

## SAP Solution Brief



# **mySAP™ ENGINEERING & CONSTRUCTION: CONTRACTORS**

**mySAP™ Engineering & Construction gives contractors and engineering companies the integrated, real-time information they need to manage all phases within domestic or international projects in which sales, project development, engineering, procurement, construction, operations, and maintenance are key elements. With mySAP Engineering & Construction, companies can enhance customer relationships, control costs, manage projects and coordinate processes around the world, and increase their competitiveness in a demanding and complex industry.**

## **GROWING COMPLEXITY, GROWING PRESSURE**

For engineering and construction contractors, business has never been simple. The work that such firms handle – building airports, power plants, process facilities, and other major projects – is typically large-scale and complex. And it typically requires carefully coordinating an array of vendors, suppliers, and subcontractors to make sure engineering, procurement, and construction proceed as smoothly as possible.

In the *new*, New Economy, the contractor's business has only become more challenging. Today, you face growing competition. The need for greater efficiency and shorter time to delivery. Pressure to boost productivity and improve asset utilization. Constant changes in project plans and the business environment. And through it all, you must be able to manage a wealth of complex details in order to keep costs down and, ultimately, deliver on time and on budget.



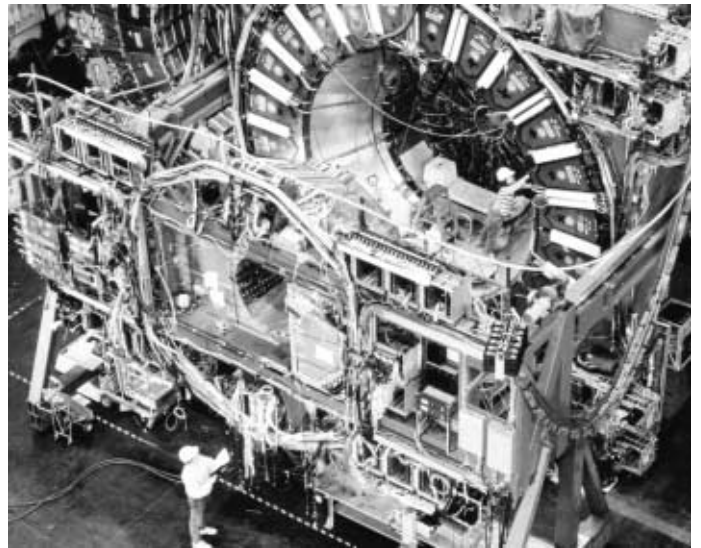
## THE POWER OF INTEGRATION AND COLLABORATION

With mySAP Engineering & Construction (mySAP E&C), you can meet those challenges and have the integrated, accurate, and timely information you need to succeed in a complicated and competitive world.

mySAP E&C lets you manage the full range of contracting business and work processes, from business development and sales to engineering, procurement, construction, facility and plant operations, and optimization – and on through maintenance, shutdown, and decommissioning. mySAP E&C enables you to track schedules, costs, subcontractors, and a wealth of other factors. It gives you e-business tools for collaborating with partners. And it lets you do it all with a single, comprehensive system.

With mySAP E&C, you can:

- **Manage projects and contracts with precision.** mySAP E&C supports the entire life cycle of projects, from initial project study and estimating to design, document management, collaborative planning, change management, asset management, quality management, and management of environment, health, and safety activities. With mySAP E&C, you can manage projects and programs from beginning to end and handle all the details of contracts with clients, subcontractors, and vendors.
- **Take advantage of e-procurement.** The solution can help you to streamline the purchasing of materials, equipment, goods, and services; manage the entire purchasing cycle; and conduct both ad hoc and strategic direct and indirect business-to-business procurement. It enables you to perform global sourcing and procurement, participate in online marketplaces, and aggregate demand across the enterprise and external organizations.
- **Work in a responsive, flexible supply chain network.** mySAP E&C gives you the tools to build and manage a collaborative network of contractors, vendors, suppliers, and subcontractors. The solution lets you and your partners work together closely to perform demand and supply planning and forecasting, direct procurement, and subcontractor performance management – and to keep up with changing client needs and business conditions.
- **Use enterprise portals to empower employees.** With mySAP E&C, you can provide employees with a single source of access to the applications and information they need to work efficiently – and let them serve themselves in handling human resources (HR) and other administrative activities. What's more, the portal technology can enable those employees to collaborate seamlessly with external partners such as subcontractors and suppliers.



- **Manage customer relationships.** Powerful tools support the full range of customer-facing processes, from marketing planning and lead generation to sales, contract tracking, billing, and service – all of which helps you provide the kind of service that builds customer loyalty and drives new sales.
- **Draw on mobile systems to increase flexibility and responsiveness.** Wireless and mobile devices can be easily integrated with mySAP E&C to support everything from field engineering to construction site management. That means that you can give decision makers access anytime, anywhere to vital information and enable them to respond quickly to problems and changes – whether they are on the job site, in the home office, or virtually anywhere on the globe.



## **BENEFITING THE BUSINESS**

With mySAP E&C, you can integrate and manage information and processes and coordinate and collaborate with speed and accuracy. And that can help you achieve clear business benefits, such as:

- **Reduced costs** through improved sourcing, more accurate bidding, improved change management, increased precision in planning and scheduling, and the ability to track costs against your budget in real time
- **Improved delivery and quality performance** due to shorter bidding cycle times, collaboration across organizations, comprehensive and end-to-end project management capabilities, and the ability to react to changing conditions to avoid delays and disruptions
- **Increased revenue** due to powerful customer relationship management capabilities that can help you find new business opportunities, make sales and marketing campaigns more effective, and anticipate market needs

## **GETTING STARTED...**

With mySAP Engineering & Construction, you can collaborate and respond, deliver on time and on budget, and succeed in a complex, competitive world.

To learn more about how mySAP Engineering & Construction can help your company, visit [www.sap.com/engineering](http://www.sap.com/engineering).

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**THE mySAP.com® E-BUSINESS PLATFORM**

To remain both competitive and profitable in the new Internet economy, successful companies must be able to work together and openly across traditional enterprise boundaries, collaborating in virtual global networks. With mySAP.com, SAP® integrates its extensive business and industry expertise into a comprehensive platform of e-business solutions, services, and technology. By integrating mySAP.com with their business strategy, companies gain lasting competitive advantage, adding significant value and maximizing ROI.

The mySAP.com e-business platform is a family of solutions and services that empowers organizations and individuals to collaborate successfully – anywhere, anytime. The business solutions provided by the mySAP.com enable any organization, regardless of size, to run its business more efficiently and productively, and to gain significant competitive advantage in the *new*, New Economy. mySAP.com is based on an open, flexible, collaborative services architecture that supports both SAP and non-SAP systems.

mySAP.com creates value by allowing quick response to new business opportunities and by reducing costs, enabling companies to collaborate, integrate, and empower themselves for business success in the *new*, New Economy – you know, the profitable one.

**With mySAP Engineering & Construction, contractors can integrate information and processes, collaborate with partners to deliver on time and on budget, and compete in an increasingly global and complex industry.**