

## SAP Solution Brief

SAP Solutions for Small Businesses and Midsize Companies

SAP Business All-in-One for High Tech

# SAP® Software Tailored for High-Tech Companies



## Quick Facts

### Summary

The SAP® Business All-in-One for High Tech solution is a comprehensive enterprise resource planning (ERP) solution based on proven best practices that are the culmination of thousands of industry implementations. Designed for rapid implementation at low risk and low cost, the software can help you realize a fast ROI.

### Business Challenges

- Ensure profitability in spite of more competition and lower margins
- Gain visibility across complex supply chain networks
- Comply with increasing regulation
- Satisfy changing customer requirements and rising expectations

### Key Features

- **New-product development** – Accelerate marketing, design, and manufacturing of new products
- **Engineering change management** – Streamline engineering development with design and manufacturing partners
- **Procure to pay** – Optimize your vendor base, inventory, and supplier collaboration
- **Plan to make** – Improve forecasting and supply chain efficiency while establishing multiple business models
- **Quote to cash** – Streamline quote response and order processing and support configure-to-order needs
- **After-sales support** – Access real-time information to resolve customer issues and deliver parts in a timely manner

### Business Benefits

- **Improve efficiency** through automated support for your business processes
- **Minimize total cost of ownership** with flexible, scalable software that supports 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 get your business running quickly and efficiently

### For More Information

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

Whether you're an OEM, software provider, component manufacturer, or semiconductor manufacturer, you operate in an environment characterized by demands for rapidly achieving global volumes for new products. To succeed, you need to streamline operations across development, procurement, manufacturing, distribution, and sales.

All the while, you find it costly and complicated to stay compliant with a range of regulations. You strive to satisfy changing customer needs while struggling to gain visibility across a global supply chain. At the same time, you must respond to competitive pressure to lower prices – even though your margins are slim.

