SAP Solution Brief
SAP Solutions for Small Businesses and Midsize Companies

SAP Business All-in-One

Giving Service Companies a Fast Start to a Comprehensive Business Solution

Quick Facts

Summary
The SAP® Business All-in-One fast-start program provides access to an extensive range of innovations and a network of SAP partners to help smaller midsize companies evaluate, acquire, and implement SAP Business All-in-One solutions quickly and affordably. You benefit from tools that accelerate configuration, control cost and scope, and lay the foundation for an optimal solution that's scalable, extensible, and adaptable.

Business Challenges
- Rapidly implement an integrated solution to manage every aspect of your business
- Accurately predict and control project costs and scope
- Adapt and grow your business to meet new requirements and opportunities
- Minimize IT overhead requirements

Key Features
- **Services** – Manage service-related business processes, including contracts and billing
- **Accounting** – Automate accounting processes and unify financial data
- **Controlling** – Manage financial accounting for period-end closings
- **Forms and reporting** – Obtain standard and custom reports easily

Business Benefits
- **Quick return on investment,** due to rapid implementation of a predictable and proven solution incorporating best practices in services
- **Faster response to changes** in markets, customer demands, and government regulations
- **Lower cost of operations** due to greater efficiency and better control of project costs

For More Information
Call your SAP representative, or visit us today at www.sap.com/faststart.

SAP Business All-in-One

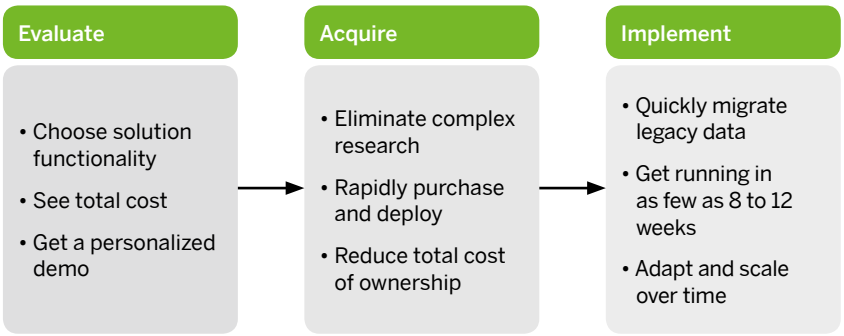
Whether you offer IT services or strategic consulting, your success depends on how well you manage your key accounts to ensure long-term relationships and the highest possible margins. In the current climate of intense competition and increasingly well-informed clients, you need to focus on maintaining market share and, ideally, growing your business. But how?

The SAP® Business All-in-One fast-start program helps smaller midsize companies evaluate, acquire, and implement an SAP Business All-in-One solution from one of our SAP partners quickly, affordably, and with minimal impact on internal resources (see the figure). This program helps you analyze your options, select the right hardware and software, and deploy an SAP Business All-in-One solution quickly and cost-effectively. You can improve operational efficiency and more tightly control project-related costs – and thereby reduce expenses – via an integrated solution for managing resources, projects, and financials. And you don't need to worry about a strain on limited IT resources or about the many variables in hardware, software, configurations, and functionality.

DESIGNED FOR YOU

The SAP Business All-in-One fast-start program provides what you need to get started today and to build for the future. The program provides tools and methodologies for you to improve software acquisition and shorten implementation times. It enables you to configure a solution online and get cost estimates before you start. The program includes complete, pretested software, including options for lower licensing, installation, and operating costs. Your implementation can be quicker because the program uses a clearly defined set of preconfigured functions for service providers.

Figure: SAP® Business All-in-One Fast-Start Program



COMPREHENSIVE SOLUTIONS FOR SERVICE COMPANIES

The SAP Business All-in-One solutions offered by our partners under the fast-start program help enable the business processes you perform on a daily basis. These include processes from time and expense recording and contract management to billing for fixed-price, resource-related, or intercompany contracts. The solutions are based on decades of experience SAP has accumulated working with services providers. This comprehensive and flexible enterprise resource planning (ERP) software includes support for industry best practices. With SAP Business All-in-One solutions, you get:

- Comprehensive, integrated business functionality to help you gain visibility across your business and streamline your core business processes – from business planning, marketing, and sales to service delivery, management of partners, financials, and 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 (CRM), supplier relationship management (SRM), and business intelligence (BI)
- An intuitive interface and role-based navigation to improve employee productivity and adoption

Like all SAP Business All-in-One solutions, the solution you acquire with the fast-start program can be reconfigured as the business changes and grows, domestically or internationally; it supports multiple country requirements, languages, and currencies.

