



## ADDVISOR CONSULTING

### AT A GLANCE

#### Partner Details

- Name: Addvisor Consulting
- Location: São Paulo, Brazil
- Industry: Professional services – IT services
- Web site: [www.addvisorconsulting.com.br](http://www.addvisorconsulting.com.br)

#### Engagement Objectives

- Carry out a quality implementation on a very tight schedule and within budget, based on SAP® ASAP Focus methodology
- Use SAP Best Practices offerings to ensure all business requirements are met
- Increase partner's expertise in use of SAP Best Practices

#### Services Performed by SAP Consulting

- Trained Addvisor team members on how to apply the SAP ASAP Focus methodology
- Provided affordable business and technical support during project implementation
- Coached Addvisor team members during evaluation and implementation phase

#### Why SAP Was Engaged

- To accelerate Addvisor's change from performing standard SAP software implementations to using SAP ASAP Focus
- To mitigate the risks involved in implementing fixed-price projects
- To help Addvisor demonstrate that SAP ASAP Focus and the SAP All-in-One ERP package are safe, predictable means for performing rapid, affordable implementations

#### Engagement Highlights

- Prepared Addvisor for engaging in sales and functional activities promoting the SAP ASAP Focus approach
- Provided expert training
- Shared the first implementation risks, helping Addvisor to create a champion team in quick projects

#### Scope of Engagement

- SAP ASAP Focus
- SAP All-in-One ERP

For 2 years Addvisor Consulting, based in São Paulo, Brazil, has been helping midsize enterprises integrate their existing software with SAP® software and services. Recently, it asked SAP Consulting to accelerate the change of its 60 employees and 25 contractors from performing standard SAP software implementations to using the SAP ASAP Focus methodology.

**“With the availability of SAP ASAP Focus, Addvisor decided to ask SAP Consulting for help to accelerate the learning curve on new initiatives and improve its performance on new business.”**

Ricardo Calil, Sales Manager,  
Addvisor Consulting