MENTOR GRAPHICS
ENABLING GLOBAL PRODUCTIVITY AND INSIGHT

QUICK FACTS

Industry
High tech – software

Revenue
US$900 million

Employees
4,500

Headquarters
Wilsonville, Oregon

Web Site
www.mentor.com

SAP® Solutions and Services
SAP® BusinessObjects™ Web Intelligence® software, SAP BusinessObjects Dashboards software, SAP ERP application, SAP NetWeaver® Business Warehouse component, SAP Customer Relationship Management application, SAP Supplier Relationship Management application

Mentor Graphics Corporation helps electronics manufacturers cost-effectively streamline the design process. To streamline its own business processes and boost productivity, Mentor uses SAP® BusinessObjects™ software. By integrating with deployed SAP software, SAP BusinessObjects software gives Mentor global business insight and empowers its people to do more.

Key Challenges
- Automate and integrate business processes using a single enterprise software platform
- Empower employees with rich analytics and real-time reporting
- Achieve global visibility of core business operations using validated and centralized data that is highly available

Why SAP Was Selected
- Offers lower ownership and deployment costs, as well as cost-effective management tools
- Leverages data and functionality of deployed enterprise software
- Aligns and scales with diverse global operations
- Meets infrastructure requirements

Implementation Best Practices
- Minimized training using a self-service delivery model
- Established user access to the SAP NetWeaver® Business Warehouse component using SAP® BusinessObjects™ software
- Provided knowledge transfer to internal team from implementation partners
- Used the SAP Services portfolio including the SAP Solution Manager application management solution, enterprise edition, and the SAP GoingLive™ Check service

Low Total Cost of Ownership
- Reduced legacy systems across global operations
- Minimized the IT support role required for query and report generation
- Extending functionality of current software investment continuously

Financial and Strategic Benefits
- Process of acquiring companies simplified
- Better prices negotiated with vendors
- Global workforce leveraged to improve productivity and speed task completion
- Intercompany reconciliations and account closings completed more quickly and with fewer manual errors
- Global real-time view of cash position that allows more flexible cash management

Operational Benefits
- Established employee and management self-service capabilities
- Automated processes in sales, purchasing, customer service, HR, and accounting
- Using shared, global view of customer information to enhance customer relationships, speed order processing, and pursue more sales leads

"We have consistently found that SAP BusinessObjects software makes our business data highly available to our employees while minimizing the traditional need for IT and support staff to analyze data."

Frank Stone, Director of Enterprise Software Solutions, Mentor Graphics Corporation

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Integrating Processes and Empowering Staff

A leader in electronic design automation, Mentor Graphics Corporation enables companies to build innovative electronic products quickly and cost-effectively. Based in Wilsonville, Oregon, the global company operates in 70 locations across 31 countries. Many of these locations were once independent companies, and as Mentor Graphics grew, so did the fragmentation of key business processes in areas such as sales, accounting, and HR. To automate and integrate these processes, the firm now runs SAP® Business Suite software, including the SAP ERP application. And it has empowered its employees by making company data highly available to them using SAP BusinessObjects™ software.

Rapid Process Automation and Deployment

By upgrading its core SAP software, Mentor Graphics was able to rapidly deploy global process automation across multiple areas beyond its existing financial implementation. Over three years, the company used SAP Business Suite to deploy an array of functions, including:

- Worldwide sales force automation
- Global purchasing
- Updated general ledger functionality and process automation
- Treasury, cash management, credit, and collections
- Employee and manager self-service
- Time and leave management
- Enhanced staffing and recruiting tools and automation

At the same time, Mentor Graphics successfully integrated more than nine acquired companies into its organization and core processes using SAP software.

Making the Most of Deployed Software

"With SAP BusinessObjects software, we are leveraging our current investment in SAP software to speed deployment, extend functionality, and drive down ownership costs," says Frank Stone, director of enterprise software solutions at Mentor Graphics. In addition to real-time analytics and dashboard reporting, the company is using SAP BusinessObjects Web Intelligence® software, SAP BusinessObjects Dashboards software, and the SAP BusinessObjects Access Control application to help employees improve business operations such as sales, customer service, accounting, account provisioning, and more.

Optimizing Operations Through Global Visibility

Mentor Graphics is taking advantage of the detailed insight it has gained with SAP software to optimize operations across the company. For example, the firm now has a global profile of its customers that is available company-wide, allowing the sales force to speed order processing and improve sales forecasting and customer relationships. With a global view of its suppliers and purchasing trends, Mentor Graphics can negotiate better prices with vendors – and it has much more flexibility with cash management.

Leveraging Global Productivity

Global availability of information means Mentor Graphics can now distribute work across multiple geographies to improve productivity and complete tasks like intercompany reconciliations much more quickly. Process automation has also shifted the burden away from staff. "We can devote far less staff time to things like accounts closings and credit approvals – and reduce manual errors," Stone says. Moving forward, the company wants to leverage integration between SAP BusinessObjects software and the SAP NetWeaver® Business Warehouse component to provide its sales force with more powerful analytics.

Cost-Effective Operations

To cost-effectively scale its software implementation, Mentor Graphics has migrated to a virtualized platform with SAP's support. In addition, it is using the SAP Solution Manager application management solution and other SAP tools to efficiently manage the SAP NetWeaver technology platform. According to Stone, "SAP not only provides robust process automation, it also offers operational and management tools to enable a small IT team to deploy and manage a broad array of global capabilities."

50 104 474 (11/05) Printed in USA.
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