

SAP Arena 2008
Zagreb, 14th May

Solution Configurator for SAP Business All-in-One



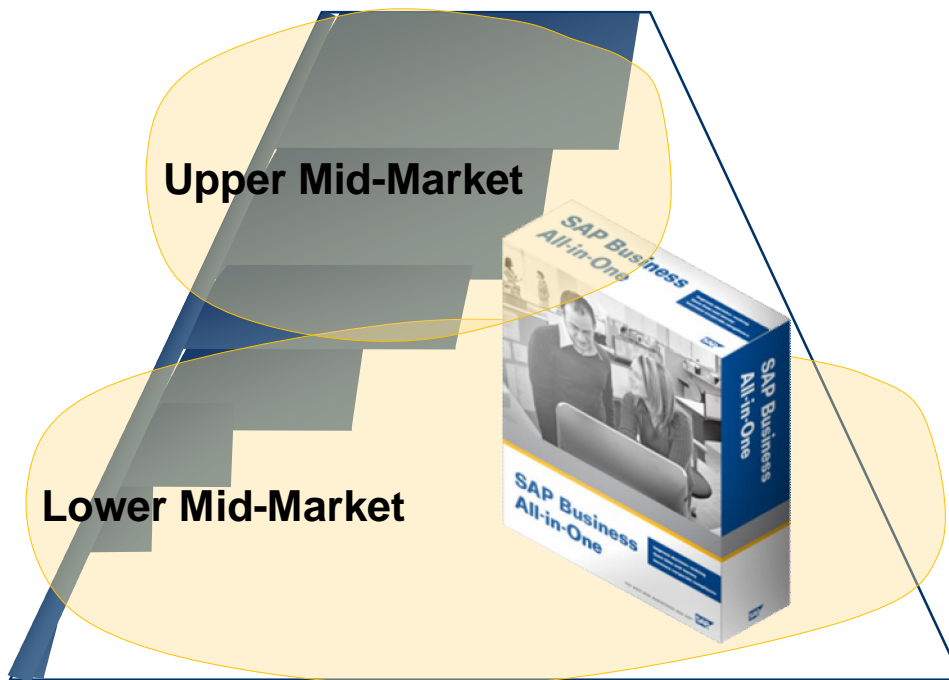
Jasmino Burkic
SME Solution Center EMEA

**SME SOLUTION
CENTER**
ENABLED BY
SAP BEST PRACTICES

THE BEST-RUN BUSINESSES RUN SAP™



Focus on lower mid-market



SAP Programs 2008

- Concentrate on lower mid-market
- Create lower mid market specific offers
- Create new lower mid-market programs
 - Configurator

Solution Configurator

Quickly and easily scopes SAP solutions online



Solution Configurator

http://www.configurator.ch - Solution Configurator for SAP Business All-in-One Solutions - Microsoft Internet Explorer provided

SAP Solution Configurator for SAP Business All-in-One Solutions de | fr

Here is your cost calculation based on SAP best practice standards. You can now configure your solution by activating or deactivating the individual scenarios below.
Need further assistance? [Contact SAP](#)

Your Cost Calculation
Licenses: 58,200 EUR
Services: 68,000 EUR
Servers: 10,000 EUR
Total: 133,000 EUR

SAP FINANCING
Starting from 2,027 EUR monthly
[Configure your payment](#)

1 Industry: Manufacturing (Show Industry Factsheet.pdf)
2 Employees: 100, Users: 20 (OK)
3 Configure your Solution (Options: - Reset the configuration - Minimize all areas)
4 Save, Print, ... (Or refer a prospect and get rewarded)

FINANCIAL ACCOUNTING

General Ledger	Accounts Receivable	Accounts Payable	Period End Closing Financial Accounting	Cash Management	Cost of Sales Accounting
Asset Accounting	Asset Acquisition through Direct ...	Asset Acquisition for Constructed Assets ...	Travel Management	SAP ERP Reports for Accounting	

CONTROLLING

Segment Reporting	Revenue Planning	SOP through Long Term Planning Transfer to ...	Purchased Material Price Planning	General Cost Center Planning	Manufacturing Cost Center Planning
Internal Order R&D Planning	Quarterly Plan - Sales Quantity Forecast ...	Period End Closing "General" Plant	Inventory Valuation for Year End Closing	Overhead Cost Controlling - Actual	Internal Order R&D Actual
Internal Order for Marketing and Other ...	Reference and Simulation Costing	Period End Closing Activities			

MATERIALS MANAGEMENT

Lean Warehouse Management	Quotation for Procurement	Consumable Purchasing	Procurement without GM	Stock Handling Rework, Scrap, Block	Procurement Contract
Stock Transfer w/ Delivery	Stock Transfer w/o Delivery	Return to Vendor	Physical Inventory / Inventory Count &	Subcontracting	Procurement & Consumption of

Solution Configurator for Business All-in-One

Description

- Easy-to-use on-line tool for solution configuration
- Choose only what you need
- Quickly generates functional specifications and cost estimates
- Output captured in XML file

Value Proposition

- Helps create affordable solutions with predictable business scope and quick deployment
- Takes the guess work out of deployment scope
- Implementation done with experienced SAP Partner

Solution Configurator Details



Solution Configurator

Scope

(according Croatian SAP Business All-in-One Solution)

SAP Solution Configurator for SAP Business All-in-One Solutions

Here is your cost calculation based on SAP best practice standards. You can now configure your solution by activating or deactivating the individual scenarios below.

