SAP Business All-in-One

SAP Solution Brief
SAP Solutions for Small Businesses and Midsize Companies

SAP Business All-in-One for Consumer Products

SAP® SOFTWARE TAILORED FOR HOME AND PERSONAL CARE COMPANIES

ACHIEVE GREATER EFFICIENCY AND SUSTAINABLE GROWTH

Midsize home and personal care companies seeking to improve operating efficiencies can choose an affordable, integrated solution. The SAP® Business All-in-One for Consumer Products solution, specialized for home and personal care companies, is designed for rapid implementation, adaptability, and fast ROI.

Like most midsize home and personal care companies today, your organization faces many challenges that characterize a volatile and maturing market. These include demanding retailers, a growing number of products, government regulations with which your company must comply, and competitors emerging from low-cost labor markets. To succeed, you must improve your operations efficiency, maintain customer satisfaction, increase supply chain and demand chain visibility, and meet regulatory requirements cost-effectively.

The SAP® Business All-in-One for Consumer Products solution, specialized for home and personal care companies, is based on SAP's more than 35 years of experience in the high-volume consumer products industry. 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 – 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 customer relationship management and business intelligence functionality
- 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 a proven implementation methodology, documentation, and preconfiguration. SAP Best Practices reflects SAP's years of business expertise and the best business practices of more than 6,000 customers worldwide in more than 20 industries. Each best practice supports integration of your process flows when you use your SAP Business All-in-One solution.

SAP Best Practices provides a solid foundation for SAP Business All-in-One, enabling you to implement a sophisticated solution in a fraction of the time typically required and at a predictable, affordable cost. SAP Best Practices provides methods and tools for you to implement best business practices in key functional areas for your industry, such as those that support accounting, sales, production, and distribution. Whether you leverage all supported best practices during initial implementation or start with what you need and add more later, you'll avoid some complex and resource-intensive steps in implementing your SAP Business All-in-One solution. With these best practices, your partner and your project teams can help accelerate implementation by focusing on tailoring the software to

your specific company requirements, rather than starting from scratch.

This SAP Business All-in-One solution gives 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 project-team and end-user 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 Consumer Products, specialized for home and personal care companies, supports key processes for your operations, from procurement through production and from product sales to traceability and compliance (see the figure).

Optimize Project and Document Management

Visibility into and control over the product development process is vital for sustained revenue growth. With this SAP Business All-in-One solution, your company can plan, manage, and track product development with centralized project management tools. In addition, centralized document management with change management functionalities lets you share and trace data across the company or with production partners.

Streamline Procurement and Decision Making

This SAP Business All-in-One solution helps midsize home and personal care companies streamline their procurement processes. Because of the powerful