PRECONFIGURED TO SUPPORT SERVICE COMPANIES

The SAP Business All-in-One solutions offered by our partners under the fast-start program support services industry best practices in the following categories:

- Services
- Accounting
- Controlling
- Forms and reporting

Services

SAP Business All-in-One solutions help improve your visibility into data so that you can better manage your financial and operational performance throughout the client lifecycle. Functionality includes contract management and billing for fixed-price and resource-related engagements, as well as time and expense recording, period-end closing for projects and service orders, external procurement, and more.

Accounting

SAP Business All-in-One solutions support the back office of a complex services environment. The solutions enable you to automate accounting processes and unify financial data across multiple service lines and business units through support for the general ledger, accounts receivable and payable, and cash management functions.

Controlling

Closing the books at the end of the fiscal year dependably, accurately, and consistently is a challenge heightened by organizational restructuring, employee mobility, and changing local, regional, or national reporting requirements. SAP Business All-in-One solutions support best practices for this work.

Forms and Reporting

Reporting financial and operational results can consume too much time and energy if the infrastructure lacks automation or makes custom reporting difficult. SAP Business All-in-One solutions allow you to manage all kinds of reporting, with best practices for forms and reporting built in. Custom reporting – both on a recurring as well as an ad hoc basis – is fully supported.

GETTING STARTED

Your first step to engage in the SAP Business All-in-One fast-start program is to access the online solution configurator for SAP Business All-in-One solutions. This tool displays various supported business scenarios and functionality for a possible SAP Business All-in-One solution configuration. This configuration is available from selected partners. The solution configurator tool also connects you with one of those local SAP partners or an SAP sales consultant who will counsel you on next steps.

Next, your SAP consultant or partner can create a personalized demo using your data that has been automatically sent to the demo assistant tool from the configurator. The demo, which can run on a laptop, will show you end-to-end business process scenarios – for example, a day in the life of a service company.

With the decision in place to purchase the software, you have the option to select a low-cost operating system, a database, and a hardware platform. The SAP partner then can use an installation wizard to assemble the software stack – including the database and the SAP software – and complete the installation process on select hardware. Then the SAP partner uses the solution builder tool to automatically activate the desired settings in the SAP software and begins your functional implementation.

QUICK DEPLOYMENT

Using the fast-start program, you can implement an SAP Business All-in-One solution within a predefined scope and with minimal risk. Because the relevant software for service business processes is pretested and preconfigured for you, choosing and configuring those processes can be quick – accelerating your time to value. The solution provides not just the functionality you need but also the detailed guides and documentation that allow for quick deployment.

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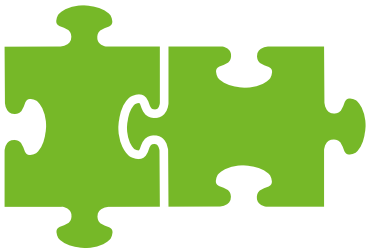

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The SAP Business All-in-One fast-start program also enables you to acquire a joint solution that combines a pretested software stack. The stack consists of an SAP Business All-in-One solution, the SAP MaxDB® database, and the SUSE Linux Enterprise Server or Microsoft Windows Server operating system, preinstalled on optimized hardware. Alternatively, some SAP partners offer a subscription-based hosting licensing and delivery option for SAP Business All-in-One solutions. Rather than licensing your solution up front and managing everything in-house, you can pay a flat monthly or quarterly fee for the use of an SAP Business All-in-One solution that is hosted and managed by an SAP partner. With either of these options, you can eliminate the guesswork and implement an affordable solution for your company.

SAFE AND SCALABLE

You can adapt your SAP Business All-in-One solution acquired under the fast-start program to your changing business needs, making it a safe investment now yet supporting aggressive growth goals. You can begin with a solution that meets your current needs and later incorporate other SAP solutions, which can include CRM, SRM, and BI solutions.

LEARN MORE

For more information on what the SAP Business All-in-One fast-start program can do for your company, contact your SAP representative today or visit us on the Web at www.sap.com/faststart.

The Best-Run Businesses Run SAP™