Business Intelligence Functionality for SAP® Business All-in-One Solutions

Quick Facts

Summary
With the additional business intelligence (BI) functionality for SAP® Business All-in-One solutions, your company gains visibility, insight, operational alignment, and accountability to increase revenue, margins, and liquidity; streamline processes; improve agility; and become a best-run business.

Business Challenges
- Inability to access trustworthy information quickly
- Cost of report and dashboard development and training
- Reduced revenue and margins due to less demand and more competition, product quality issues, and complex supply chains
- Pressure to do more with less

Key Features
- **Rich BI functionality** – Utilize graphs, charts, and conditional highlighting; drill down and across reports; sort, filter, and format data; model scenarios visually
- **Preintegrated, pretested solution** – Get a combined enterprise resource planning and BI solution that consolidates data and provides quick access to reliable information
- **Intuitive user interfaces** – Use familiar apps like Microsoft Excel, PowerPoint, and Word
- **Best practices** – Rely on proven methods for sales, service, financial, manufacturing, and procurement analysis with prebuilt reports and dashboards

Business Benefits
- **Increase agility and transparency** with visibility into trends and variances and insight into their causes
- **Reduce costs** with a combined solution you can implement quickly
- **Speed adoption** and reduce training and support costs
- **Improve sales forecasting** with trusted data
- **Drive up revenue per employee** by analyzing and maximizing resources
- **Increase margins and cash flow** by optimizing supply chain cost, quality, and performance

For More Information
Visit www.sap.com/solutions/sme/businessallinone/index.epx.

SAP Business All-in-One

Midsize companies face the same challenges as larger competitors. Slowing demand and greater price competition shrink revenues. Product quality issues and complex supply chains erode margins. Declining credit lines and growing capital investment requirements reduce liquidity. Yet midsize companies have fewer resources to overcome these challenges. Consequently, they can't afford to waste money on complex solutions – or spend time on ones that don't quickly deliver business value.

Business intelligence (BI) functionality in SAP® Business All-in-One solutions helps midsize companies overcome these challenges. It lets you increase visibility into trends and variances, gain insight into their causes, rapidly realign operations to solve problems or capitalize on opportunities, and help ensure accountability for execution. You can extend your SAP Business All-in-One solution with this additional preintegrated BI functionality to help speed deployment and lower total cost of ownership.

APPLICATION AND REPORTING SILOS: IMPEDIMENTS TO SUCCESS

Successfully running a leaner business in a slow economy requires greater agility based on timely insight from quality transactional data. But all too often, data from transactional systems is ineffectively utilized in the decision-making process. Accessing the right data quickly can be difficult. And even when the right information is available, decision makers often question its reliability – choosing to rely on gut instinct that leads to unsound business decisions.

The inability to access trustworthy information – and do so quickly – is often due to disparate silos of applications and reporting tools that result when companies acquire business-critical software from different vendors at different times. These nonintegrated silos can impede business agility and success in several ways.

First, they decrease visibility and insight across your business by creating islands of information that cannot be shared across departments, channels, and geographies. In addition to impeding process and workflow integration, this makes it difficult to link information in disconnected reports and spreadsheets to monitor and understand the causes of trends and variances.

Second, these silos decrease accountability by obstructing company-wide implementation of best practices, standards, and controls. By undermining confidence in enterprise data, they also hamper efforts to adapt to changing business conditions quickly and realign operations with revised plans.

Finally, these silos increase IT workload and cost. Not only is it time consuming to manage support across disjointed business processes and nonintegrated applications, but it's difficult to consolidate and cleanse data to get a single, trusted source of information for sound decision making.

THE INTEGRATED SOLUTION: SAP BUSINESS ALL-IN-ONE

For midsize companies that need greater agility, BI functionality in SAP Business All-in-One solutions provides a combined enterprise resource planning (ERP) and BI solution. It helps you quickly identify trends and variances, determine root causes, model scenarios, and adapt plans to address changing business

conditions, communicate changes, and realign operational activities. Together with the SAP Best Practices for Business Intelligence package, this functionality provides graphical reports and interactive dashboards that complement existing reports in SAP Business All-in-One solutions.

Unlike point solutions, an SAP Business All-in-One solution is a comprehensive and integrated solution supporting best practices to improve each step in your sales, finance, and operational processes. An integrated solution is essential to greater business agility. That's because integration helps companies increase productivity and collaboration by streamlining processes and workflow. You can implement standard procedures, controls, and best practices across the business, strengthening organizational alignment and accountability. You can consolidate data from multiple application silos into a single integrated solution, making information more accessible and trustworthy. By enabling greater access to reliable information, you can help ensure that decisions are based on a complete understanding of the business rather than on intuition or incomplete data. Also, integration helps reduce installation, training, support, and maintenance costs.

