

GIVING WHOLESALE DISTRIBUTION COMPANIES A FAST START

ACCELERATE EVALUATION, ACQUISITION, AND IMPLEMENTATION

Whether you are a wholesale distributor of industrial supplies, chemicals, or food and beverages, your success depends on how quickly you adapt to demands from customers and suppliers. You must constantly differentiate your services from the competition while improving operating efficiencies and controlling costs.

To do this, you need access to real-time information about the availability, level, and delivery of your inventory. You also need to offer your customers value-added services, such as easy online enquiries and transactions. To deliver on these expectations, you need a comprehensive business management software solution now.

However, for smaller midsize wholesale distribution companies, it can be a daunting task to select and implement an integrated enterprise resource planning (ERP) software solution that best fits their needs. There are so many choices, so little time, so few IT resources, and so

many variables in hardware, software, configurations, and functionality. It doesn't have to be that hard. The SAP® Business All-in-One fast-start program helps smaller mid-size companies evaluate, acquire, and implement an SAP Business All-in-One solution from one of our SAP partners quickly, affordably, and with minimal impact on internal resources (see the figure). This program helps you analyse your options, select the right hardware and software, and deploy an SAP Business All-in-One solution quickly and cost-effectively.

Designed for You

The SAP Business All-in-One fast-start program provides what you need to get started today and to build for the future. The program provides tools and methodologies for you to improve software acquisition and shorten implementation times. It gives you the ability to configure a solution online and get cost estimates before you start. The program includes complete, pretested software, including

As a wholesale distributor, you need to stand out from your competition while improving your own efficiency. SAP® Business All-in-One solutions support use of the best practices in the wholesale distribution industry, and the fast-start program helps you get from evaluation to implementation quickly

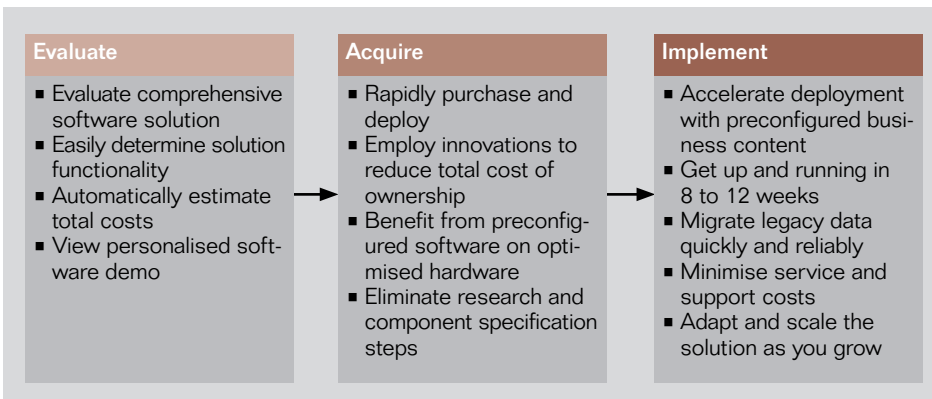


Figure: SAP® Business All-in-One Fast-Start Program



options for lower licensing, installation, and operating costs. Your implementations can be quicker because the program uses a clearly defined set of preconfigured, industry-specific functions.

Comprehensive Solutions for Wholesale Distribution Companies

The SAP Business All-in-One solutions offered by our partners under the fast-start program support the business processes you perform on a daily basis. These include the processes to meet daily business needs – from logistics and materials management to warehouse control and sales and distribution. The solutions are based on more than 35 years of experience working with wholesale distributors. This comprehensive and flexible ERP software includes support for industry best practices. With SAP Business All-in-One solutions, you get:

- Comprehensive, integrated, business functionality to help you gain visibility across your business and streamline your core business processes – from business planning, marketing, and sales to service delivery, management of partners, financials, and business analytics
- A flexible and scalable foundation for your business processes, built on the proven SAP NetWeaver® technology platform
- An ERP solution that can be extended with preintegrated customer relationship management (CRM) and business intelligence functionality
- An intuitive interface and role-based navigation to improve user productivity and adoption

Like all SAP Business All-in-One solutions, the solution you acquire with the fast-start program can be reconfigured as the business changes and grows, domestically or internationally; it supports multiple country requirements, languages, and currencies.

Functionality for Wholesale Distribution Companies

Functionality in SAP Business All-in-One solutions acquired with the fast-start program supports best practices for the wholesale distribution industry in the following categories:

- Materials management
- Sales and distribution
- Logistics and warehouse management
- Accounting
- Controlling
- Forms and reporting

Materials Management

Integrated materials management functionality helps you transform your logistics function from a series of disparate linear processes into a network of alliances with customers, partners, and suppliers. Within integrated software, you can efficiently handle and execute purchase orders and optimise your inventory. The software supports procurement from quotation to contract, management of inventory, purchasing, stock handling and transfer, and returns.

