

BENEFIT FROM BUILT-IN SUPPORT FOR BEST PRACTICES

SIMPLIFY SOFTWARE SELECTION AND IMPLEMENTATION

For small businesses and midsize companies, selecting and implementing business software can be daunting. There are so many variables to consider and decisions to be made that can involve significant costs and risks. Even after selecting software, your company may still struggle with the implementation because it often requires considerable technical and business process expertise that can overwhelm your in-house staff and budget. The result: unexpectedly long implementation times and cost overruns, without the benefits you expected during evaluation.

There is a better way. SAP® Business All-in-One solutions and qualified SAP Business All-in-One partner solutions are comprehensive business management software with built-in support for industry-specific best practices. Designed for small to midsize companies, SAP Business All-in-One solutions are built on the foundation of SAP Best Practices packages, which address industry-specific and cross-industry needs. This foundation helps make the solutions more affordable, more flexible, and able to deliver faster time to value.

Further, SAP Business All-in-One solutions are supported by integrated tools and content to give you the details you need during the lifecycle of discovery, evaluation, and implementation. These tools and content help ensure that what you see during discovery is what you choose during software evaluation and what you get after implementation. As a result, you receive the business benefits you expected.

Lower Costs and Accelerate Time to Value

Small and midsize businesses often have complex business models similar to their larger counterparts. To manage your business and thrive in markets that are increasingly competitive, you need software solutions that both span core functions and support a range of industry-specific business processes. That is, your solutions need to handle functions such as finance, human resources, and customer relationship management at the same time they support processes such as product lifecycle management for manufacturers.

However, most software solutions fall short of these requirements. They may be designed for smaller companies and, as a result, are too expensive and complex to scale to your needs. Or they may lack the breadth and depth of functionality needed to manage your company's end-to-end business processes. In many cases, you have no choice but to heavily customize a particular vendor's software to meet your business requirements, but this comes at a high cost and risk.

SAP Best Practices helps mitigate this problem by making SAP Business All-in-One faster and easier to implement and minimizing the need to perform manual systems configurations. With SAP Best Practices, you can use preconfigured support for business processes, which tailors SAP Business All-in-One solutions to a wide range of industries and geographies. And your small or midsize

SAP and our partners offer more than 700 industry-specific SAP® Business All-in-One solutions and qualified partner solutions, with built-in support for over 400 processes. The solutions are preconfigured using SAP Best Practices packages, helping make them affordable, flexible, and able to deliver fast ROI.



business gains the same functionalities as those employed by large global firms (see the figure).



SAP® Business All-in-One – An Integrated Solution

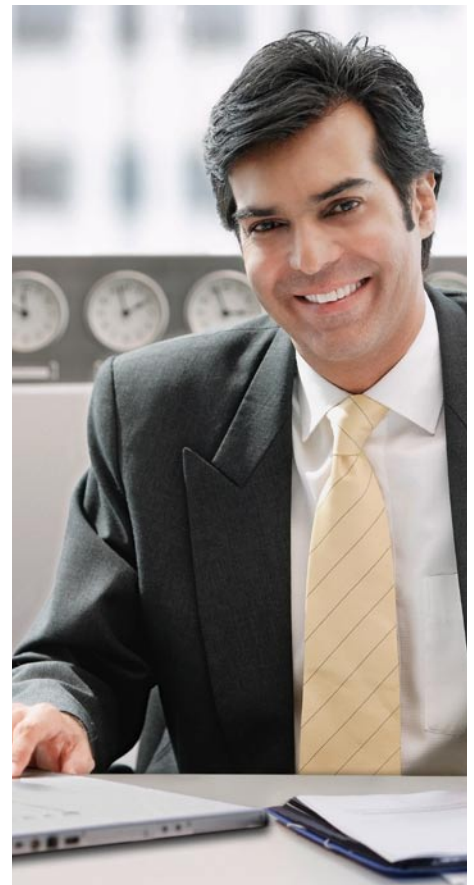
SAP Best Practices supports a wide variety of industry and cross-industry business scenarios and includes proven implementation methodologies, documentation, and accelerators for simplifying the evaluation and configuration of an SAP Business All-in-One solution. Because SAP Business All-in-One solutions are built on SAP Best Practices packages, companies can implement sophisticated and extensible business solutions in a fraction of the time typically required and at a predictable, affordable cost.

The support and methodology for business process flows in SAP Best Practices were developed from the business experience of SAP and our ecosystem of partners. They represent lessons learned from more than 40,000 implementations across 26 industries in more than 125 countries and are packaged into support for integrated process

flows to benefit you. They enable you to avoid some of the most complex and resource-intensive steps in software implementation projects. Instead of starting off your project with only the basic software, you can access this aggregated knowledge provided by SAP Best Practices with your SAP Business All-in-One solution – plus your partner's industry expertise and experience. Therefore, you gain solutions with standardized industry and cross-industry process support preconfigured for your business requirements. These flexible preconfigurations enable your partner and project teams to accelerate implementation by focusing on adapting the software to your specific company requirements rather than creating new business processes.