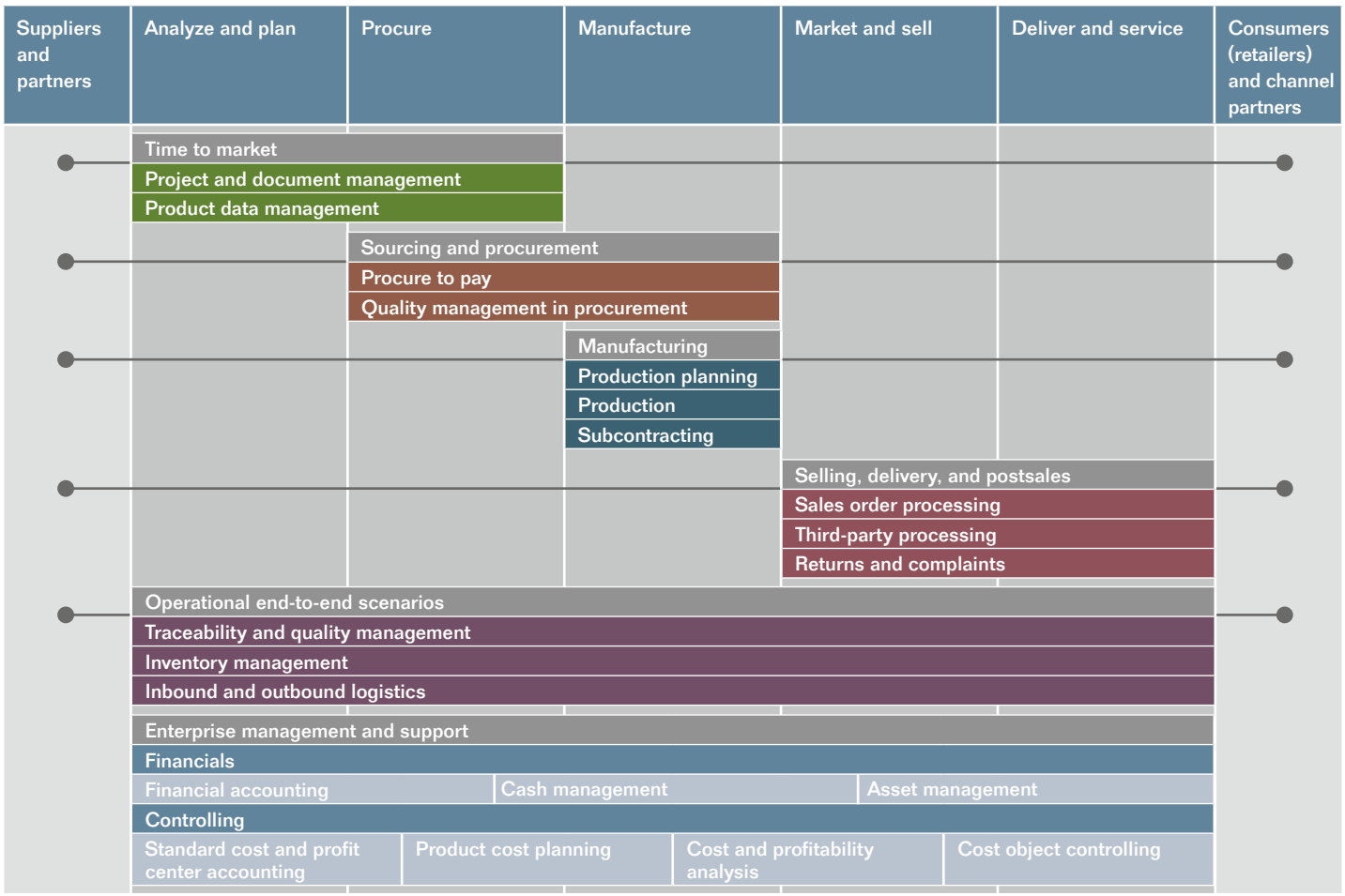

Figure: Key Business Process Support for Home and Personal Care Companies

integration of manufacturing, planning, sales, and financial information, you can manage everything from materials sourcing with vendor evaluation, through purchasing-invoice verification, to payment processing.

Improve Manufacturing

Because this solution lets you automate and integrate your processes with visibility to materials movement, you can update production planning to forecasted demand, as well as monitor material, capacity, and production resource availability. Support for activity-based accounting creates updated product profitability from which you can make decisions to manage lead times and inventory utilization.

Enhance Sales Processes

Created for home and personal care companies, this solution streamlines and automates processes across the product and production lifecycles. Specifically, you can integrate key processes, such as those used to manage finances, purchasing, production, quality control, and demand or resale data. You can also intuitively respond to signals from a partner such as an order return or request for inventory. As a result, your sales team can quickly and accurately determine order status and pricing, check product availability, run rates, and track and manage invoices. This helps you reduce sales cycle time and ultimately increase revenue and customer service levels.

In addition, managing inventory levels while avoiding out-of-stock situations is a high priority. With this solution, you can synchronize inventory management with sales, customer service, and feedback from electronic data interchange from your channel partners. Support for yard management and ship notification scenarios provides increased availability of information and helps you quickly send data about materials and the materials themselves to their ultimate destination. Quality inspection at goods receipt enables verification by your warehouse workers to help ensure batch traceability across the supply chain.

Support End-to-End Operations

With this solution, you can integrate processes relating to sales, operations, production, and materials requirements planning to help ensure consolidated, synchronized, and coordinated demand and supply planning. And you gain a single view of the coordinated processes. In addition, optimized portfolio management enables better insight into product and customer profitability. At the same time, by synchronizing your sales and revenue planning with production planning, the solution enables you to optimize your assets and reduce inventories while meeting demand derived from usage information.

Enhance Profitability and Business Insight

With this SAP Business All-in-One solution, you can control profit drivers, tightly link strategic plans to operational performance, and enable a single analytical platform for your business. Analytic tools enable you to define financial targets, develop a realistic business plan, and monitor costs and revenue during execution. From a single source, you can also identify which products, technologies, customers, and processes will drive top-line growth and bottom-line earnings.

Benefit from Industry-Specific Functionality

This SAP Business All-in-One 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 it scales to support your business 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

To find out more about how SAP Business All-in-One for Consumer Products, specialized for home and personal care companies, can help your company operate more efficiently and profitably, call your SAP representative or visit us online at www.sap.com/sme/solutions/businessmanagement/businessallinone/consumer/homeandpersonalcare.epx.

Fast-Start Program Accelerates Time to Value

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

QUICK FACTS

www.sap.com/contactsap

Summary

The SAP® Business All-in-One for Consumer Products solution, specialized for home and personal care companies, is a comprehensive enterprise resource planning (ERP) solution based on proven best practices aggregated from 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

- Ensure profitability in a highly competitive marketplace
- Coordinate sales and ensure on-time delivery
- Gain visibility into inventory and point-of-sale information across complex supply chains
- Deliver innovative products, synchronized with promotions and merchandising opportunities

Key Features

- **Project and document management** – Enable integrated, comprehensive product development processes
- **Sourcing and procurement** – Automate and streamline procurement processes
- **Manufacturing** – Optimally plan and execute manufacturing processes
- **Selling, delivery, and postsales support** – Automate and integrate sales processes with other processes while managing customer complaints and material returns
- **Comprehensive operational support** – Help ensure consolidated demand and supply planning, maintain low inventory levels, and avoid out-of-stock situations
- **Enterprise management and support** – Support critical business functions, including financials and analytics

Business Benefits

- **Improve efficiency** with a business solution containing the functionality needed to support your processes
- **Minimize total cost of ownership** as a result of the solution's flexibility and scalability for implementing enterprise-wide changes and optimizing global deployment
- **Confidently grow your business** with the help of proven ERP software from SAP
- **Improve time to value** by leveraging tools and methodologies that help you get every facet of your business running quickly and smoothly

For More Information

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

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