in-One solution is built on SAP Best Practices packages that deliver proven implementation methodology, documentation, model data, and preconfiguration. For U.S. organizations, model data includes the American Hospital Association chart of accounts, while, for non-U.S. providers, the solution provides model data for patient management and accounting processes.

SAP Best Practices reflects the years of business expertise SAP has acquired as well as insight into the best business practices of thousands of SAP customers worldwide in more than 20 industries. Along with built-in support for the specialized best practices of the healthcare industry, the software provides you not only with the methods of the best-run companies in healthcare and other industries but also with the flexibility to support your unique practices.

The SAP Best Practices packages provide a solid foundation for SAP Business All-in-One solutions, enabling you to implement a sophisticated solution in

significantly less time than typically required and at a predictable, affordable cost. You gain methods and tools to support best business practices for the healthcare industry in key functional areas. Whether you leverage all supported best practices during initial implementation or start with what you need and add more later, you can avoid complex, resource-intensive steps in implementing your SAP Business All-in-One solution. With these best practices, your implementation partner and project team can accelerate implementation by tailoring the software to your specific requirements rather than starting from scratch.

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

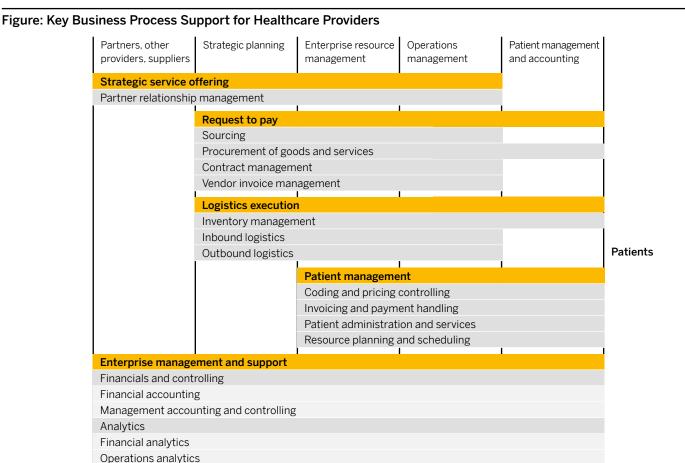
- Complete preconfiguration settings that help you implement your software with minimal effort and realize rapid time to benefit
- Extensive documentation that you can use for self-study, evaluation, and training
- A clear implementation methodology based on a proven, logical, step-by-step process
- Configuration guides for selected interfaces for non–SAP software functionalities, such as those in the Pyxis and Omnicell dispensing systems and systems for operating room scheduling and patient care

#### SUPPORT YOUR PROCESS NEEDS

Functionality in SAP Business All-in-One for Healthcare supports key processes for your operations, from supply management to financial and managerial accounting and control, as shown in the figure.

# Streamline Procurement and Manage Goods and Services

By enabling an integrated process for managing partner and supplier relationships, this solution helps you optimize the use of those resources for the goods and



services you require. The software supports supplier-managed and supplier-consigned inventory as well as purchasing for stock and nonstock supplies, medications, equipment, and services. You also can manage healthcare industry—specific requirements, such as the maintenance of hospital equipment and the purchasing of supplies and equipment using manufacturer part numbers and an approved manufacturer parts list (AMPL). Support for service contract quotations and reporting through vendor invoice management streamlines your internal financial operations and helps you reduce costs.

# Synchronize Inventory with Timeliness and Accuracy

Managing inventory levels efficiently and effectively can make a significant impact

on patient care, the satisfaction of patients and employees, and operating efficiency. It's key that you have the right materials, medications, and equipment in the right quantities, at the right place and time, while avoiding overstock or stock-out situations.

You must be able to provide staff with transparent and accurate purchasing, inventory, and inventory movement records. With the inventory management functionality, you can optimize inventory levels and storage space on the basis of inventory planning and turnover. The solution enables you to review the available inventory because it is updated in real time with transfers, receipts, and returns. This gives your staff the information necessary to satisfy the needs of patients, improve safety, and reduce errors.

# Enhance Logistics with Healthcare Industry Tracking

This solution supports the tracking of requirements that are important to healthcare providers while helping ensure the tracking and tracing vital to patient safety. For example, when you must scrap or block inventory from use, the solution decrements the available inventory and increments a scrap category of inventory that cannot be issued for use. In addition, you can maintain the identification of equipment by serial number and supplies or medications by batch identifiers so that you can respond effectively to recalls. This improves patient safety as well as the efficiency of these typically labor-intensive and quality-sensitive processes.



# Increase Patient Satisfaction and Staff Efficiency

For non-U.S. providers, the solution includes patient management (for example, inpatient admission, census, outpatient registration, diagnosing, testing, and prescribing) and accounting processes that are fully integrated with financial and supply chain functions (for example, casebased order management and revenue and profit center analytics). Furthermore, in cases in which the SAP Patient Management application is used, order tracking by patient (for example, for recalls) is provided.

#### Help Ensure Optimal Organization Management and Support

This solution provides functionalities for healthcare industry—specific regulations, such as support in the United States for the American Hospital Association chart of accounts or in China for bad-debt provisioning and other special accounting requirements.

In addition, 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 analytical platform for the organization in a cross-functional and collaborative environment, you can generate a complete picture of your business.

# Enhance Profitability and Business Insight

With this solution, you can control profit drivers, tightly link strategic plans to operational performance, and enable a single analytic platform for your organization. Analytic tools enable you to define financial targets, develop a realistic business plan, and monitor costs during execution. From the solution's unified reporting system, you also can identify services,

suppliers, and processes that require modifications to improve efficiency and effectiveness.

### BENEFIT FROM INDUSTRY-SPECIFIC FUNCTIONALITY

This SAP Business All-in-One solution supports healthcare industry—specific business processes and a phased implementation. It offers a safe approach to help you realize fast time to value, and it scales to support your organization 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

Call your SAP representative, or visit us at www.sap.com/sme/solutions/businessmanagement/businessallinone/healthcare.epx.