Plan the Right Solution for You

One of the key challenges in discovering and evaluating software options is determining how your business requirements affect the scope and size of your purchase. Because SAP Business All-in-One solutions are built with SAP Best Practices, you can readily see which preconfigured scenario support best fits your needs. You can also understand the impact of the various choices on price before you purchase. Under the SAP Business All-in-One fast-start program, smaller midsize companies can use the solution configurator for SAP Business All-in-One, an online tool that allows you to evaluate different scenario options and their associated costs. The configurator lets you obtain the necessary scenario information – such as process descriptions and flows, documentation, and technical details – to help you plan your solution more effectively.



When you've selected functionality you need, the tool provides you with an estimate of the total solution cost. You simply select the relevant scenarios, such as cash management for your core finance operations or lean warehouse management for your distribution function. The solution configurator calculates the estimated cost for the software license fee and for implementing your SAP Business All-in-One solution. With detailed reports from the solution configurator, you can better manage your evaluation. In addition, the configurator uses your scenario selections to populate a demonstration tool used by our SAP partners to help ensure you fully understand the software functionalities before your purchase. This also makes it easier to plan and budget your implementation more effectively.

Maximize Business Value

SAP Best Practices provides what you and your partner need to document and configure your solution, as well as offers documentation and training materials for your end users. You can take advantage of the following key components.

Comprehensive Process Documentation

In SAP Best Practices, you'll find complete business process documentation that includes feature set descriptions, process flow diagrams, and step-by-step user guides. The documentation is based on standard business process scenarios such as financial closing, cost of sales accounting, and sales order processing. In addition, each feature set contains process overview presentations and detailed end-user documentation of each process flow to help you train consultants and end users. The documentation is so comprehensive that you can also use it for postimplementation knowledge transfer and end-user training. Many firms use the documentation as reference and support material for regulatory compliance.

Configuration Guides

Detailed configuration and activation guides help your project teams rapidly configure your SAP Business All-in-One solution. The documentation provides critical guidance for specifying the particular SAP Business All-in-One solution settings that you need to activate, as well as instructions for working with personalization and automation tools. For settings that are activated in the software, SAP Best Practices also provides configuration documentation that details which settings were activated. You can use this documentation as a reference guide after going live to help ensure future team members understand how the system was configured.

Requirements Matching

To enable rapid implementation and time to value, SAP Best Practices with your SAP Business All-in-One solution provides flexible implementation

accelerators. For example, your implementation expert can activate your selection of supported scenarios and modify the default software settings. You can also set the software to match your specific company requirements, such as by modifying organizational structures or financial charts of accounts to your industry's or country's specific standards.

Benefit from Best Practices

Small to midsize companies face the same challenges as the world's largest corporations. To address these challenges, you require a robust business software solution that delivers the same comprehensive business management functionalities of large enterprise solutions while providing the flexibility to adapt and grow with your business.

SAP Business All-in-One offers you one configurable solution to help you manage core business processes such as financials, HR management, procurement, inventory management, manufacturing, logistics, customer service, and sales and marketing, as well as analytic reporting. SAP Best Practices packages enable our partners to extend core functionality and deliver an SAP Business All-in-One solution for your industry and unique company requirements. They also enable you, with our partners, to accelerate implementations, reduce costs, and realize more rapid time to value.

Find Out More

To learn more about how you can accelerate your implementation of SAP Business All-in-One, call an SAP representative today or visit www.sap.com/businessallinone.

In order to manage your business and thrive in markets that are increasingly competitive, you need software solutions that both span core functions and support a range of industry-specific business processes.

Summary

The best practices supported by SAP® Business All-in-One solutions help reduce the complexity and cost of business software implementations. SAP Best Practices packages enable this by providing SAP Business All-in-One solutions and qualified SAP Business All-in-One partner solutions with the necessary components that enable you to rapidly configure a solution. You can implement SAP Business All-in-One in a fraction of the time normally required by reducing the resources and configuration work needed to get a solution up and running.

Business Challenges

- Decrease the complexity and risk of evaluating and selecting business software solutions
- Reduce the time and cost of implementing business software, and achieve faster time to value
- Lower the resources and costs involved in developing core and industry-specific business processes

Key Features

- **Business process documentation** – Better understand the solution by using detailed documentation of process flows
- **Implementation accelerators** – Speed evaluation, implementation, and training through personalization tools and sample master data
- **Configuration guides** – Provide consultants with detailed information to help streamline the implementation of your SAP Business All-in-One solution
- **Automation tools** – Use best-practice activation settings for automating configuration processes

Business Benefits

- **Lower costs** by minimizing the number of internal and external staff required to manage a software implementation
- **Reduce implementation times and costs** by activating support for best practices that help manage most of the required configuration
- **Decrease risk** with preconfigured process templates that reduce the likelihood of missed project deadlines and budget deviations and that ease user adoption
- **Scale your software as your business grows** by working with SAP partners who can leverage best practices as a baseline for developing solutions that grow and adapt to changing business requirements

For More Information

Call your SAP representative or visit us online at www.sap.com/businessallinone.

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