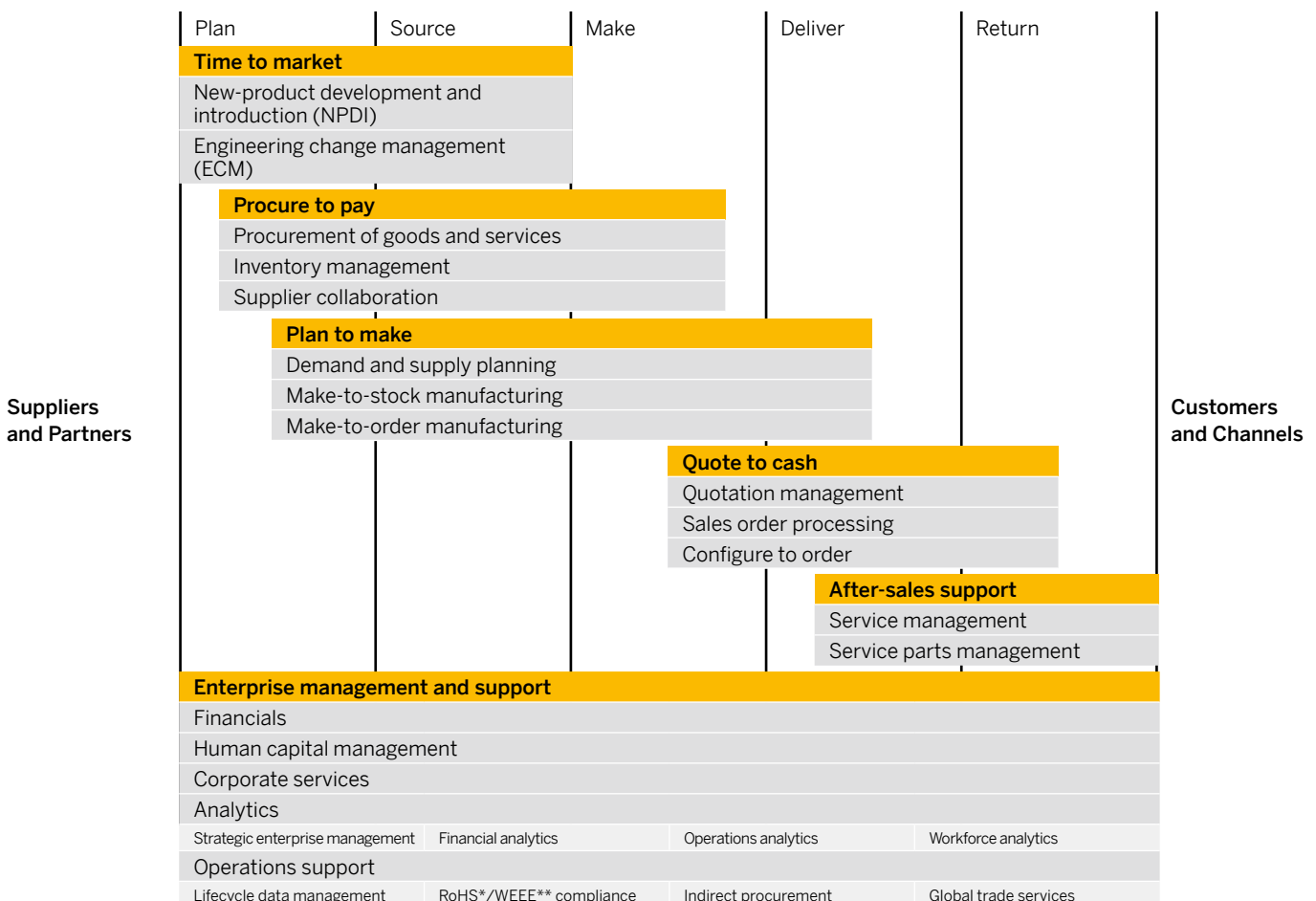
To deliver better service and quality, you must improve end-to-end product and fulfillment visibility. You need to enhance transparency across the organization to simplify compliance efforts. You also need to respond quickly to increasing variations in customer needs by improving efficiency and adaptability.

The SAP® Business All-in-One for High Tech solution is based on extensive experience accumulated during decades of

close collaboration with high-tech companies. This comprehensive and flexible enterprise resource planning (ERP) solution includes support for industry best practices. With this solution, you get:

- Comprehensive, integrated business functionality to help you gain visibility across your business and streamline your core business processes
- 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 functionality for customer relationship management, supplier relationship management, and business intelligence
- An intuitive interface and role-based navigation to improve employee productivity and adoption

**Figure: Key Business Process Support for High-Tech Companies**



\* RoHS: Restriction of Hazardous Substances Directive

\*\* WEEE: Waste Electrical and Electronic Equipment Directive

## LEVERAGE SAP BEST PRACTICES PACKAGES

Each SAP Business All-in-One solution is built on SAP Best Practices packages that deliver proven implementation methodology, documentation, and pre-configuration. The SAP Best Practices family of packages reflects the years of business expertise SAP has acquired as well as insight into the best business practices of more than 6,000 SAP customers worldwide in more than 20 industries. Along with built-in support for the specialized best practices of your industry, the solution equips you with the flexibility to support your own unique practices.

SAP Best Practices packages provide a solid foundation for SAP Business All-in-One solutions, enabling you to implement a sophisticated solution in significantly less time than typically required and at a predictable, affordable cost. Whether you leverage all supported processes during the initial implementation or start with what you need and add more later, you can avoid complex, resource-intensive steps in implementing your solution. With these best practices, your partner and your project team can accelerate implementation by tailoring the software to your specific company requirements rather than starting from scratch.

## SUPPORT YOUR PROCESS NEEDS

Functionality in SAP Business All-in-One for High Tech supports the relevant business processes for your operations, services, and financial management, as shown in the figure.

Functionality in SAP Business All-in-One for High Tech **supports key processes** for your operations, services, and financial management.

