SAP Solution Brief
SAP Solutions for Small Businesses and Midsize Companies

SAP Business All-in-One for Automotive

SAP® Software Tailored for Automotive Supplier Manufacturers

Quick Facts

Summary
The SAP® Business All-in-One for Automotive solution, specialized for automotive suppliers, is a comprehensive enterprise resource planning (ERP) solution based on proven best practices, which are 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
- Maintain profitability in highly competitive marketplace
- Coordinate global sales
- Deliver orders on time
- Gain visibility across complex supply chains
- Offer innovative products at low cost

Key Features
- **Supplier collaboration** – Streamline the procurement process by integrating inbound logistics, manufacturing, planning, sales, and financial information
- **Make-to-order and make-to-stock production** – Consolidate and synchronize demand and supply planning through integrated processes, including support for just-in-time production
- **Sales order management** – Streamline, automate, and integrate sales processes with other key processes such as outbound logistics
- **Enterprise management and support** – Support and improve critical business functions such as financials and analytics

Business Benefits
- **Improve efficiency** through automated support for your business processes
- **Minimize total cost of ownership** with flexible, scalable software that supports implementation of enterprise-wide changes
- **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 efficiently

For More Information
Call your SAP representative, or visit us at www.sap.com/sme/solutions/businessmanagement/businessallinone/automotive/automotivesuppliers.epx.

SAP Business All-in-One

Midsize suppliers to the automotive industry seeking to improve operating efficiencies can choose an affordable, integrated solution. The SAP® Business All-in-One for Automotive solution, specialized for automotive suppliers, is designed for rapid implementation, adaptability, and fast return on investment.

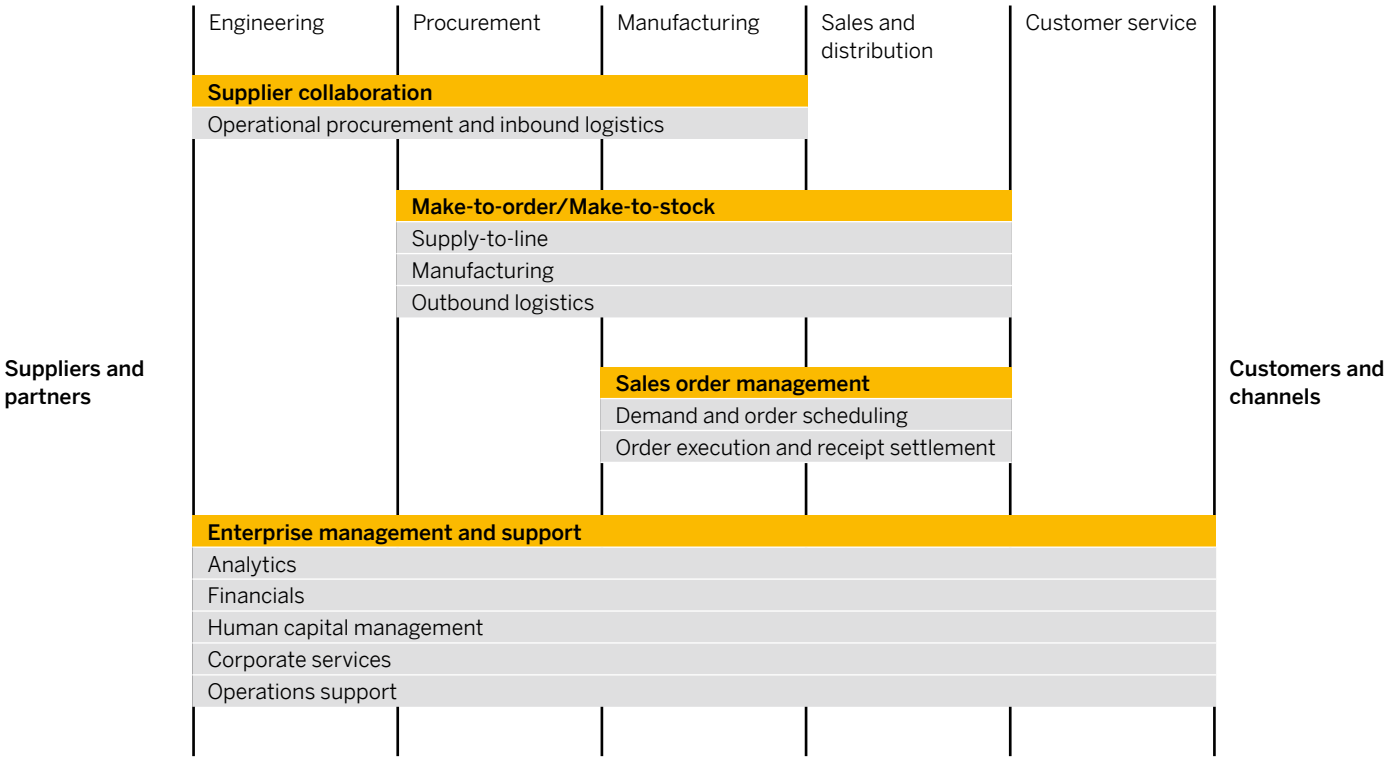
Like most midsize manufacturers supplying the automotive industry today, your organization faces challenges typical for businesses competing in a volatile and maturing market. These challenges include global competition, changing demand patterns, a need to respond to opportunities in emerging markets, and heightened regulatory pressures. While you search for practical and affordable ways to meet these challenges, you are constantly looking for new ways to improve your operations and profitability.

