

SAP Solution Brief

SAP Solutions for Small Businesses and Midsize Companies

GIVING SERVICE COMPANIES A FAST START

SAP® Business All-in-One FAST-START PROGRAM

As a service provider, you need to provide value to your clients efficiently and cost-effectively. The SAP® Business All-in-One solution supports use of the best practices in the services industry, and the fast-start program helps you to implement it quickly.

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, it can be difficult to maintain market share – let alone grow your business.

Today's clients are buying smarter, fixed-price contracts, which means greater project and delivery risks for you. Simultaneously, global competition is forcing prices down and squeezing margins. Services firms must consistently provide their clients with tangible and differentiated value and at the same time control costs to deliver projects profitably. To succeed, you need to reduce your expenses by improving operational efficiency and more tightly controlling your project-related costs. You may be hampered in these goals, however, by outdated, nonintegrated systems for managing your resources, projects, and financials. These legacy systems may well be impeding your visibility, perpetuating inefficiencies, and limiting your flexibility and growth.

The SAP® Business All-in-One fast-start program is designed to help you tailor an SAP Business All-in-One solution to your needs and then get it up and running quickly. Complete with preconfigured software, the program is easily adaptable to your changing requirements, growing as your business does.

The SAP Business All-in-One solution supports the service-related business processes you perform on a daily

basis – from time and expense recording and contract management to billing for fixed-price, resource-related, or intercompany contracts. Based on SAP's years of experience in developing business software, the solution will enable your employees to make decisions that support your client relationships and improve profitability. You can expect greater transparency and coordination among business development, resource management, and service delivery departments, to help you maximize client and service-line profitability.

Preconfigured to Support Service Companies

The SAP Business All-in-One fast-start program comes with built-in support for IT services and for consulting-specific business processes. The program offers a bounded project scope, predictable costs, and low total cost of ownership. The quick implementation time produces fast time to value for a solution that supports industry best practices.

Pretested and Preconfigured

The SAP Business All-in-One fast-start program provides everything 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 gives you the ability 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 implementations will be quicker



because the program uses a clearly defined set of preconfigured industry-specific functions.

Functionality for Service Companies

SAP Business All-in-One functionality supports service industry best practices in the following categories:

- Services
- Accounting
- Controlling
- Forms and reporting

Services

The SAP Business All-in-One solution helps improve your visibility into data so that you can better manage your financial and operational performance throughout the client life cycle. 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

The SAP Business All-in-One solution supports the back office of a complex services environment. The solution enables 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, region-

al, or national reporting requirements. The SAP Business All-in-One solution supports 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. The SAP Business All-in-One solution allows 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 in using the SAP Business All-in-One fast-start program is to access the online solution configurator for SAP Business All-in-One. With this tool, you choose the functional building blocks that will determine your estimated solution scope and cost. This process also connects you with an SAP consultant or a local partner who has corresponding industry expertise to counsel you on next steps.

Next, your SAP consultant or partner will create a personalized demo, using your data and the demo assistant tool for SAP Business All-in-One. The demo, which can run on a laptop, will show you end-to-end scenarios – for example, a day in the life of a service company.

Once you have committed to purchase, your SAP consultant or partner will use the solution builder for SAP Business All-in-One to further scope, adapt, and activate your functional implementation. This tool, which uses standard templates based on industry and local best



You'll gain the agility and support you need to grow, while staying well within your budget. In addition, you'll benefit from a global partner that can support and extend your solution.

practices, simplifies your path to run SAP Business All-in-One.

Finally, your SAP consultant or partner will use the solution builder's installation wizard to install the implementation specific to your needs on your chosen hardware configuration.

Building Best Practices into Your Business – Quickly

The SAP Business All-in-One fast-start program provides a way to incorporate best practices in services into your operations. Implementation is rapid, resulting in a quick return on your investment, and also predictable, both in benefits and in cost. (Price and implementation time vary based on the

depth of functionality implemented.) The solution's flexibility allows you to tailor it to suit your business's current circumstances and to expand it as your business grows.

Fast and Flexible

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

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your time to value. The program provides not just the functionality you need, but the detailed guides and documentation that allow for quick deployment.

As an option prior to implementation, you or your implementation service provider can use the configuration tool

in SAP Business All-in-One to select only the precise subset of business processes you need, helping to facilitate a rapid, straightforward implementation.

Predictable and Proven

Using decades of experience with midsize service companies, SAP has preconfigured and preinstalled the functionality most relevant to your operations. The result is a more predictable and cost-effective implementation.

The SAP Business All-in-One fast-start program also works with hardware options from various partners and with software options that incorporate the SAP MaxDB™ database and SUSE Linux operating system to reduce your total cost of ownership. With this program, you can eliminate the guesswork and implement an affordable solution for your company.

Thanks to the extensive network of SAP partners, you have access to local implementation support wherever you are in the world. SAP partners can help you use the fast-start program to rapidly implement the SAP Business All-in-One solution that meets your specific needs.

Safe and Scalable

You can adapt the SAP Business All-in-One fast-start program to your changing business needs, making it a safe investment now, yet supporting aggressive growth goals. You can begin with the preconfigured fast-start offering and later incorporate other SAP solutions.

When you use the SAP Business All-in-One fast-start program, you gain built-in support for the best business practices in your industry.

Want to 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.

Summary

The SAP® Business All-in-One fast-start program delivers rich functionality in a pretested, preconfigured package that reflects SAP's years of experience in developing business applications. Whether your company is small or midsize, the program will enable you to implement proven best practices in services while smoothly adapting to changing business requirements. In addition, you'll benefit from a global partner ecosystem that can support and extend your solution.

Challenges

- Create more efficient business processes
- Speed up response to changing markets, consumer demands, and government regulations
- Control costs

Supported Business Processes and Software Functions

- 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.

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