## Accelerate New-Product Development

This SAP Business All-in-One solution provides integrated software to support efficient product development and to provide consistent, accurate product data across marketing, design, and manufacturing. From product specification to the creation of material masters and bills of materials (BOMs) for product costing, routing, and production scheduling, you can realize an efficient, end-to-end product development process and reduce development costs.

## Facilitate Engineering Change Management

The solution enables you to define the right product strategy in line with your corporate strategy and key performance indicators. At the same time, it provides support for managing ideas, gathering requirements, and sourcing for suppliers, as well as a central structure for cost collection and documentation management.

## Improve Strategic and Operational Procurement

With this solution you can optimize your vendor base by evaluating vendor pricing, service, lead times, and performance. As a result, you can negotiate better contract terms and reduce material costs, lead times, and returns.

## Enhance Inventory Management

By automating key warehouse activities and improving visibility into inventory, this solution helps you reduce picking errors, decrease order lead times, and quickly and accurately respond to customer demands.

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## FAST-START PROGRAM ACCELERATES TIME TO VALUE

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For smaller midsize high-tech companies, the SAP® Business All-in-One fast-start program provides a simplified process to evaluate, acquire, and implement an SAP Business All-in-One solution. The program offers innovative tools and methodologies to plan a solution online, receive an immediate cost estimate, and shorten implementation time. SAP enables its partners to offer preconfigured, pretested software that can be preinstalled on optimized hardware from selected hardware providers.

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## Optimize Supplier Collaboration

Because the software integrates manufacturing, planning, sales, and financial information, you can better manage materials sourcing including vendor evaluation, verify purchasing invoices, and handle payment processing. Plus, with access to centralized information, you gain a clearer view of procurement and can make better decisions concerning both internal and outsourced activities.

## Streamline Demand and Supply Planning

With this solution you can integrate processes relating to sales, operations, and material requirements planning to help ensure consolidated, synchronized supply and demand planning. Matching supply and demand enables better insight into product and customer profitability.

## Flexibly Handle Manufacturing

This solution helps you establish multiple business models, encompassing make-to-stock and make-to-order production strategies, to meet the requirements of high-volume and niche manufacturing.



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### **Streamline Quotation and Sales Order Management**

Best-in-class functionality within this solution enables your organization to determine pricing, create proposals, process quotations and sales orders, and check product availability – accurately and automatically. In addition, the order process is integrated with financial accounting and customer management; functionality supports the requirements for foreign trading and exporting for multinational business.

### **Configure Products to Order**

As a manufacturer in the high-tech industry, you must frequently customize products and parts late in the manufacturing cycle – to accommodate customer-specific configurations of hardware, for example. This solution adapts to your business model and supports your configure-to-order needs.

### **Streamline Service Management**

Your ability to manage exceptions and claims – and support special handling, labels, and other customer-specific sales or postsales requirements – can be a key competitive differentiator. With this solution, you can link enterprise data with customer-specific information, giving your staff the necessary information to resolve customer issues.

### **Improve Service Parts Management**

When it comes to ensuring profitability and customer satisfaction, you need access to the right parts at the right time while serving customers. This solution enables you to manage spare-parts inventories and plan economically for individual, as well as combinations of, parts, customers, and locations.

### **Ensure Optimal Enterprise Management and Support**

By integrating financial management with business processes, this solution delivers comprehensive financial reporting and performance management. Automated accounting and controlling processes help improve administrative and accounting efficiency. With access to reporting tools and a single analytical platform for the enterprise, you can generate a complete picture of your business.

### **FIND OUT MORE**

To find out more about how SAP Business All-in-One for High Tech can help your company operate more efficiently and profitably, call your SAP representative or visit us online at [www.sap.com/sme/solutions/businessmanagement/businessallinone/hightech/index.epx](http://www.sap.com/sme/solutions/businessmanagement/businessallinone/hightech/index.epx).



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