

SAP Solution Brief

SAP Solutions for Small Businesses and
Midsize Companies

Objectives

Solution

Benefits

Quick Facts

SAP Business All-in-One Solutions

Drive Performance and Growth with Scalable Solutions for Midsize Companies



The Best-Run Businesses Run SAP™

**Manage every aspect of your
business in “real real time”**

Manage every aspect of your business in “real real time”

For growing companies, success depends on the ability not only to **proactively manage sales, operations, and financial performance**, but also to react and take advantage of changing customer, supplier, and business partner expectations and demands. But adopting industry-leading best practices is only part of the story. How do you unlock the true potential of your business?

You can meet these challenges and more with SAP® Business All-in-One solutions, including SAP Business All-in-One powered by the SAP HANA® database. These industry-specific solutions provide midsize or quickly growing small companies with the enterprise resource planning (ERP) software required to manage sales growth, operational efficiency, and financial agility. They can give you an integrated view of your business, and they can scale and adapt easily to meet your evolving business needs. The solutions can help you run your entire business more efficiently, in line with industry-specific best practices and in real time.

With SAP Business All-in-One now available powered by SAP HANA, you can also benefit from smarter business innovations, faster business processes, and simpler business interactions. You can reduce your IT overhead through the efficiency of SAP HANA in-memory technology.



Highly scalable and based on proven technology

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Manage sales, products, services, and operations

Improve financial management and business insight

Make a cost-effective investment with confidence

SAP Business All-in-One solutions are built on the proven SAP ERP application and the flexible SAP NetWeaver® technology platform trusted by large global enterprises. You get a choice of databases including the preferred SAP HANA database and SAP Sybase® Adaptive Server® Enterprise (SAP Sybase ASE).

The solutions can be configured quickly to meet your current needs and changed as your needs evolve because they are based on SAP Best Practices packages. These packages feature preconfiguration, documentation, and a built-in methodology for quickly deploying integrated business functionality.

Although optimized for midsize or quickly growing smaller firms, your solution can grow and scale along with your business. At any time, you can extend your solution with additional functionality for customer relationship management (CRM), supplier relationship management (SRM), business intelligence (BI), and other business areas.

With a rich, unified, and personalized user environment featuring role-based navigation and an intuitive interface, these solutions provide easy access to the business content your employees need to work efficiently. Because the solutions can use the SAP HANA database, feature built-in analytics, and work with Microsoft Excel, employees can make well-informed decisions quickly and perform ad hoc analysis and reporting as needed on operational data.



Manage sales, products, services, and operations

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Improve financial management and business insight

Make a cost-effective investment with confidence

With an SAP Business All-in-One solution, your business can optimize performance and drive growth. You can manage sales opportunities and marketing plans proactively while simultaneously developing products and services at a rapid rate. The solutions let you prioritize, reassign, or modify sales opportunities; run marketing plans and processes; and manage customer service requests, contracts, and warranties. A single, integrated solution supports everything from design engineering and integrated product-data management to manufacturing.

You can streamline operations, enabling lean shop-floor operations for assembly and fabrication. You can also route tasks and approval requests automatically to improve efficiency. The solutions let you manage inbound and outbound logistics, workforce processes, employee talent, projects, portfolios, and compliance. They also provide alerts and relevant information to employees based on their responsibilities to improve decision making.

Grow and scale effectively by optimizing business processes and automating routine activities company-wide.



Improve financial management and business insight

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Manage sales, products, services, and operations

Improve financial management and business insight

Make a cost-effective investment with confidence

With an SAP Business All-in-One solution, you can accelerate financial closes, increase the accuracy of financial reporting, and maintain a set of balanced books reflecting any business dimension. Support for international and local accounting standards helps reduce the risk of noncompliance. You gain deeper insight into performance by analyzing revenue and cost information for customers, products, projects, and services. Overall, you can improve your management of internal controls, including documentation, assessment, and testing.

With tight integration between the different functional areas, SAP Business All-in-One solutions also help eliminate redundant data entry and mismatched reporting. You gain insight into every aspect of the business, and you can monitor performance, identify inefficiencies, and spot growth opportunities quickly.

Subsidiaries of companies running SAP ERP at the corporate level can benefit from SAP Business All-in-One solutions. You can quickly and affordably integrate subsidiary operations with the corporate office for consistency and visibility. At the same time, the subsidiaries maintain the freedom they need to be agile and responsive to local business conditions and new market opportunities.



Take advantage of optimized business processes and incredible speed.



