

## SAP Solution Brief

SAP Solutions for Small  
Businesses and Midsize Companies

# COMPREHENSIVE BUSINESS SOLUTIONS FOR MIDSIZE COMPANIES

## ENHANCE BUSINESS AGILITY AND OPTIMIZE OPERATIONS

SAP® Business All-in-One solutions support a breadth of business processes and provide deep industry-specific functionality, enabling you to optimize all aspects of your company's operations using best business practices. With visibility into your entire business, you can make the best-informed decisions.



### Achieve Operational Excellence

As a midsize company, your leadership depends on your ability to adapt to changes in the market, build lasting relationships with your customers, and get to market quickly. Meeting these objectives can be daunting, particularly when your business systems are not fully integrated and lack the functionality you require to run your company. What's more, they can be time-consuming and expensive to maintain. What you require is a comprehensive, integrated business solution that can enhance your company's agility, optimize operational efficiency, and strengthen your customer relationships. Such a solution must be:

- Proven and comprehensive, with industry best-practices functions and experience built in
- Adaptable to your changing business needs as you grow
- Intuitive to ensure a user experience that optimizes productivity and ease of doing business
- Affordable with a predictable cost of ownership to mitigate the financial risks inherent in deployment and operations

SAP and its partners offer complete, proven business solutions with built-in support for industry best practices – all at an affordable fixed price. Adaptable to meet your unique and changing business needs, SAP® Business All-in-One solutions offer highly configurable software that you can adjust when your business requirements shift.

### Choose a Comprehensive Business Solution

SAP Business All-in-One solutions are built on the SAP ERP application – world-class, integrated enterprise resource planning (ERP) software – and SAP Best Practices packages configured specifically for midsize companies. SAP Business All-in-One solutions address the core business software requirements of the most demanding midsize organizations in all types of industries and across all geographies. These solutions can support your critical business processes – from winning new customers and making innovative products to hiring the best talent and reconciling your accounts.

#### Optimized for Midsize Companies

For midsize companies like yours, one size does not fit all. That's why SAP Business All-in-One solutions give you options. You can capitalize on a solution that supports streamlined business processes and has been optimized for fast deployment, or you can choose a customized, industry-specific solution that meets your highly specialized needs. Either way, you gain support for enhanced best practices that improve every aspect of your business. With a comprehensive set of roles, reports, and support for business scenarios that are integrated to work together, you can seamlessly run your entire business cycle using an industry-specific SAP Business All-in-One solution.

THE BEST-RUN BUSINESSES RUN SAP™





SAP and its partners offer complete, proven business solutions with built-in support for industry best practices – all at an affordable fixed price.

SAP Business All-in-One solutions feature a user experience that is designed for maximum productivity and ease of use. Role-based navigation takes on a completely new meaning, as users see only the information, reports, and work lists that are relevant to them. Reporting and printing are enhanced to exploit the very latest technology from SAP and Adobe. Your employees can adopt your SAP Business All-in-One solution quickly with its simplified, intuitive user interface that features tightly integrated contextual help – allowing them to become proficient faster and enabling you to reap benefits sooner.

Supported by a Robust Ecosystem  
When you choose SAP Business All-in-One solutions, you gain access to local implementation and customization support wherever you are in the world, thanks to the extensive SAP partner ecosystem. In addition, SAP partners offer their own qualified SAP Business All-in-One partner solutions that are tailored to meet your most specific industry and business requirements. All partner solutions are qualified by SME Solution Center organizations, providing you with the confidence you need.

### **Leverage a Proven Business Solution**

By supporting integrated business scenarios with industry best practices, SAP Business All-in-One solutions can help you reach your business goals. The built-in experience of SAP, its partners, and its customers helps you optimize all facets of your business without distracting you from your core focus. To keep on track, you can take advan-

tage of built-in analytic applications that improve visibility across your company. You make better-informed decisions with access to predefined and customizable reports and dashboards that deliver just the information you need, when you need it. With SAP Business All-in-One solutions, you always know where you stand on everything from bottom-line results and headcounts to production status and customer profitability. If you want to take advantage of these benefits but need a solution tailored to your industry, look no further than the extensive SAP partner ecosystem. SAP partners deliver value-added solutions and services that address your industry's most specific requirements.

