



Today's automotive suppliers face a stark business environment. Regional markets are saturated and global capacity exceeds demand. While seeking to protect today's business by adapting to changing customer requirements, suppliers are also trying to invest for tomorrow so that they can grow and expand into new markets. The SAP® ERP Automotive Supplier packaged solution helps growing companies deal with these challenges.

SAP for Automotive

SAP® ERP AUTOMOTIVE SUPPLIER PACKAGED SOLUTION

A Fully Integrated Solution to Improve Business Processes, Enhance Collaboration, and Boost Competitive Advantage

It's no secret that success depends on your ability to control your business processes. Processes need to be flexible enough to meet new opportunities as they arise. And as more business depends on interacting with original equipment manufacturers (OEMs), you also need to extend your processes beyond corporate boundaries to achieve higher levels of collaboration. This collaboration requires the ability to continuously optimize your processes and leverage information to maximum advantage.

Far too often, however, companies lose valuable time and money because business units must customize IT solutions. This cripples your ability to support customers and facilitate expansion. To unlock business value and make information work for you, you must align and standardize your processes across critical business areas. This is what the SAP® ERP Automotive Supplier packaged solution can do for companies like yours. Offering the most complete solution of industry-specific best practices available, the SAP ERP Automotive Supplier packaged solution supports your business processes up and down the supply chain – from start-up orders to sales orders delivered via electronic data interchange (EDI) right down to production planning and control. You can integrate OEM production processes more efficiently, align business processes with strategy more effectively, and manage change in a way that helps you stay ahead of the competition.

Predefined Industry Configuration Information Means Rapid Implementation

The SAP ERP Automotive Supplier packaged solution delivers comprehensive documentation and configuration information for use in many industry-specific scenarios that help promote user buy-in, simplify project management, and quickly implement

optimized business processes. Right out of the box, this packaged solution serves as the foundation for daily customer interaction and execution in many areas, including material requirements planning, inbound delivery, goods receipt, production, delivery note creation, shipping, billing documents, and invoice creation and settlement.

Your initial implementation of the packaged solution produces a prototype that promotes experimentation, aids learning, and speeds time to value. Following a proven methodology, you can leverage the prototype to configure your business processes in a way that best serves your corporate strategy. During implementation, key users can delve into the training documentation to familiarize themselves with the information. After master data is mapped to redefined processes, users are in a better position to design critical output that improves information flow and service. You can also configure user settings by copying the information directly from the packaged solution. In the end, the SAP ERP Automotive Supplier packaged solution enables a smooth implementation, delivers rapid time to value, and facilitates end-user adoption.

Best Practices Make Perfect: Helping You Improve Your Business so that You Can Grow

By deploying the SAP ERP Automotive Supplier packaged solution, your company can fully integrate all enterprise systems into your business processes. No longer will you be hampered by high-maintenance interfaces, elaborate upgrades, or ineffective legacy systems. The days of manually checking incoming delivery forecasts and schedules are gone. Data now flows directly into back-end systems where it is processed automatically – instantly generating a material bill of material (BOM) and material requirements. You'll gain operational visibility and enhanced control across departments

and business units, as well as customers and suppliers. This transparency, in turn, provides up-to-date information on key performance indicators and customer service data, giving you enhanced abilities to identify issues and respond to change.

With the SAP ERP Automotive Supplier packaged solution, you can expect the following benefits:

- Fast implementations
- Low implementation costs
- Minimum risk from optimized processes and configured settings
- An upgradeable, standard solution
- Provision for standard customer enhancements
- Extensive, industry-specific documentation
- Rapid user acceptance and buy-in
- Simplified project management using predefined business process steps or value chains
- Preconfigured data structures to support the use of customer data
- Transparency of consulting services

The SAP ERP Automotive Supplier packaged solution gives you the agility you need to succeed in a highly competitive, rapidly changing business environment. But opportunities for continued growth and leadership aren't limited to packaged solutions. Companies of all sizes can continue to optimize their business processes while implementing a wide range of business solutions from SAP. The SAP for Automotive set of solutions helps you stay flexible to help you tap new and emerging competitive opportunities while enhancing the value of existing business relationships.

To learn more about why the SAP ERP Automotive Supplier packaged solution is the smart choice for your business, visit us at www.sap.com/automotive