Need further assistance? [Contact SAP](#)

Your Cost Calculation

Licenses:	32,700 EUR
Services:	31,400 EUR
Servers:	8,900 EUR
Total:	73,000 EUR

SAP FINANCING

Starting from 1,113 EUR monthly

[Configure your payment](#)

1 Industry
Trade
[Show Industry Factsheet \(pdf\)](#)

2 Employees 20
Users 12

3 Configure your Solution
Options: - [Reset](#) the configuration
- [Minimize all areas](#)

4 Save, Print, ...
Or [refer](#) a prospect and get rewarded

FINANCIAL ACCOUNTING

<input checked="" type="checkbox"/> General Ledger	<input checked="" type="checkbox"/> Accounts Receivable	<input checked="" type="checkbox"/> Accounts Payable	<input checked="" type="checkbox"/> Period End Closing Financial Accounting	<input type="checkbox"/> Cash Management	<input type="checkbox"/> Cost of Sales Accounting
<input checked="" type="checkbox"/> Asset Accounting	<input type="checkbox"/> Asset Acquisition through Direct ...	<input checked="" type="checkbox"/> Asset Acquisition for Constructed Assets ...	<input type="checkbox"/> Travel Management	<input type="checkbox"/> SAP ERP Reports for Accounting	

CONTROLLING

<input type="checkbox"/> Segment Reporting	<input type="checkbox"/> Revenue Planning	<input type="checkbox"/> SOP through Long Term Planning Transfer to ...	<input type="checkbox"/> Purchased Material Price Planning	<input checked="" type="checkbox"/> General Cost Center Planning	<input type="checkbox"/> Manufacturing Cost Center Planning
<input checked="" type="checkbox"/> Internal Order R&D Planning	<input type="checkbox"/> Standard Cost Calculation	<input type="checkbox"/> Quarterly Plan - Sales Quantity Forecast ...	<input type="checkbox"/> Period End Closing "General" Plant	<input type="checkbox"/> Inventory Valuation for Year End Closing	<input checked="" type="checkbox"/> Overhead Cost Controlling - Actual
<input type="checkbox"/> Internal Order R&D Actual	<input type="checkbox"/> Internal Order for Marketing and Other ...	<input type="checkbox"/> Reference and Simulation Costing	<input type="checkbox"/> Period End Closing Activities		

MATERIALS MANAGEMENT

<input checked="" type="checkbox"/> Lean Warehouse Management	<input checked="" type="checkbox"/> Quotation for Procurement	<input checked="" type="checkbox"/> Consumable Purchasing	<input checked="" type="checkbox"/> Procurement without QM	<input type="checkbox"/> Stock Handling: Rework, Scrap, Block	<input checked="" type="checkbox"/> Procurement Contract
<input type="checkbox"/> Stock Transfer w. Delivery	<input checked="" type="checkbox"/> Stock Transfer w/o Delivery	<input checked="" type="checkbox"/> Return to Vendor	<input checked="" type="checkbox"/> Physical Inventory / Inventory Count & ...	<input type="checkbox"/> Subcontracting	<input type="checkbox"/> Procurement & Consumption of ...

- Analytics
- Financials
- Human Capital Management
- Procurement and Logistics Execution
- Product Development and Manufacturing
- Sales and Service
- Corporate Services

<http://www.configurator.ch/dojo/apps/yy/index.html?lang=en>



Overall advantage

- Easy to use
- Choose what you really need
- Additional information received online & via e-mail
- What you see is what you get
- Experienced SAP Partners will implement SAP Business All-in-One Solution for Croatia

Thank you

Solution Configurator

How to use



SAP

Request for more Information

de | fr

Please complete the contact form to get more information for your individual solution:

An * indicates a required field.

* Salutation: Mr. Ms.

* Firstname:

* Lastname:

* Company:

Phone:

* Email:

Email Copy to:

Please send me the Configured Solution via email: Yes No

Relationship to SAP:

* Country:

Message:
(Questions, offer-request, comments, remarks)

*I have read and understood the SAP Privacy Policy ([LINK](#)).
I hereby consent to SAP or an SAP Group entity storing and processing my data for marketing and market research purposes. SAP may use my data to inform me by e-mail or other means about news and events specific to my interests. I can withdraw my consent at any time by sending an email to EMAIL@SAP.COM

Yes No

1 Industry
Trade
Show Inc

Internal Order R&D

MATERIALS MANAG

Lean Warehouse Management

Stock Transfer w. Delivery

Self Service Procur (Procure 2 Pay)

SALES & DISTRIBU

Third Party with Shi Notification

Prospect Customers Sales Order Proces

Returns Process

Closing Operations SD

Credit Memo Processing

get rewarded

Solution Configurator

How to use



The screenshot shows an email window titled "Request for more Information" with a yellow header bar containing the SAP logo and language options "de | fr". The email content is as follows:

SAP Solution Configurator for SAP Business All-in-One Solutions

May 13, 2008, 3:34:59 PM.

Dear Mr. Burkic,

Your company could be running SAP Business All-in-One in a matter of 10 to 12 weeks.

Your selections to our online Solution configurator have identified which of our pre-configured business scenarios may best match your company's requirements.

As our SAP Best Practices business processes are based upon more than 30 years of collaboration with our most successful customers and partners, you know that you can benefit from the experience of more than 38,000 organisations worldwide.

Your selected solution scope based on the pre configured SAP Best Practices business processes, along with a solution overview and an industry value proposition are detailed below.

The results from the solution configurator for SAP Business All-in-One give you an estimated* price for the deployment of the solution by SAP at your company including hardware, software, and project costs (Software Maintenance Costs are not included).

This estimate give you an idea of how you could have a attractive-cost, rapid deployment of the worldâs leading provider of business software.

As we are unaware of your company landscape, the estimate* includes key user # training at a single location only.

Our estimate gives you an idea of the costs involved and the affordability to you of deploying the solution based on the information you have provided us with.

Please call us to obtain additional information.

At the bottom of the email, there are two checked items: "Closing Operations SD" and "Credit Memo Processing".