

## **SAP® SOFTWARE TAILORED FOR BUILDING MATERIALS COMPANIES**

### ACHIEVE SUSTAINABLE, PROFITABLE GROWTH

Like most midsize building materials companies today, your organization faces many challenges that characterize a maturing market. You face global competition, customer consolidation, and increasing regulatory requirements. Market demands keep changing, and you also need to respond to opportunities in emerging markets. And your industry is capital intensive with volatile energy prices. While you search for practical and affordable ways to meet these challenges, you are constantly looking for new ways to improve your operations and profitability.

To succeed, you must maintain an efficient operating model and improve the visibility and efficiency of your supply chain. To reduce operational costs, you need optimized supply planning and production planning for better plant efficiency and asset optimization. Plus, you need to strengthen customer relationships and offer excellent customer service.

The SAP® Business All-in-One for Mill Products solution, specialized for building materials companies, is based on SAP's more than 35 years of experience working with building materials companies. This comprehensive and flexible enterprise resource planning (ERP) solution includes support for industry best practices. With this SAP Business All-in-One solution, you get:

- Comprehensive, integrated, business functionality to help you gain visibility across your business and streamline your core business processes – from marketing, sales, and service to procurement, planning, production, financial management, 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 and business intelligence functionality
- An intuitive interface and role-based navigation to improve user productivity and adoption

#### **Leverage SAP Best Practices Packages**

Each SAP Business All-in-One solution is built on SAP Best Practices packages that deliver a proven implementation methodology, documentation, and pre-configuration. SAP Best Practices reflects SAP's years of business expertise and the best business practices of more than 6,000 customers worldwide in more than 20 industries. Each best practice supports integration of your process flows when you use your SAP Business All-in-One solution.

SAP Best Practices provides a solid foundation for SAP Business All-in-One, enabling you to implement a sophisticated solution in a fraction of the time typically required and at a predictable, affordable cost. SAP Best Practices provides methods and tools for you to implement best business practices in key functional areas for your industry, such as those that support accounting, sales, and manufacturing. Whether you leverage all supported best practices during initial implementation or start with what you need and add more later, you'll avoid some complex and resource-intensive steps in implementing your SAP Business All-in-One solution.

Midsize building materials companies seeking to integrate and streamline their operation can choose an affordable, integrated solution. The SAP® Business All-in-One for Mill Products solution, specialized for building materials companies, is designed for rapid implementation, adaptability, and fast ROI.



With these best practices, your partner and your project teams can help accelerate implementation by focusing on tailoring the software to your specific company requirements, rather than starting from scratch.

This SAP Business All-in-One solution gives you:

- Complete preconfiguration settings that let you run your software with minimal installation effort
- Extensive reusable documentation that you can use for self-study, evaluation, and project team and end-user training
- A clear implementation methodology based on a logical step-by-step process

### Support Your Process Needs

Functionality in SAP Business All-in-One for Mill Products, specialized for building materials companies, supports key processes for your business (see Figure).

#### Optimize Product Development Processes

You can help decrease time to market and reduce costs by providing consistent, accurate product data across design, marketing, sales, and manufacturing through integrated, automated product development processes that support your workflow. In addition, centralized document management

with change management functionalities lets you share and trace data across the company.

#### Synchronize Demand and Supply Planning

This SAP Business All-in-One solution helps building materials companies improve forecasting in a commoditized product portfolio. You can integrate processes relating to sales, operations, production, and materials requirements planning to help ensure synchronized demand and supply planning. Optimized portfolio management enables better insight into product and customer profitability.

