



## 2MoRO

### AT A GLANCE

#### Partner Details

- Name: 2MoRO
- Location: Bidart, France
- Industry: Professional services
- Web site: www.2moro.com

#### Engagement Objectives

- Integrate SAP® applications with 2MoRO's own accelerators, in a qualified SAP All-in-One partner solution called Mach2 that 2MoRO will offer as a vertical solution for aerospace companies
- Master techniques for selling and implementing qualified SAP All-in-One partner solutions

#### Services Performed by SAP Consulting

- Training in the SAP ASAP Focus methodology
- Instruction in the tools and accelerators found in the SAP Best Practices offerings
- Workshops specific to SAP applications for the French market

#### Why SAP Was Engaged

- Become familiar with the SAP sales force to enable effective collaboration on future consulting projects
- Adopt the qualified SAP All-in-One partner solution for eligible customers, with the goal of reducing implementation time frames from 10–12 months to only 5 months

#### Engagement Highlights

- Learned to use the technical configuration tools included in SAP Best Practices offerings
- Polished skills in selling and implementing qualified SAP All-in-One solutions
- Confirmed the advantages of offering a qualified SAP All-in-One partner solution as the basis of a preconfigured package for aerospace customers

#### Scope of Engagement

- SAP ASAP Focus
- SAP Best Practices tools and accelerators
- Partner enablement program

**“Training in the SAP ASAP Focus methodology showed us the benefits of positioning our new approach as a qualified SAP All-in-One partner solution. It’s a major change for our sales force, but we’re convinced it’s the most effective way to position our offerings.”**

Jérôme Munier  
Mach2 Product Manager  
2MoRO

2MoRO – based in Bidart, France – specializes in bringing together IT and aerospace and defense companies’ specific needs through its tailored offering of consulting, innovative solutions, and new services. Training in the SAP® ASAP Focus methodology enabled 2MoRO to implement a qualified SAP All-in-One partner solution that incorporates the SAP Best Practices Baseline Package and SAP Best Practices for Aerospace and Defense offerings and the SAP Business Suite family of business applications.

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