

## SAP Solution Brief



# **mySAP™ ENGINEERING & CONSTRUCTION FOR RESIDENTIAL AND COMMERCIAL CONSTRUCTION**

## **CONSTRUCTION COMPANIES: WORKING TOGETHER TO SUCCEED TOGETHER**

**Today, construction companies must work with suppliers and subcontractors to keep complex, ever changing projects on track. mySAP™ Engineering & Construction gives residential and commercial construction companies the tools and capabilities needed to procure, collaborate – and successfully manage projects, reduce risks, and build sales and profits.**

In many industries, cooperating closely with supply chain partners is important – but for construction companies, it is absolutely critical. That's because construction companies typically draw on a broad range of suppliers – and subcontractors often handle up to 80% of all construction work.

What's more, construction companies – residential and commercial builders alike – are under greater pressure than ever to collaborate with their business partners effectively. In an increasingly competitive industry, you have less and less room for delay and error. This means that you must share up-to-date project information with all your business partners to control costs and meet aggressive schedules.

You also must maintain control over an array of construction and business processes and monitor a slew of complex details internal and external to your company. You must keep track of materials and equipment located at a variety of sites. You must schedule, coordinate, and pay numerous subcontractors. You have to stay in close touch with customers, from the initial sale through project completion, to make sure you deliver what they want.

Above all, you must be increasingly flexible so that you can stay ahead of changing customer requirements, new competitors, and unpredictable shifts in economic conditions. And in this changing world, you must be prepared to offer more than just construction services. You need to be prepared to offer services such as facilities maintenance – both to support customers and to develop new sources of revenue.

## A FOUNDATION FOR COLLABORATION

To help you address these challenges – and many other critical ones your company faces – SAP offers mySAP™ Engineering & Construction (mySAP E&C). A comprehensive suite of e-business tools, mySAP E&C provides capabilities designed specifically to help construction companies avoid risk and take advantage of opportunities in a competitive industry.

mySAP E&C supports the entire gamut of industry processes, from land acquisition, quotation, and sales to the management of subcontractors, equipment, real estate, and maintenance. A single, comprehensive solution gives you what you need to integrate information, processes, and partners.

mySAP E&C arms you with a suite of collaborative tools that let you share and manage project-related information across your company and the supply chain. You can exchange and update documents, quickly share change data, and work in virtual teams. Document-management capabilities streamline the handling of contracts, CAD drawings, building construction plans, schedules, and general correspondence. And workflow functions let you manage the routing of documents over the Internet to give everyone the right information at the right time.

With mySAP E&C, you can:

- **Work with an integrated, up-to-date view of the entire business.** You can view current information on all the projects that you have under way, and you can review costs, resources, and schedules by individual project or by multiple projects across the company. You can keep close tabs on expenditures with real-time financial information and manage risk, optimize cash flow, and improve business performance. And you can draw on business intelligence capabilities to identify problems and opportunities, and respond to them proactively.
- **Stay in step with customers.** mySAP E&C provides sophisticated customer relationship management tools for sales, installation, and service. In addition, a bill of services feature gives you a central tool for handling contracts, estimating, tracking transactions with customers, and managing pricing and settlement.
- **Manage projects throughout their entire life cycle.** mySAP E&C lets you track projects from start to finish and manage structuring, planning, materials, and subcontractors. Comprehensive project reporting capabilities let you evaluate key performance figures - such as planned and actual costs, payments, and profits - for specific projects, aggregated projects, or entire market segments.
- **Manage relationships with suppliers and subcontractors.** You can streamline the purchasing of materials, equipment, goods, and services, and you can track and control purchases for individual projects. You can take advantage of online exchanges and e-procurement to work smoothly and efficiently with suppliers, outsourcers, and customers. And you can use vendor-selection tools to compare suppliers easily based on their delivery performance, completeness of delivery, accuracy of invoices, and other criteria.
- **Track and manage equipment and tools.** With mySAP E&C, you can keep close watch on usage, maintenance, warranties, and insurance. You can plan and schedule the use of equipment and track equipment location and availability accurately. You can streamline billing and settlement for equipment rental. And you can use easily customized reports on costs, rental fees, and total cost of ownership to drive your future investment decisions.
- **Manage completed facilities for customers.** mySAP E&C provides tools for managing contracts, settling rent and service charges, and tracking your entire real-estate portfolio. You can support service, maintenance, repairs, and modernization, and handle issues such as maintenance calls and other service requests.

- **Deliver information wherever it's needed.** The solution's Web-based enterprise portal technology gives your employees and partners personalized access to the information, applications, and services they need to work and collaborate. The portal allows users to access systems regardless of their location or computing platform. This simplifies collaboration and the integration of information across company offices and subcontractor and supplier locations.

Working with a variety of partners means sharing information among a variety of systems. With its scalable, open architecture, mySAP E&C can be integrated with other SAP® and non-SAP systems easily. Because mySAP E&C is a fully integrated, comprehensive solution, you avoid the extensive up-front integration costs and ongoing maintenance expenses typically associated with fragmented, stand-alone solutions. And with the proven SAP rapid-implementation methodology, you can be up and running with mySAP E&C quickly and cost-effectively.

You can also take advantage of mySAP E&C as a hosted solution. SAP can operate and maintain the solution, while you access it over the Internet. You get world-class functions and capabilities and 24x7 global support – without major capital investment, a large IT staff, or the ongoing distraction of running an extensive in-house IT infrastructure.

#### **HOW IT ALL PAYS OFF**

mySAP E&C gives you integrated, real-time information about schedules, costs, changes, and subcontractors – everything you need to collaborate with business partners to finish projects on time and on budget. As a result, it can help your business:

- Increase sales and revenues through enhanced customer relationships. You can conduct effective sales and marketing campaigns, offer customized services to your clients and accommodate customer changes, and offer postconstruction services such as maintenance and facilities management.
- Control costs and minimize risk with streamlined information-sharing and collaborative tools that boost efficiency and eliminate waste. These tools also facilitate improved accuracy in estimating, change-order management, and contract management, and they help you identify where costs are being incurred internally and externally.
- Operate with speed and agility using customer relationship management tools that help you respond to changing customer needs and enable you to collaborate with partners to meet unanticipated shifts in demand. Real-time information about markets, projects, and operational performance gives you early warning of changes such as shifts in demand, economic conditions, and customer requirements.

#### **GETTING STARTED**

With mySAP E&C, construction companies can collaborate closely with business partners to increase efficiency, satisfy customers, and enhance the bottom line.

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



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