### **Adapt to Changing Business Needs**

Your technology infrastructure has to keep pace with the evolution and growth of your business – or you'll lose the agility that has made you so successful. SAP Business All-in-One solutions support the way you do business both today and tomorrow as your company grows and changes. Because the software is powered by the SAP NetWeaver® technology platform, you can easily integrate your SAP Business All-in-One solution into your existing environment. As the foundation for enterprise service-oriented architecture (enterprise SOA), SAP NetWeaver unifies technology components into a single platform, enabling you to evolve your current IT landscape into a strategic environment that integrates all systems running SAP or non-SAP software. That means you can address existing

business needs today, confident that your platform can meet future requirements as well. SAP Business All-in-One solutions also help you adapt to changing regulations through documentation and reporting support for regulatory compliance (as required by the Sarbanes-Oxley Act in the United States, for example) and conformance with environmental, health and safety, and financial regulations.

### **Benefit from an Intuitive User Experience**

To realize immediate efficiency and productivity gains, you need a business solution that your employees can understand and adopt quickly. They will

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soon realize how your SAP Business All-in-One solution helps them with their daily activities. For example, SAP Business All-in-One solutions include role-based navigation with a simplified and intuitive user interface that can be adapted to each user's role in your organization. To streamline and automate workflows, you can assign roles and authorizations to users and modify role definitions. You can even create individ-

ually tailored work environments for your employees. Guided procedures and contextual help provide additional assistance, making your employees more productive.

### **Realize a Predictable Cost of Ownership**

SAP Business All-in-One solutions help minimize your financial exposure by offering a predictable cost of ownership, letting you budget in advance and eliminating the risk of unexpected or add-on costs. Because the software is built on SAP ERP and SAP Best Practices, you benefit from ongoing enhancements and innovation without risking business disruption. And because it maps closely to your current business processes, you can deploy your SAP Business All-in-One solution quickly and realize the benefits sooner. Rapid deployment tools and accelerator packs enable fast and efficient provisioning by SAP partners, ensuring a straightforward transition to SAP Business All-in-One.

### **Why SAP?**

SAP provides a comprehensive business solution for midsize companies that is proven to have the breadth and depth of functionality you need. Tailored to fit the business processes of midsize companies, SAP Business All-in-One solutions allow you to take advantage of industry best practices while providing the flexibility to adapt to changing business requirements. You get the agility and support you need to grow at a predictable cost of ownership – while your employees gain a solution that's intuitive to learn and use. Addi-

You can capitalize on a solution that supports streamlined business processes and has been optimized for fast deployment, or you can choose a customized, industry-specific solution that meets your highly specialized needs.

tionally, when you purchase SAP Business All-in-One, you benefit from a global partner ecosystem that can support and extend your solution. You can also take advantage of industry-specific partner solutions that are based on SAP Business All-in-One and customized to suit your particular specialty within the industry. And all solutions are delivered by partners with extensive expertise in your industry.

### **Find Out More**

To find out more about how you can join the thousands of companies that rely on SAP business solutions to outperform the competition, call your SAP representative or visit us today at [www.sap.com/solutions/sme/businessallinone](http://www.sap.com/solutions/sme/businessallinone).

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## Summary

Developed specifically for midsize companies, SAP® Business All-in-One solutions reduce the effort, cost, time, and complexity associated with implementing a world-class business management solution. The software lets you deploy core business functionality of the SAP ERP application and leverage the best practices of industry leaders – all at an affordable fixed price on a platform your business can never outgrow.

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## Challenges

- Reduce the risk and cost of implementing and operating a comprehensive business management solution
- Streamline core business processes
- Broaden and deepen your insight into business operations
- Keep pace with rapidly evolving market conditions and customer demands

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## Supported Business Processes and Software Functions

- Enterprise resource planning – Enhance company performance by integrating core business applications including financial accounting, management accounting, purchasing management, inventory management, and production management
- Best-practice business processes – Accelerate software implementation and optimize business operations using the best practices of industry leaders
- Industry-specific functionality – Solve your business challenges with a solution tailored to your specific industry

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## Business Benefits

- **Optimize operational efficiency** with proven, comprehensive functionality and a best-practice approach to core business processes
- **Increase business visibility** with enhanced business analytics, personalized work lists, and customizable reports
- **Lower your total cost of ownership** with an affordable, predictable, and flexible business management solution
- **Respond to fast-changing business requirements** with a solution that enables extensibility and unlimited capacity to add functionality as your business needs change
- **Improve productivity** with an intuitive user interface and integrated contextual help

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## For More Information

Call your SAP representative, or visit us today at [www.sap.com/solutions/sme/businessallinone](http://www.sap.com/solutions/sme/businessallinone).

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