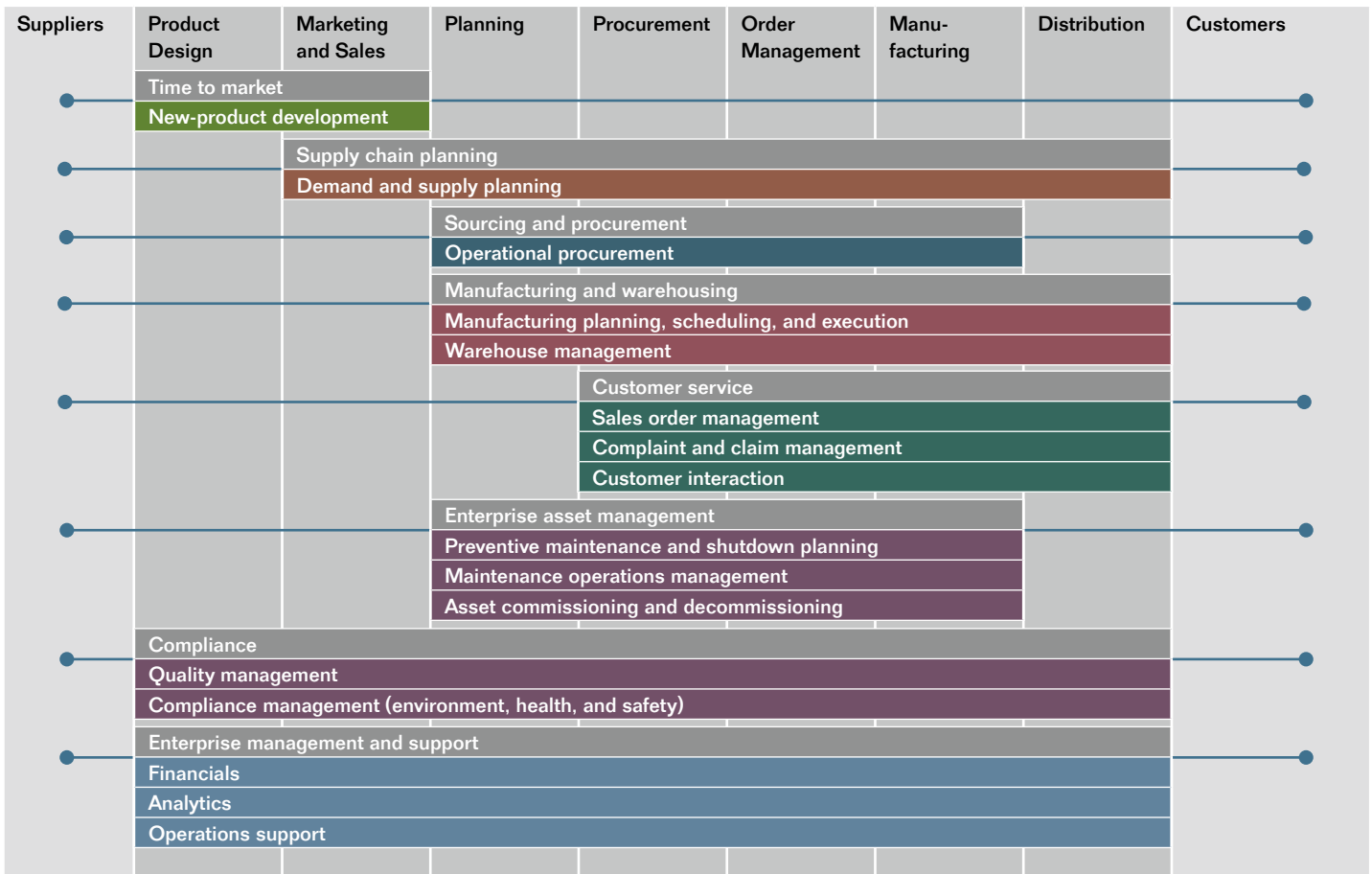


Figure: Key Business Process Support for Building Materials Companies

### Streamline Procurement and Decision Making

With this integrated solution, you can streamline your procurement processes and maximize relationships with all suppliers in the supply chain. You can manage everything from materials sourcing with vendor evaluation, through purchasing invoice verification, to payment processing. Plus, you gain access to centralized information.

### Improve Manufacturing and Warehouse Management

With this solution, you can synchronize and integrate inventory management with sales, customer service, and production. Optimized inventory planning and turnover help you reduce operating costs. You can base production planning on forecasted demand, as well as monitor material, capacity, and production resource availability for superior asset utilization and increased plant efficiency.

### Enhance Sales Processes and Customer Satisfaction

Comprehensive functionality enables sales to accurately determine pricing and costing, check production resources, and track and manage quotations to reduce sales cycle time and increase revenue. With this solution, your customer service representatives can efficiently manage the complaints and material returns process for higher customer satisfaction.

