

mySAP Business Suite



mySAP™ SUPPLIER RELATIONSHIP MANAGEMENT

THE BEST-RUN BUSINESSES RUN SAP



mySAP™ BUSINESS SUITE: YOUR INDUSTRY. YOUR BUSINESS. YOUR FUTURE.

mySAP™ Business Suite is the world's most comprehensive family of business solutions, enabling adaptive business, complete integration, and easy collaboration over the Internet. And it's engineered to grow with your business.

mySAP Business Suite is powered by the SAP NetWeaver™ technology platform, an extensive integration and application platform that lays the foundation for new cross-functional business processes and lowers your total cost of ownership (TCO) by reducing the need for custom integration and by offering complete life-cycle management for your solution. This Web services-based platform is the foundation for the Enterprise Services Architecture, and it aligns people, information, and business processes across organizational and technological boundaries.

As part of mySAP Business Suite, mySAP Supplier Relationship Management (mySAP SRM) provides best-of-breed functionality based on three decades of SAP experience. That means you can dramatically improve the management of your company's supplier relationships. And that's why the best-run businesses run SAP.

MANAGE SPEND FOR CONTINUOUS PROFITABILITY

Supplier relationship management (SRM) is rapidly becoming a key business priority, primarily because it delivers tangible savings, but also because it sets the stage for future collaboration. Business leaders seeking new ways to squeeze additional efficiencies from their day-to-day operations have been quick to recognize its potential to provide repeatable savings and ongoing unit cost reductions.

But SRM isn't just about cost savings; it's also about value generation. Smart buyers know their suppliers can help them reduce risk, tap innovation, differentiate products, and improve margins. In the end, building sustainable, workable

relationships across the entire supply base is far more profitable than pressuring individual suppliers for marginal cost reductions.

mySAP SRM is the only solution that covers the full cycle of SRM – from strategy to execution – as a single, integrated offering. It helps you synchronize business processes with your most important trading partners as well as build efficient processes with suppliers you trust. With mySAP SRM, you can continuously fine-tune your supply strategy, increase the efficiency of your supply base, and reap the maximum return on your relationships with all your suppliers all the time.



STRATEGIC PURCHASING AND SOURCING

mySAP SRM provides a systematic approach for developing and managing a global supply strategy. By consolidating and anticipating your supply needs, analyzing historical buying patterns, and tracking current market trends, it can help you evaluate the capacity of suppliers all over the world to meet your specific needs.

The solution also gives you the tools you need to optimize supplier selection. Its sophisticated analytical tools enable you to pinpoint compliance issues, analyze your supplier portfolio, and track and quantify the value you bring to your company. Naturally, mySAP SRM supports requests for quotation and similar communications-intensive business processes.

Finally and most importantly, these strategic purchasing and sourcing processes also cover contract management, so the terms and conditions you negotiate are automatically validated and distributed into your execution systems. This helps you implement better supply strategies and discover which suppliers contribute the most value.

OPERATIONAL PROCUREMENT

mySAP SRM offers a choice of user interfaces for various roles, so whether you're a casual user or a purchasing professional, you can easily buy the goods and services you want, working with just the level of detail you need. Because the solution is integrated with planning, design, and order-processing systems, you can even use it to order materials for your core business processes.

mySAP SRM expedites purchasing processes through process automation and compliance management. It provides immediate, seamless access to the information required for each transaction so that you don't lose valuable time simply sending documents back and forth. Approval and workflow status, inventory levels, and contract compliance information are all at your fingertips. And responses in either direction take just an instant.

Whether you are obtaining planned goods or office supplies, contracting for services, or making ad hoc purchases, mySAP SRM allows you to tap into a rich base of global and local processes and optimize all facets of the supply chain to fill your need – whether that need involves a custom-engineered part or a cafeteria tray.

SUPPLIER COLLABORATION

mySAP SRM extends the benefits of collaboration to all the trading partners within your extended supply base. Rather than connect 20 suppliers at great expense, you can connect thousands of suppliers easily and cost effectively. The result is lower connectivity cost, increased supplier participation, and better supply chain visibility.

The solution gives you appropriate collaboration tools for all suppliers in your supply base, from providers of mission-critical parts to dealers of everyday office supplies. You can establish your own branded supplier portal to communicate and collaborate with strategic suppliers and business partners,

or you can configure supplier connectivity to automate document exchange with the bulk of your supply base. Both approaches are useful and complementary, and both are supported by mySAP SRM.

By sharing information on engineering designs, order status, inventory levels, and catalog content, you can significantly boost productivity and enhance collaboration between you and your most important business partners. When suppliers are able to collaborate in this way, you are able to see potential issues sooner, adjust plans on the fly, and obtain confirmations instantly. With mySAP SRM, you and your suppliers are literally on the same page.

mySAP™ SRM PROVIDES THE FOLLOWING KEY CAPABILITIES:

Strategic Purchasing and Sourcing

- Supply strategy development
- Spend analysis
- Supplier selection
- Contract management
- Catalog management

Operational Procurement

- Self-service procurement
- Services procurement
- Plan-driven procurement

Supplier Collaboration

- Supplier registration
- Design collaboration
- Order collaboration
- Collaborative replenishment
- Supplier connectivity

MAXIMIZE YOUR RETURN ON RELATIONSHIP WITH ALL YOUR SUPPLIERS



Depending on your industry, the money you spend with trading partners can determine as much as 50% of the cost of the goods you sell. It's more important than ever to evaluate these expenses and related costs, increase the efficiency of your supply processes, and enforce compliance with corporate purchasing strategies.

mySAP SRM provides visibility across the entire supply base to help you increase the value of your business relationships. You can analyze and anticipate purchasing patterns, compress sourcing cycles, and collaborate in real time. The result is lasting relationships with suppliers that prove their ability to deliver value.

It also provides an efficient and cost-effective way to automate and extend purchasing processes to your supply base. This helps you learn more about your suppliers, assess their performance, and build sustainable relationships with the ones that do things right. And it gives your suppliers an easy way to maintain and develop their relationships with you at lower cost and with higher efficiency.

Put very simply, supplier relationship management is an essential ingredient of supply management because it offers a win-win proposition for buyers and their suppliers.

To learn more about how mySAP SRM can help you build better relationships with your suppliers, visit www.sap.com/srm

UNLEASH THE POTENTIAL OF PROFITABLE SUPPLIER RELATIONSHIPS

FEATURE	ADVANTAGE
Strategic purchasing and sourcing	▪ Compress sourcing cycle times and reduce the risk of supply shortfalls with tools for supply strategy development, spend analysis, supplier selection, and contract management
Operational procurement	▪ Increase purchasing efficiency and compliance by streamlining the procurement processes for all goods and services
Supplier collaboration	▪ Drive supplier collaboration and increase responsiveness by enabling suppliers of all sizes to connect to a number of processes along the supplier relationship life cycle



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