



# SAP All-in-One Solution

Safe. Predictable. Affordable.

**Gregor Stoeckler**  
Director, SME Solution Center, SAP AG



MIDMARKET  
CUSTOMER

**“Fits my business needs now, and supports future growth”**

- Best Practices
- Configurable
- Scalable

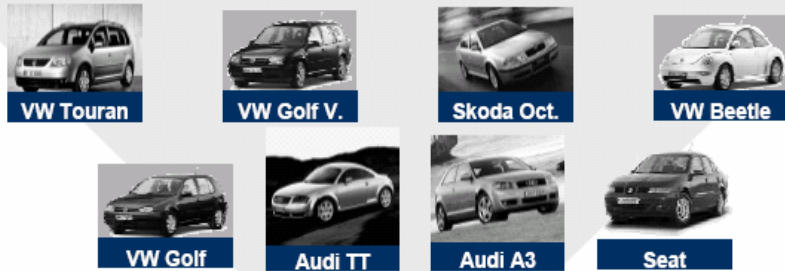
**“Minimizes risk to my business”**

- Proven Solution
- Minimal disruption
- Predictable Costs

**“Demonstrates value quickly”**

- Up and Running Quickly
- Fast ROI
- Easy to Use

# What is behind this?



69% of the parts  
are the same



Why?

## Safety

- Capitalize on experience, provide “built-in” delivery expertise
- High transparency and predictability of outcome and costs

## Quality

- Unprecedented level of quality and safety

## Speed

- Shorter time to value
- Re-use of content, repeated prescribed delivery

## AVEX PRODUCTION

### Key Challenges

- Improve visibility into costs and productivity in the production arena
- Enable faster access to key financial metrics to improve analysis and decision making

### Project Objective

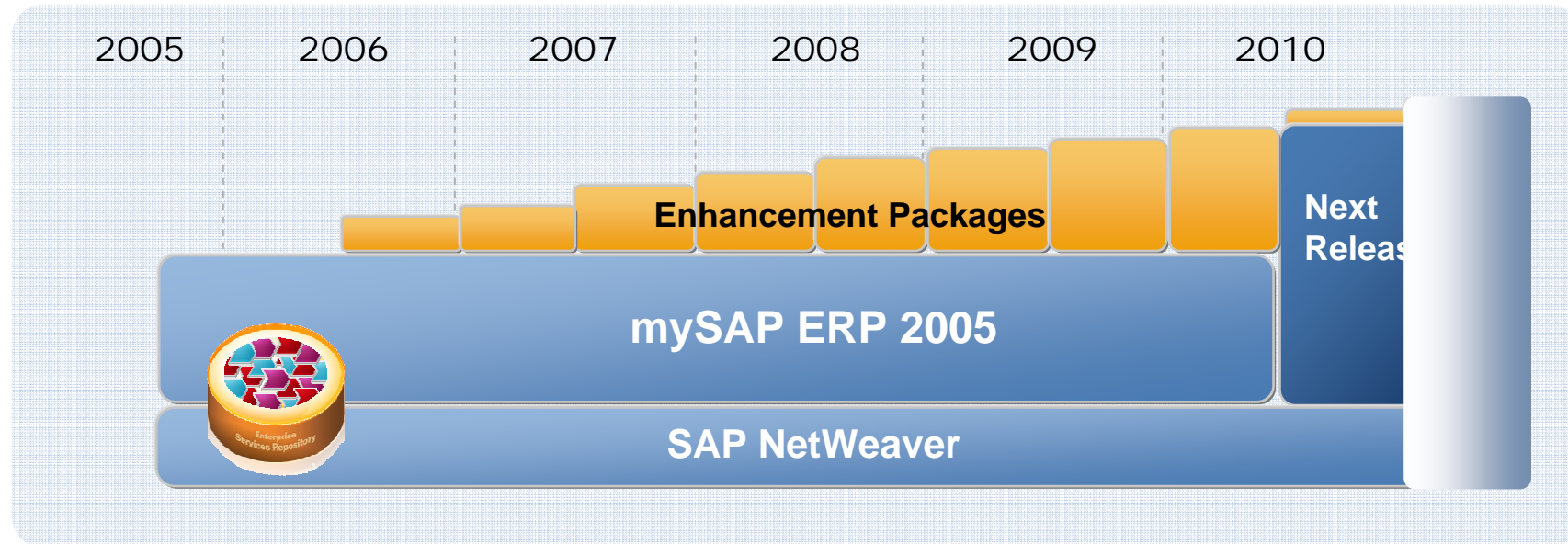
Install a fully integrated enterprise resource planning (ERP) solution quickly at a fixed cost

### Why SAP Solution

- Best capability, competitive price, global credibility, and strong references
- Fully integrated solution, scalable to support enhancement and growth
- Embedded best practices for fast installation

Slovakia-based Avex Production needed an integrated enterprise resource planning (ERP) solution installed quickly at a fixed cost. Using the SAP® Best Practices Baseline Package offering, SAP Consulting implemented the mySAP™ ERP solution in only 3 months, realizing a 60% savings in cost and time over typical projects.