This solution supports multichannel interaction options for quicker response times and collaborative planning. Self-service and e-commerce offerings, including business-to-consumer Web shops, can help you improve customer service, reduce service costs, and improve efficiency and profitability.

### Achieve Asset Management Excellence

With this SAP Business All-in-One solution, you can streamline maintenance processes to reach high levels of equipment reliability and increased asset uptime. Integrated processes across financials, asset accounting, and plant maintenance provide increased transparency and reporting on the use of assets.

### Improve Quality and Regulatory Compliance

This solution can help you better manage and assure product quality, monitor and improve quality standards, and document quality compliance for subsequent audits. You can improve supplier selection and management with vendor evaluation processes. In addition, the solution helps you adhere to national and international regulations for the management of hazardous goods.

### Enhance Profitability and Business Insight

With this SAP Business All-in-One solution, you can control profit drivers, link strategic plans to operational performance, and enable a single analytical platform for your business. Analytic tools enable you to define financial targets, develop a realistic

business plan, and monitor costs and revenue during execution. From a single source, you can identify which products, customers, and processes will drive top-line growth and bottom-line earnings. This solution also supports the foreign trade needs of your business.

### Benefit from Industry-Specific Functionality

This SAP Business All-in-One solution supports business processes specific to your industry and supports a phased implementation. It offers a safe approach to help you realize fast time to value, and it scales to support your business as it grows. You can implement this solution now and work with one of our partners, who can extend the functionality to address any additional requirements.

### Find Out More

To find out more about SAP Business All-in-One for Mill Products, specialized for building materials companies, call your SAP representative or visit us online at [www.sap.com/sme/solutions/businessmanagement/businessallinone/millproducts/buildingmaterials.epx](http://www.sap.com/sme/solutions/businessmanagement/businessallinone/millproducts/buildingmaterials.epx).

### Fast-Start Program Accelerates Time to Value

For smaller midsize building materials companies, the SAP Business All-in-One fast-start program provides a simplified process to evaluate, acquire, and implement a solution. The program offers innovative tools

and methodologies to plan a solution online, receive an immediate cost estimate, and shorten implementation times. SAP enables its partners to offer preconfigured, pretested software that can be preinstalled on optimized hardware from selected hardware providers.

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## Summary

The SAP® Business All-in-One for Mill Products solution, specialized for building materials companies, is a comprehensive enterprise resource planning (ERP) solution based on proven best practices. Designed for rapid implementation at a predefined price, the software can help you realize a fast ROI to support increased sales and decreased costs

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## Business Challenges

- Ensure profitability in a highly competitive marketplace
- Deliver innovative products more quickly and at a lower cost
- Manage costs
- Strengthen customer relationships
- Comply with increasing regulatory requirements
- Gain visibility across complex supply chains

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## Key Features

- **Product development** – Enable integrated product development processes
- **Supply chain planning and execution** – Help ensure consolidated, synchronized demand and supply planning
- **Supplier collaboration** – Automate and streamline procurement processes
- **Manufacturing** – Optimally plan and execute manufacturing processes
- **Sales and marketing support** – Streamline, automate, and integrate sales processes with other key processes, while efficiently managing complaints and material returns
- **Enterprise asset management** – Plan and schedule maintenance processes
- **Quality management and compliance** – Manage and assure high product quality, processes, and document quality compliance for audits
- **Enterprise management and support** – Support critical business functions

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## Business Benefits

- **Improve efficiency and transparency**, with a business solution containing the functionality needed to support your processes
- **Minimize total cost of ownership** as a result of the solution's flexibility and scalability for implementing enterprise-wide changes and optimizing global deployment
- **Confidently grow your business** with the help of proven ERP software from SAP
- **Improve time to value** by leveraging tools and methodologies that help you get every facet of your business running quickly and smoothly

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## For More Information

Call your SAP representative, or visit us online at [www.sap.com/sme/solutions/businessmanagement/businessallinone/millproducts/buildingmaterials.epx](http://www.sap.com/sme/solutions/businessmanagement/businessallinone/millproducts/buildingmaterials.epx).

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