To succeed, you must coordinate global sales, manage a diversified portfolio, and deal with a supply chain that may be poorly integrated and fraught with manual and siloed business processes. Plus, you need to satisfy customer demands for on-time delivery, competitive pricing, and innovative products.

The SAP® Business All-in-One for Automotive solution, specialized for automotive suppliers, is based on extensive experience accumulated during decades of close collaboration with manufacturers in the automotive industry. 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 employee productivity and adoption

Figure: Scenarios in automotive supplier solution map



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 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 your industry, the software equips you with the flexibility to support your own unique practices.

SAP Best Practices provides a solid foundation for SAP Business All-in-One solutions, enabling you to implement a sophisticated solution in a fraction of the time typically required and at a predictable, affordable cost. 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 in implementing your solution. With these best practices, your partner and your project teams can help accelerate implementation by tailoring the software to your specific company requirements, rather than starting from scratch.

SUPPORT YOUR PROCESS NEEDS

Functionality in SAP Business All-in-One for Automotive, specialized for automotive suppliers, supports key processes for your operations, from the shop floor to the back office to product sales, as shown in the figure.

Streamline Supplier Collaboration

This SAP Business All-in-One solution helps midsize automotive suppliers streamline their procurement and inbound logistics processes. The software integrates manufacturing, planning, sales, and financial information, so you can manage materials sourcing including vendor evaluation, verify purchasing invoices, and handle payment processing. Plus, with access to centralized information, you gain a better view of procurement and can make better decisions concerning both internal and outsourced activities.

Improve Make-to-Order and Make-to-Stock Production

This solution provides real-time visibility throughout the entire supply chain. You can perform real-time forecast planning; lean planning, including production leveling (heijunka) and kanban loop sizing; as well as all lean execution processes using electronic kanban. Kanban is the main pillar of lean manufacturing processes and uses just-in-time (JIT) production (flow manufacturing) and ordering systems (supplier kanban). This solution enables automation and integration for all related processes and supports real-time monitoring of kanban status (with kanban dashboards), material, capacity, and production resource availability. This results in shorter lead times and superior asset and inventory utilization.

The lean tool set provided by SAP supports heijunka boards for matching production to demand, facilitates the analysis of scenarios, and helps replan in order to level demand and resolve issues. By deploying and leveraging superior

FAST-START PROGRAM ACCELERATES TIME TO VALUE

For smaller midsize automotive suppliers, 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.

Because this solution lets you automate and integrate your processes, you can monitor material, capacity, and production resource availability. The result is shorter lead times and superior asset and inventory utilization.

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business practices, your company can improve efficiency and decrease costs in all process areas. By reducing non-value-adding activities, profitability can be increased.

Manage Sales Orders Better

Configured for automotive suppliers, this solution helps you streamline and automate processes for demand and order scheduling. Specifically, you can integrate key processes similar to those used to manage finances, purchasing, and production. As a result, you can process forecast delivery schedules and use the forecasts as the basis for your production planning. Your sales team can quickly and accurately determine order status and pricing and check product availability. This helps you satisfy customer requirements more quickly and consistently, reduce inventory through increased visibility, and increase your on-time delivery rate.

Because this solution provides you with integrated processes across the entire order-to-cash lifecycle, you have continuous document flow and support for monitoring for every step from order entry to transportation. You can master diverse logistics processes, such as just-in-time/just-in-sequence (JIT/JIS) processing, subcontracting, and third-party order procurement. Your sales team can track and manage invoices, and you can generate credit memos for retroactive price changes when actual material prices differ from previously contracted prices. The solution helps you reduce order lead time, lower administration costs, and improve logistics through real-time transaction processing.

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 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 SAP Business All-in-One for Automotive, specialized for automotive suppliers, call your SAP representative or visit us online at www.sap.com/sme/solutions/businessmanagement/businessallinone/automotive/automotivesuppliers.epx.