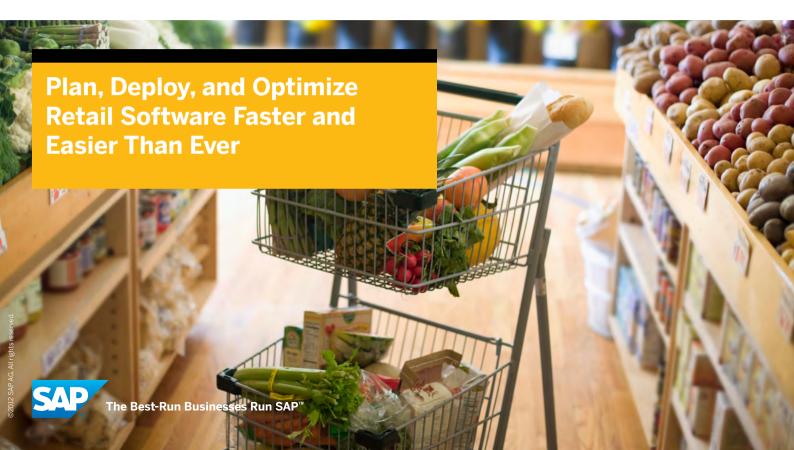
SAP Solution Brief	
SAP Services	
SAP Engineered Servi	ces

Objectives

Solution

Benefits

Quick Facts



Objectives	Solution	Benefits	Quick Facts

## Accelerate the business value of your software investment

It's a common dilemma for retailers. How do you plan, deploy, and optimize the software you need to be innovative and responsive without enduring scope creep or prolonged timelines? SAP® engineered services provide the answer. Through their proven, predictable methodology and predefined scope, you can control costs and minimize risk while enabling innovation and growth.

With the right technology, your retail organization can operate more efficiently and profitably. You can gain tighter control of your inventory levels, assortment, and availability to meet demand while reducing order cost and effort. You can engage customers and drive retail growth and innovation.

But planning, implementing, or optimizing your software investments within the confines of short implementation windows and shrinking IT budgets can be a challenge. SAP engineered

services can help you achieve your objectives more quickly, predictably, and with less risk.

Leveraging a proven, predictable methodology and deployed by the SAP Services organization, these engineered services help retailers like you gain better control of software projects – from planning to follow-up. They offer a means to reduce the time and effort of traditional implementation approaches by relying on the software knowledge and global implementation experience of SAP Services.



Accelerate the husiness value

of your software investment

Objectives Solution Benefits Quick Facts

## Leverage the expertise of proven experts

### Leverage the expertise of proven experts

Implement your software with speed and transparency

Meet comprehensive needs across retail or grocery operations

Zero in on specific tasks with point-solution services

Gain deeper insight with retail analytics services

SAP engineered services are delivered by teams of consulting, solution, and industry experts from SAP Services. These teams have supported countless retail organizations across all stages of the SAP software lifecycle – from planning and operation to support and training. Teams are deployed from regional and global services hubs to help ensure the availability of resources and localized support for your entire enterprise.

SAP Services has extensive, firsthand knowledge of SAP solutions and technology that

goes beyond the experience of any other service provider. As a result, your implementation benefits from close alignment with SAP's technology strategy. This alignment helps to maximize the success of a wide range of software initiatives. For example, SAP engineered services support retailers who need:

- Functional or industry-specific software implementation services
- Help assessing or deploying their analytics solution
- Help building a strategy for new software innovations



SAP engineered services draw on lessons learned from hundreds of SAP software deployments by our retail subject-matter experts to speed time to value.



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# Implement your software with speed and transparency

Leverage the expertise of proven experts

### Implement your software with speed and transparency

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In contrast to traditional implementation approaches, the deployment model of SAP engineered services is designed for speed and transparency. You know up front what your timeline and budget will be. You also gain proven tools and process support for your software implementation, as well as a clearly defined functional and technical scope. The services help reduce the time to plan, blue-print, and implement SAP software.

Retailers can deploy a variety of specialized services that focus on enterprise solutions, point solutions, or retail analytics solutions (see table). By employing a best-practice, template-driven approach, SAP engineered services keep a close link between real business processes and the requirements of your retail operation. Many of the services include support for predefined business processes, comprehensive documentation, and an initial how-to workshop to facilitate training and business-user competency.



Built-in support for best practices and well-engineered services are accompanied by an extensive tool set of accelerators and templates.



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### **SAP®** Engineered Services That Support Retail Operations

### **Enterprise solution services**

- Starter pack service for fashion retailing
- Starter pack service for grocery retailing

#### Point-solution services

- Implementation guidance service for the SAP® Forecasting and Replenishment application
- Meat processing starter pack service for SAP for Retail solutions
- Support for preconfigured in-store production scenarios for SAP for Retail solutions
- Engineered enablement service for retail inventory lookup

#### Analytics solution services

- Implementation of point-of-sale (POS) reporting using SAP in-memory computing
- Starter implementation service for the SAP POS Data Management application
- Connectivity service linking the SAP ERP application and SAP POS Data Management
- Enterprise data warehouse service for POS data with optional add-ons for assortments and promotions
- Enterprise data warehouse service for retail inventories



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### Meet comprehensive needs across retail or grocery operations

Zero in on specific tasks with point-solution services

Gain deeper insight with retail analytics services

The starter pack services for fashion and grocery retailing each offer a complete solution based on the SAP Best Practices for Retail package. They support preconfigured industry-specific business processes and provide many enhancements.