Make a cost-effective investment with confidence

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Improve financial management and business insight

Make a cost-effective investment with confidence

Leveraging more than 40 years of SAP leadership in business applications, SAP Business All-in-One solutions reflect the best industry-specific business practices and provide functionality with unprecedented depth and breadth. The solutions equip you with the methods of the best-run companies in your industry, along with the flexibility to support your unique practices.

With an SAP Business All-in-One solution, you get the power to run every facet of your business smoothly – and the knowledge that you've made a sound investment. SAP Business All-in-One solutions are configured to match your business requirements without customization. You can add functionality to cover new processes, trade patterns, products, and users when needed.



SAP is the market leader in enterprise applications in terms of software and related services – helping companies of all sizes and industries run better.



Innovate without disruption

Flexible and affordable, with predictable time to value

Take advantage of in-memory computing technology

Innovate without disruption

The SAP HANA database enables you to run your business in real time by combining business transactions and analytics. You can now report on and analyze your business data live, giving you the information you need when you need it to take advantage of market opportunities and business trends.

Staying true to the principles of “innovation without disruption and open choices to customers,” SAP gives you choice. SAP remains committed to supporting its customers’ choice of database technologies and vendors. SAP Business All-in-One will continue to be

offered on all currently certified databases. SAP will work with its database partners to support continuous innovation to provide real and effective choice for mutual customer benefit. If customers choose to migrate to SAP HANA, SAP partners provide services to allow complete or partial migration and implementation of SAP HANA. You can also benefit from comprehensive services from SAP’s large ecosystem of partners so that you can transform with confidence.

The SAP Business All-in-One rapid-deployment solution offers fixed-scope, fixed-price predictability.



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Take advantage of in-memory computing technology

Because SAP Business All-in-One solutions can now be powered by SAP HANA, you get the twin benefits of optimized business processes and incredible speed through in-memory technology. Because the solutions are built on the flexible SAP NetWeaver technology platform, you can integrate both SAP and non-SAP software and be confident that your IT infrastructure will meet existing and future requirements.

You can purchase SAP Business All-in-One solutions through a global network of authorized partners. Their deep expertise in industries ranging from consumer products to chemicals, high tech, and retail – plus their use of proven tools and methodologies from

SAP – can help you get up and running quickly. And they can make sure that you have the support you need to drive performance and growth.

SAP partners can also offer the SAP Business All-in-One rapid-deployment solution. This offering enables you to deploy a foundational SAP Business All-in-One solution with a fixed scope for a fixed cost and in a predictable time frame. Complete with preconfigured software to support specific business processes for manufacturers, wholesale distributors, and service companies, the SAP Business All-in-One rapid-deployment solution reduces implementation time, lowers project risk, and shortens time to value.



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Run smarter – SAP Business All-in-One powered by SAP HANA enables true market differentiation by unlocking new growth opportunities, boosting competitiveness, and inventing new data-driven business models for increased market share. Imagine the increased effectiveness of your knowledge workers when they have real-time information about accounts payable and receivable. They can spend more time on higher-value activities and less time on clerical work.

Run faster – SAP Business All-in-One powered by SAP HANA dramatically speeds up your core business processes for reduced operational costs, driving business at the speed of the market and boosting responsiveness. Removing the constraints of batch-driven processes enables processing and decision making to happen in the moment, dramatically changing the way you drive your business.

Run simpler – SAP Business All-in-One powered by SAP HANA helps you simplify business processes with immediate insight to action for improved effectiveness, empowering people to decide and act in the business moment and boost productivity. Combining transactions and analysis in one single database enables simplification of IT, leading to lower costs and greater efficiency.





Objectives

Summary

SAP® Business All-in-One solutions are powerful, industry-specific enterprise resource planning (ERP) solutions for midsize or quickly growing small companies. They give you an integrated view of your business, easily scale, and adapt to meet changing needs – helping you drive business growth, build and maintain operational excellence, and optimize financial performance. When the solutions are powered by the SAP HANA® database, you can take advantage of optimized business processes and incredible speed.

Objectives

- Drive business at the speed of the market and boost responsiveness
- Streamline business operations
- Comply with financial reporting requirements
- Gain better insight into business operations

Solution

Benefits

Quick Facts

Solution

- Powerful ERP software to manage financials, sales and service, procurement and logistics execution, product development and manufacturing, human capital management, and more
- Functionality designed to solve industry-specific business challenges
- Proven technology for scalability and growth using the SAP NetWeaver® technology platform and the SAP HANA database

Benefits

- Enhanced business agility
- Greater efficiency and effectiveness
- Improved financial management and reporting
- Increased visibility into operations
- Unlocked business potential

Learn more

Visit www.sap.com/businessallinone or contact your SAP partner.



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The Best-Run Businesses Run SAP™