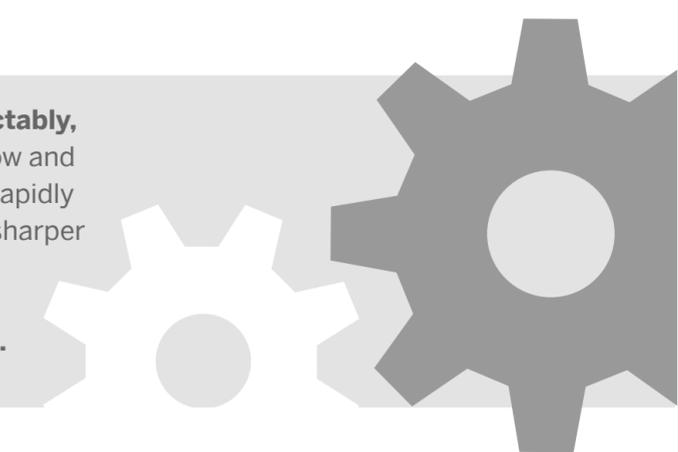


# Implement Software Quickly, Affordably, and Predictably with Outcome-Based Services from SAP

When your business requires a new solution, you want it deployed **quickly, predictably, and affordably**. Yet traditional build-to-order implementation methods can be slow and costly, especially when the software requires time-consuming customization. To rapidly realize the software's promised benefits, you need a service provider that puts a sharper focus on rapidly meeting your unique business needs. Whether you're a new or existing SAP customer, you want a service provider to deliver value throughout the implementation – while **dramatically reducing cost, risk, and time to value**.

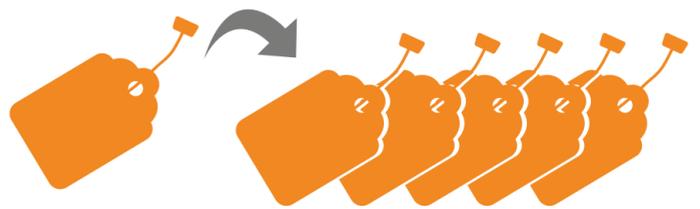


## Benefits at what cost?



Powerful software solutions deliver proven business value. But some deployment projects require extensive customization – taking years to complete, driving up consulting costs, and increasing the total cost of ownership (TCO) and investment.

## Enterprise software deployment costs



**1:5**<sup>1</sup>

Consulting fees for large, customized software deployments can be five times the actual license fees.

## Time for a new approach

Traditional software vendors rely on **build-to-order** implementations – delivering software and services over time and customizing it extensively over months or years. We can offer you a better way.



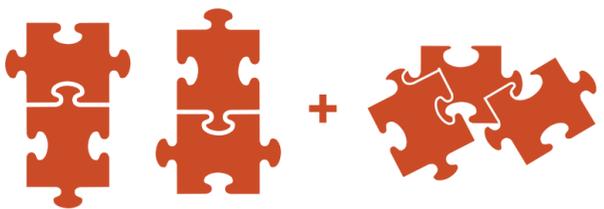
## The simplified delivery approach

To help you enhance the value and efficiency of SAP® software deployments, we've created a modern, predictable, and cost-effective delivery approach. Our outcome-based services use an **assemble-to-order** delivery approach that delivers software projects in incremental steps, with a clear, prescribed outcome for each step. The software can run on premise or in the cloud using the SAP HANA® Enterprise Cloud service.

## Here's what you get

Our assemble-to-order delivery model combines one or more **SAP Rapid Deployment solutions** with consulting services, tools, and best practices informed by our 40 years of experience in your industry. Leveraging the power of agile development methods, our approach breaks the software deployment into multiple smaller steps, reducing risk through frequent checkpoints and delivering value at each phase.

### Preassembly:



Rapid-deployment solutions

Engineered services

### Customization services



### Delivered solution



On cloud or on premise

## Dramatic value, delivered fast

By enabling faster implementation, outcome-based services from SAP help you reduce costs, simplify the IT landscape, and enhance your ability to innovate. According to recent SAP survey results, our services may deliver up to:



**40%–60%**

Decrease in time to business value



**50%**

Reduction in consulting fees



**50%**

Decrease in project costs



**40%**

Reduction in TCO

## Learn more

For more information on outcome-based services from SAP, contact your local SAP sales rep or visit us at <http://www.sap.com/services-support/svc/implementation/consulting/advanced-delivery-mgmt/index.html>.



### Sources

1. SAP Services



The Best-Run Businesses Run SAP™