The starter pack service for fashion retailing integrates fashion-specific processes supported by the SAP ERP application with the SAP Merchandise and Assortment Planning and SAP NetWeaver Business Warehouse (SAP NetWeaver BW) applications. It enables a range of functions – from managing master data to planning, procurement, and logistics. It also supports best- and slow-seller management, store operations (in-store merchandise

and inventory management), analysis, and reporting. This service also includes comprehensive documentation material, a project proposal, and an initial training workshop.

The starter pack service for grocery retailing is also based on the SAP Best Practices for Retail package and supports preconfigured grocery-specific processes using preloaded sample master data for SAP for Retail solutions. The service enables a wide range of functions and includes documentation and a training workshop. It can be enhanced with additional engineered services such as the meat processing starter pack service, support for in-store production scenarios, and enterprise data warehouse services.



Objectives	Solution	Benefits	Quick Facts

### Zero in on specific tasks with point-solution services

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Meet comprehensive needs across retail or grocery operations

### Zero in on specific tasks with point-solution services

Gain deeper insight with retail analytics services

SAP engineered services help retailers meet specific business needs by supporting the use of key software solutions:

- Implementation guidance service for the SAP Forecasting and Replenishment application provides a best-practice implementation approach that supports key retail operations. You can process large volumes of data in time-critical windows to optimize orders and help ensure that they are delivered to stores and distribution centers on time and in the right quantity.
- Meat processing starter pack service for SAP for Retail solutions supports a preconfigured scenario based on demo data that extends from the procurement of meat primals to the point of sale (POS). This link between buying and selling meat articles provides full cost and stock transparency and additional vendor batch information.

- Support for preconfigured in-store production scenarios for SAP for Retail solutions helps drive processes for the deli, bakery, or food production, tailored for your business. Alternative support is available for processes that include recipe management with cost price calculation.
- Engineered enablement service for retail inventory lookup lets you efficiently check the current stock information in your stores. It enhances customer service, especially for retailers who have a dense network of stores across regions or countries.



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Objectives	Solution	Benefits	Quick Facts

## Gain deeper insight with retail analytics services

Leverage the expertise of proven experts

Implement your software with speed and transparency

Meet comprehensive needs across retail or grocery operations

Zero in on specific tasks with point-solution services

Gain deeper insight with retail analytics services SAP engineered services help you turn transactional data into insight with these offerings:

- Implementation of POS reporting using SAP in-memory computing lets you transfer retail POS data to the SAP HANA® database. You can perform real-time analysis of high volumes of data with line-item-level details. You can also set up predefined data models for POS reporting.
- Starter implementation service for the SAP POS Data Management application lets you quickly transfer POS data into your central software environment for faster and more efficient processing and analysis.
- Connectivity service linking SAP ERP and SAP POS Data Management lets you smoothly connect POS processes with SAP ERP and includes coding for compressing and transmitting POS data.

- Enterprise data warehouse service for POS data offers a total POS analytics solution. You can create dashboards, run ad hoc reports, and link to SAP and non-SAP software. Addons include an assortment data model and promotions data model.
- Enterprise data warehouse service for retail inventories is a complete predefined service to jump-start your inventory data warehouse using our latest business intelligence and enterprise information management solutions. It delivers preconfigured data models and an integration architecture and supports all databases that run on SAP NetWeaver BW.



Objectives Solution **Benefits** Quick Facts

## Speed your time to value and improve retail performance

Speed your time to value and improve retail performance

By leveraging technology to optimize retail performance, SAP engineered services can help you achieve your objectives faster, more predictably, and with less risk. The services help reduce project cost and effort by following a best-practice, template-driven approach that closely links real business processes and requirements to software functionality. The services draw upon the extensive experience of the SAP Services organization to reduce the time and effort of traditional implementation approaches.

The services are predefined and follow a proven project methodology from planning to follow-up. They're also provided with a reliable budget forecast up front. You'll know timelines and costs in advance, so you can align your software strategy more precisely with your retail goals and objectives.



Plan, deploy, and optimize the software you need – on time and within your budget.





Objectives Solution Benefits Quick Facts

#### Summary

SAP® engineered services offer a rapid and predictable way to plan, deploy, and optimize SAP software. You're given a detailed project scope and reliable budget forecast up front, so you know the estimated timelines and costs before you start. Proven methodology, along with the implementation experience and technical knowledge of the SAP Services organization, makes it possible to reduce implementation time and effort.

### **Objectives**

- Optimize retail performance with support from SAP software
- Enhance and extend your existing solution landscape
- Gain control of the scope and cost of your software implementation project
- · Maximize your ROI in SAP software

#### Solution

- Predefined services that enable the deployment of software to support key business processes
- Proven implementation tools and methodology
- Comprehensive documentation and workshops to support the rollout
- Regional and global services hubs for localized support
- Deployment by a team of experts from SAP Services

#### **Benefits**

- Faster time to value for your SAP software investment
- Greater support for innovation and agility
- Better ability to meet customer needs and achieve competitive advantage
- Improved cost containment through defined functional and technical scope

#### Learn more

To find out more, call your SAP representative or visit www.sap.com.



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