

## SAP Financing

# Speed and flexibility make the difference!

## SAP® Financing

The partnership between SAP and Siemens Financial Services is starting to bear fruit: The ability of Siemens Financial Services to design a suitable financing solution and quickly prepare the credit assessment for signing was one of the key factors in the decision of Raiffeisen Waren-Zentrale Rhein-Main eG (RWZ) to choose a merchandise-management system from SAP.



RWZ began its search for a new merchandise-management system with a long list of specific requirements. The solution offered by SAP, the world's leading supplier of business software, proved compelling. The implementation was optimal in terms of both the functional capabilities of the software and the proven sector expertise.

Another decisive factor was the financing that was arranged through Siemens Financial Services. The software solution was financed through a long-term contract – with the addition, at RWZ's request, of an option for early termination. The arrangement also incorporated a twelve-month payment-free period that would

ease the strain on RWZ's budget during the implementation phase.

### A proven partnership

The partnership between SAP and Siemens Financial Services made the grade in this implementation. A flexible leasing contract, thorough understanding of the IT market, and fast and straightforward credit approval convinced RWZ that Siemens Financial Services was the best financing partner.

Speed was another string in the partners' bow. As Werner Rosner, account manager for RWZ at SAP AG, recalls, "Functional definition of the solution was complete, and the task was to come up with a financing solution. The customer was not prepared to sign the contract without financing in place, and we had only a few days of leeway. But Siemens Financial Services met the target. Their offer exceeded the customer's requirements and ultimately secured the project for us. It was a great team effort and promises much for the future."

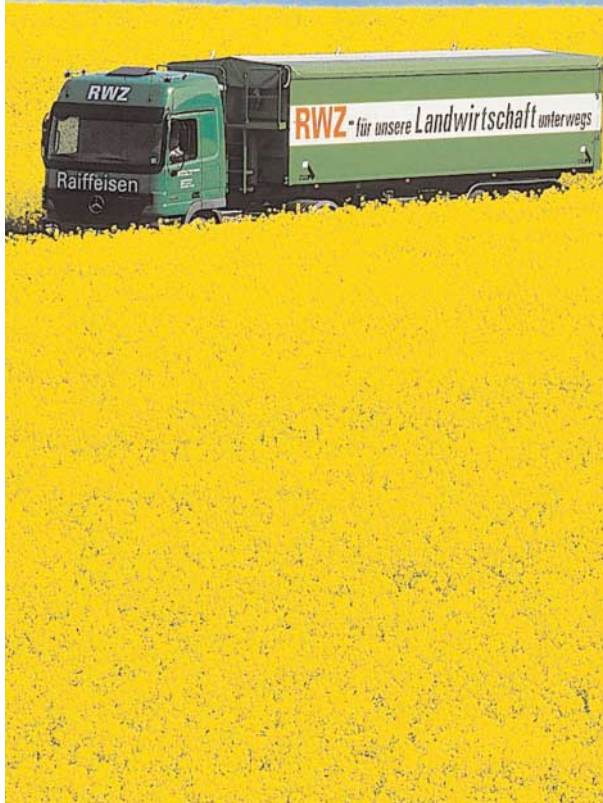
### Perfect tools

The Investment Calculator, developed by SAP, helps SAP and its sales partners exchange data efficiently with Siemens Financial Services. A Web-based application, the Investment Calculator lets account managers record relevant project data during talks with customers and present the long-term total costs for procurement and operation of SAP solutions. The Investment Calculator can also estimate monthly financing payments.

SAP and its sales partners can send this data by e-mail as a financing request to the relevant sales consultant at Siemens Financial Services. The consultant can then immediately use the data to initiate the next steps of the financing process. ■

## The company

Raiffeisen Waren-Zentrale Rhein-Main eG and its approximately 200 constituent cooperatives serves as a market partner for agriculture and an important supplier and service provider for a large section of the German rural community. RWZ Rhein-Main operates more than 250 Raiffeisen Centers, Raiffeisen agricultural storage depots, Raiffeisen markets, transshipment ports, technical facilities, gas stations and car dealerships in the German states of North Rhine-Westphalia, Hesse, Rhineland-Palatinate, Saarland, Thuringia and Saxony.



**Financing for Raiffeisen Waren-Zentrale Rhein-Main eG:**  
Optimal start to the partnership with SAP  
Complex customer requirements satisfied with transparency  
Fast and straightforward processing

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