FAST DEPLOYMENT AND LOW COST OF OWNERSHIP

With lean IT staffs and budgets, today's midsize companies must use resources more efficiently to control IT operating costs. At SAP, we examined the process of installing and configuring a BI solution and removed the inefficiencies – enabling quick and cost-effective deployment of BI functionality.

Integration is the most costly aspect of implementing a BI solution with an ERP solution. We've developed a deployment process that dramatically reduces the time needed to perform data, metadata,

and security integration tasks from days or even weeks to just hours or days. And unlike generic BI tools, BI functionality in SAP Business All-in-One solutions provides a preintegrated, pretested solution that decreases ERP and BI integration costs and further speeds deployment.

Report and dashboard development is often time consuming and costly when deploying a BI solution. Tasks include defining which business requirements the report or dashboard must meet, what data is necessary, how that data should be formatted and displayed, and what sorting, filtering, and grouping functionality is required. Once you have an idea of these requirements, you can create a report, review it with business users, make modifications based on their feedback, and repeat the cycle until they're satisfied. Unlike generic BI tools, BI functionality in SAP Business All-in-One solutions provides prebuilt reports and dashboards that incorporate best practices for sales, service, financial, manufacturing, and procurement analysis. As a result, it reduces the cost of developing reports and dashboards, speeds deployment, and increases user satisfaction.

Training and support is another area that can slow deployment and increase costs. By providing intuitive and interactive interfaces, this BI functionality reduces the cost of training and support, accelerates adoption by business users, and increases their satisfaction. For

example, SAP Business All-in-One solutions let employees utilize familiar applications like Microsoft Excel, PowerPoint, and Word to access report and dashboard content. Graphs, charts, maps, and conditional highlighting help identify problems and opportunities more quickly. Interactive sorting, filtering, and formatting of data, as well as the ability to drill down and across reports, provide clear insight into the causes of current business conditions. And the ability to model scenarios visually by adjusting graphical controls helps business users understand how to best resolve problems or capitalize on opportunities.

BROADLY IMPLEMENT BEST PRACTICES

BI functionality in SAP Business All-in-One solutions can provide visibility, insight, operational alignment, and accountability across multiple business areas.

Consider, for example, its impact on sales forecasting. Overly optimistic forecasts reduce liquidity by tying up cash in excess inventory while increasing cost through overproduction. Overly pessimistic forecasts shrink revenue because of product availability shortfalls. By integrating enterprise data into a single version of the truth, BI functionality in SAP Business All-in-One solutions lets you analyze the sales pipeline accurately and improve the reliability of sales forecasts.

With this functionality, you can better manage sales deductions (such as product returns due to poor quality and incorrect freight allowances) by analyzing sales orders, billing documents, and credit memos. Poor control of sales deductions reduces margins and cash flow by reducing net revenue. With accurate and complete information on the amounts, types, and responsible areas for deductions, you can reduce sales deductions and enhance profitability.

You can improve resource utilization by using the BI functionality of SAP Business All-in-One solutions to analyze work centers, personnel location, and travel behavior. As a result, you can minimize burnout due to overallocated personnel that can increase the turnover of highly skilled and productive people. You can even increase revenue per employee by identifying underutilized personnel and making them more productive.

You can optimize the procurement management process by using this BI functionality to analyze purchasing, stock, and vendor companies. Poor control of procurement reduces margins and cash flow by increasing expenditures. With accurate information on what is being purchased, from whom, at what price, and in what volume, you can improve the cost structure, quality, and performance of your supply chain.

Increase visibility into trends and variances, gain insight into their causes, rapidly realign operations to solve problems or capitalize on opportunities, and help ensure accountability for execution.

BUSINESS BENEFITS

The BI functionality in SAP Business All-in-One solutions helps you realize:

- Increased visibility by providing access to information across all business areas
- Greater insight by analyzing the impact of different business scenarios
- Improved alignment and accountability by implementing standards and controls across the business
- Higher productivity by providing rich functionality through intuitive and interactive interfaces
- Faster ROI by utilizing best practices for business analysis
- Lower cost of ownership by implementing a preconfigured enterprise resource planning and BI solution

FIND OUT MORE

For more information, call your SAP representative or visit www.sap.com/solutions/sme/businessallinone/index.epx.

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