Sales and Distribution

Sales-order management functionality encompasses sales-order processing, delivery, billing, and payment, so that you can execute customer sales orders quickly and efficiently. Preconfigured distribution functionality helps ensure

that your delivery and transportation processes support optimal sales-order fulfillment. The information required to serve and retain your customers throughout the sales cycle is readily available in a single system.

Logistics and Warehouse Management

Key logistics and warehouse best practices are supported by the solution. Batch management functionality helps you manage batches throughout the entire enterprise, from vendor receipt through distribution, with full traceability. The lean warehouse management functionality provides a warehousing structure in which you can use transfer orders as pick orders even in warehouses with a simple structure.

Accounting

SAP Business All-in-One solutions give you access to the financial information you need – when you need it. Your finance department can use your SAP Business All-in-One solution for efficient management of the general ledger, accounts receivable and payable, cash management, and other functions.

Controlling

Closing the books at the end of the fiscal year dependably, accurately, and consistently is a challenge heightened by organisational restructuring, employee mobility, and changing local, regional, or national reporting requirements. SAP Business All-in-One solutions support best practices for this work.

Forms and Reporting

SAP Business All-in-One solutions allow you to manage all kinds of report-

ing, with best practices for forms and reporting built in. Custom reporting – both on a recurring as well as an ad hoc basis – is fully supported.

Getting Started

Your first step to engage in the SAP Business All-in-One fast-start program is to access the online solution configurator for SAP Business All-in-One. This tool displays various supported business scenarios and functionality for a possible SAP Business All-in-One solution configuration. This configuration is available from selected partners. The solution configurator tool also connects you with one of those local SAP partners or an SAP sales consultant who will counsel you on next steps.

Next, your SAP consultant or partner can create a personalised demo using your data that has been automatically sent to the demo assistant tool from the configurator. The demo, which can run on a laptop, will show you end-to-end business process scenarios – for example, a day in the life of a wholesale distribution company.

With the decision in place to purchase the software, you have the option to select a low-cost operating system, a database, and a hardware platform. The SAP partner then can use an installation wizard to assemble the software stack – including the database and the SAP software – and complete the installation process on select hardware. Then the SAP partner uses the solution builder tool to automatically activate the desired settings in the SAP software and begins your functional implementation.

Quick Deployment

Using the fast-start program, you can implement an SAP Business All-in-One solution within a predefined scope and with minimal risk. Because the relevant software for business processes for wholesale distribution companies is pretested and preconfigured for you, choosing and configuring those processes can be quick – accelerating your time to value. The solution provides not just the functionality you need but also the detailed guides and documentation that allow for quick deployment.

The SAP Business All-in-One fast-start program also enables you to acquire a joint solution that combines a pretested software stack. The stack consists of an SAP Business All-in-One solution, the SAP MaxDB™ database, and the SUSE Linux Enterprise Server from Novell or Microsoft Windows Server operating system, preinstalled on optimised hardware. Alternatively, some SAP partners offer a subscription-based hosting licensing and delivery option for SAP Business All-in-One solutions. Rather than licensing your solution up front and managing everything in-house, you can pay a flat monthly or quarterly fee for the use of an SAP Business All-in-One solution that is hosted and managed by an SAP partner. With either of these options, you can eliminate the guesswork and implement an affordable solution for your company.

Safe and Scalable

You can adapt your SAP Business All-in-One solution acquired under the fast-start program to your changing

business needs, making it a safe investment now yet supporting aggressive growth goals. You can begin with a solution that meets your current needs and later incorporate other SAP solutions, which can include CRM and business intelligence solutions.

Learn More

For more information on what the SAP Business All-in-One fast-start program can do for your company, contact your SAP representative today or visit us on the Web at www.sap.com/uk/faststart.

Summary

The SAP® Business All-in-One fast-start program provides access to an extensive range of innovations and a network of SAP partners to help smaller midsize companies evaluate, acquire, and implement SAP Business All-in-One solutions quickly and affordably. You benefit from tools that accelerate configuration, control cost and scope, and lay the foundation for an optimal solution that's scalable, extensible, and adaptable.

Business Challenges

- Rapidly implement an integrated solution to manage every aspect of your business
- Accurately predict and control project costs and scope
- Adapt and grow your business to meet new requirements and opportunities
- Minimise IT overhead requirements

Key Features

- **Materials management** – Create an integrated network to improve efficiency and optimise inventories
- **Sales and distribution** – Shorten sales cycles and maximise productivity for better customer service
- **Logistics and warehouse management** – Track finished goods and create a lean warehouse
- **Accounting** – Increase the efficiency and accuracy of financial accounting
- **Controlling** – Obtain access to accurate data for planning, forecasting, and reporting
- **Forms and reporting** – Obtain standard and custom reports

Business Benefits

- **Quick return on investment**, due to rapid implementation of a predictable and proven solution supporting best practices in wholesale distribution
- **Faster response to changes** in markets, customer demands, and government regulations
- **Lower cost of operations**, due to better planning and coordination between processes of wholesale distribution

For More Information

Call your SAP representative, or visit us today at www.sap.com/uk/faststart.

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