

SME Solution Center Brief



SAFE, PREDICTABLE, AFFORDABLE

While midsize enterprises face many of the same industry challenges as their larger competitors, many still lack solutions that address their industry processes with the necessary level of specificity, sophistication and scalability. By combining the resources of SAP and its partners in a systematic, global approach, the SME Solution Center will increase the number of companies who can benefit from the portfolio of industry solutions from SAP and its partners that deliver All-in-One packages.

Building on 30 years of experience and over 25,000 SAP Best Practice deliveries, SAP delivers through the SME Solution Center and its network of Local Business Partners solutions that meet the needs of midsize enterprises of various sizes, industries, and markets. In short, SAP delivers business-process management solutions with the know-how built in with a lean deployment approach.

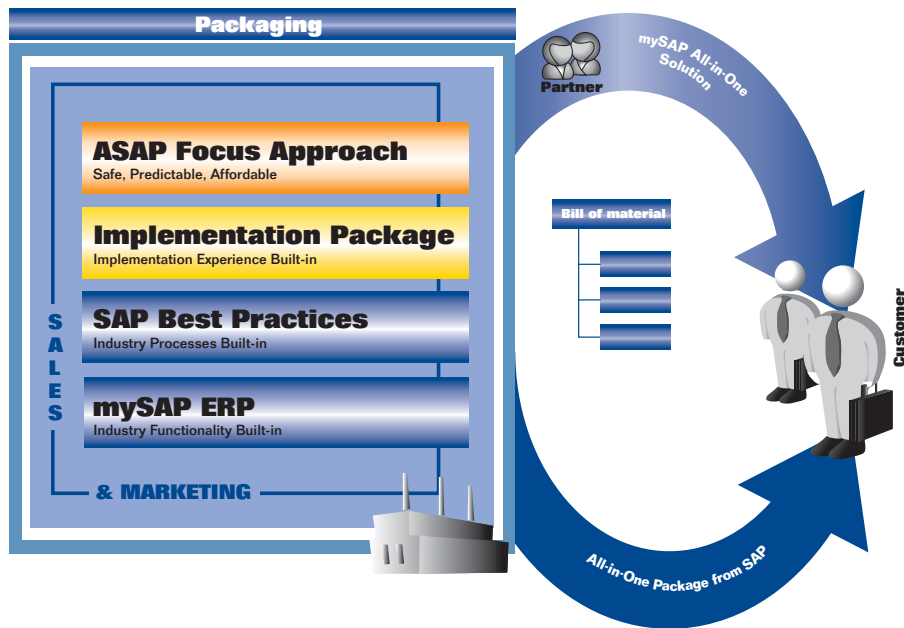
The SME Solution Center powered by Best Practices delivers savings to the customers through the use of packaged services reducing the implementation time and a safe, predictable and affordable solution for their current and future needs.

SAP and its Partners give SMEs the Power to Benefit from the same Innovation (operate with the same sophistication) as Industry Leaders

SMEs are the economic powerhouses of Asia Pacific, to remain competitive in a rapidly changing business environment; they need robust enterprise software that can change with them over time without slowing operations down.

With continuous access to state of the art technology SMEs will be able to fully compete with larger players on a level playing field whilst retaining their competitive advantage of customer intimacy and speed of execution.

What does an SME Solution Center Package Together to Serve Customers and to Enable Partner Development?



Customers Benefit from a Complete Business Management Solution tailored to Their Size, Market, and Industry

Fast and predictable deployment:

- Solutions are qualified by SAP to support a predictable, high-quality delivery
- Fast implementation through defined implementation services based on the SAP ASAP Focus methodology

Comprehensive and affordable solution that can be extended over time:

- Modular approach enables to focus on core business processes initially and then extend the solution over time to gain incremental value
- Customers can quickly implement new processes as their business changes, and protect investment

Built-in expertise:

- SAP Best Practices offerings are based on 30+ years' experience of SAP and its partners
- Solutions optimize core business processes, enabling

customers to focus on those processes and services that make their company unique and differentiate it in the marketplace

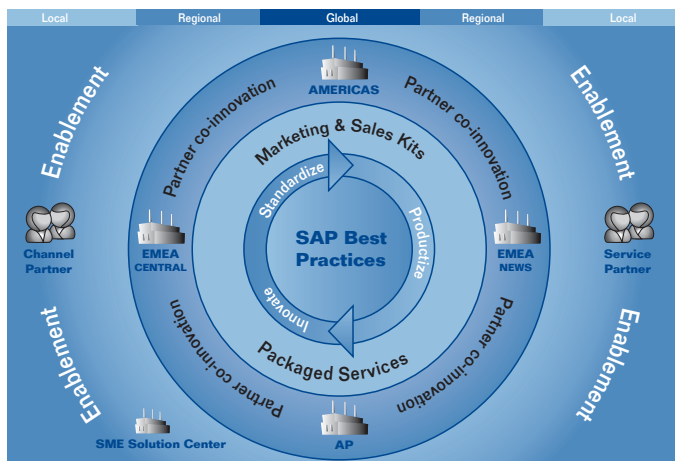
Providing Access to Industry Best Practices through SAP SME Solution Center powered by SAP Best Practices

Through the SAP SME Solution Center powered by SAP Best Practices, SAP with its partners delivers complete prepackaged solutions and services incorporating industry-specific functionality and best practices processes tailored to the unique local needs of SMEs.

The embedded packaged services are based on SAP's Accelerated SAP (ASAP) Focus rapid implementation methodology to reduce solution time to benefit and lower total cost of ownership. With predictable, affordable and safe implementations roadmaps, the methodology enabled SAP and its partners to reduce implementation starting from 6 weeks.

The All-in-One Packages enable, fixed-scope, fixed-price and modular solutions are fully upgradeable ensuring faster and more cost-effective deployment as well as a safe and rapid return on investment for SMEs. It enables customers to reap the benefits of SAP and partner solutions for small and midsize enterprises (SMEs) faster and with a more effective use of resources and shield them from unnecessary complexity.

SME Solution Centers Scale Execution Capabilities



The SME Solution Center Provides the Critical Link between Enterprise Applications and Midsize Enterprise Customer Needs for Fixed Scope, Fixed Price and Safe Implementations

The SAP SME Solution Center acts as a factory enabling both SAP and partners to productize solutions with vertical industry and country expertise right off our software and service ‘assembly line’. Customers benefit from rapid and safe deployments of an extensive portfolio of SAP Best Practices, All-in-One Packages and Services localized to their unique needs.

SMEs benefit from pre-packaged, fixed-scope, fixed-price and modular solutions that are fully upgradeable. These solutions are designed to meet the unique scalability needs of SMEs looking to retain their business model flexibility whilst adapting to rapid growth.

“The SME Solution Center, powered by SAP Best Practices, acts as a factory enabling both SAP and partners to productize solutions with vertical industry and country expertise right off our software and service ‘assembly line,’” said Bobby Vetter, Vice President, Business Development, SAP Asia Pacific. “It provides the critical link between the applications and customer requirements ensuring even more companies benefit from industry best practices and become best-run businesses with SAP. This packaged offering is particularly welcome to our partners in Asia Pacific considering more than half of SAP’s new customers in the region are already small and midsize enterprises and we’ve seen a 39 percent increase in SAP Best Practices customer adoption over 2005. We are already seeing our partners shortening their solution evaluation cycles and delivering lean implementation for shorter time to benefits.”

For more information, visit www.sap.com

www.sap.com/contactsap

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THE BEST-RUN BUSINESSES RUN SAP™