# mySAP ERP - Delivering Innovation Without Pain



## Customers Adopt Innovation at their Pace



**Process and User Interface Simplification**



**Industry-Specific Enhancements**



**New Enterprise Services**



**Cross-Industry Functional Enhancements**

# SAP All-in-One solution



## SLOVENSKÁ DUNAJSKÁ KONŠTRUKČNÁ

### Key Challenges

- Streamline core processes and cut operating costs
- Gain real-time business visibility
- Improve analytical capability

### Project Objectives

- Implement integrated, automated set of business processes tailored to the needs of small organizations
- Gain access to technical support and consultancy
- Ensure scalability to add functionality as needed

### Why SAP® Solution

- The SAP® Best Practices Baseline Package offering provides a complete solution, including implementation, at an affordable price.
- The offering is scalable to support growth and complies with Slovak corporate-reporting requirements.

Slovenská Dunajská Konštrukčná a.s. (SDK), based in Komarno, Slovakia, has 10 employees and annual revenues of €8 million.

SDK chose SAP Best Practices Baseline Package, tailored for Slovakia, to provide it with enterprise-class functionality at a small-business price.



## SAP and partners deliver business management solutions with the **experience** built in.

- The experience of SAP
  - **more than 30 years of industry leadership**
- The experience of our partners
  - **completing the richest vertical offering**
- The experience of our customers
  - **65% of our customers are SME's**
- Tailored to your market
- Built according to SAP quality standards



Special Thanks

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP AG. The information contained herein may be changed without prior notice.

Some software products marketed by SAP AG and its distributors contain proprietary software components of other software vendors.

Microsoft, Windows, Excel, Outlook, and PowerPoint are registered trademarks of Microsoft Corporation.

IBM, DB2, DB2 Universal Database, OS/2, Parallel Sysplex, MVS/ESA, AIX, S/390, AS/400, OS/390, OS/400, iSeries, pSeries, xSeries, zSeries, System i, System i5, System p, System p5, System x, System z, System z9, z/OS, AFP, Intelligent Miner, WebSphere, Netfinity, Tivoli, Informix, i5/OS, POWER, POWER5, POWER5+, OpenPower and PowerPC are trademarks or registered trademarks of IBM Corporation.

Adobe, the Adobe logo, Acrobat, PostScript, and Reader are either trademarks or registered trademarks of Adobe Systems Incorporated in the United States and/or other countries.

Oracle is a registered trademark of Oracle Corporation.

UNIX, X/Open, OSF/1, and Motif are registered trademarks of the Open Group.

Citrix, ICA, Program Neighborhood, MetaFrame, WinFrame, VideoFrame, and MultiWin are trademarks or registered trademarks of Citrix Systems, Inc.

HTML, XML, XHTML and W3C are trademarks or registered trademarks of W3C®, World Wide Web Consortium, Massachusetts Institute of Technology.

Java is a registered trademark of Sun Microsystems, Inc.

JavaScript is a registered trademark of Sun Microsystems, Inc., used under license for technology invented and implemented by Netscape.

MaxDB is a trademark of MySQL AB, Sweden.

SAP, R/3, mySAP, mySAP.com, xApps, xApp, SAP NetWeaver, and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and in several other countries all over the world. All other product and service names mentioned are the trademarks of their respective companies. Data contained in this document serves informational purposes only. National product specifications may vary.

The information in this document is proprietary to SAP. No part of this document may be reproduced, copied, or transmitted in any form or for any purpose without the express prior written permission of SAP AG.

This document is a preliminary version and not subject to your license agreement or any other agreement with SAP. This document contains only intended strategies, developments, and functionalities of the SAP® product and is not intended to be binding upon SAP to any particular course of business, product strategy, and/or development. Please note that this document is subject to change and may be changed by SAP at any time without notice.

SAP assumes no responsibility for errors or omissions in this document. SAP does not warrant the accuracy or completeness of the information, text, graphics, links, or other items contained within this material. This document is provided without a warranty of any kind, either express or implied, including but not limited to the implied warranties of merchantability, fitness for a particular purpose, or non-infringement.

SAP shall have no liability for damages of any kind including without limitation direct, special, indirect, or consequential damages that may result from the use of these materials. This limitation shall not apply in cases of intent or gross negligence.

The statutory liability for personal injury and defective products is not affected. SAP has no control over the information that you may access through the use of hot links contained in these materials and does not endorse your use of third-party Web pages nor provide any warranty whatsoever relating to third-party Web pages.