

SAP® SOFTWARE FOR IM&C MANUFACTURERS

ACHIEVE SUSTAINABLE PROFITABLE GROWTH

Like most midsize industrial machinery and component manufacturers today, you operate in a competitive environment characterized by varying demand and shrinking margins. You must manage an integrated global supply chain that includes offshore or outsourced manufacturing. Your customers hold the bargaining power and demand products delivered faster across the globe – all at lower costs.

To succeed, you must coordinate global sales, engineering, and manufacturing to accelerate design and delivery of equipment. You must respond quickly to continuously changing customer needs. And you must offer aftermarket sales and services that differentiate you from the competition.

The SAP® Business All-in-One for Industrial Machinery & Components solution is based on SAP's more than 35 years of experience working with industrial machinery and components manufacturers. 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 your SAP Business All-in-One solution, 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

Midsize industrial machinery and components manufacturers seeking to improve operating efficiencies can now choose an affordable, integrated solution. The SAP® Business All-in-One for Industrial Machinery & Components solution supports adaptability for future growth – and fast deployment for a rapid ROI.



solution. 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 Manufacturing Process Needs

Functionality in SAP Business All-in-One for Industrial Machinery & Components supports the key processes for your operations, from the shop floor to the back office and from product sales to service (see Figure).

Accelerate Product Development
 Launching innovative products quickly and cost-effectively is important for your success. This SAP Business All-in-One solution enables you to define the right product strategy in line with your corporate strategy and key perfor-

mance 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. Transparent bill of materials (BOM) handling and product data management functions help turn a product specification into an engineering BOM that can be copied to create the production BOM.

Streamline Quotation and Sales Order Management
 This SAP Business All-in-One solution equips your sales organization with tools that maximize productivity and

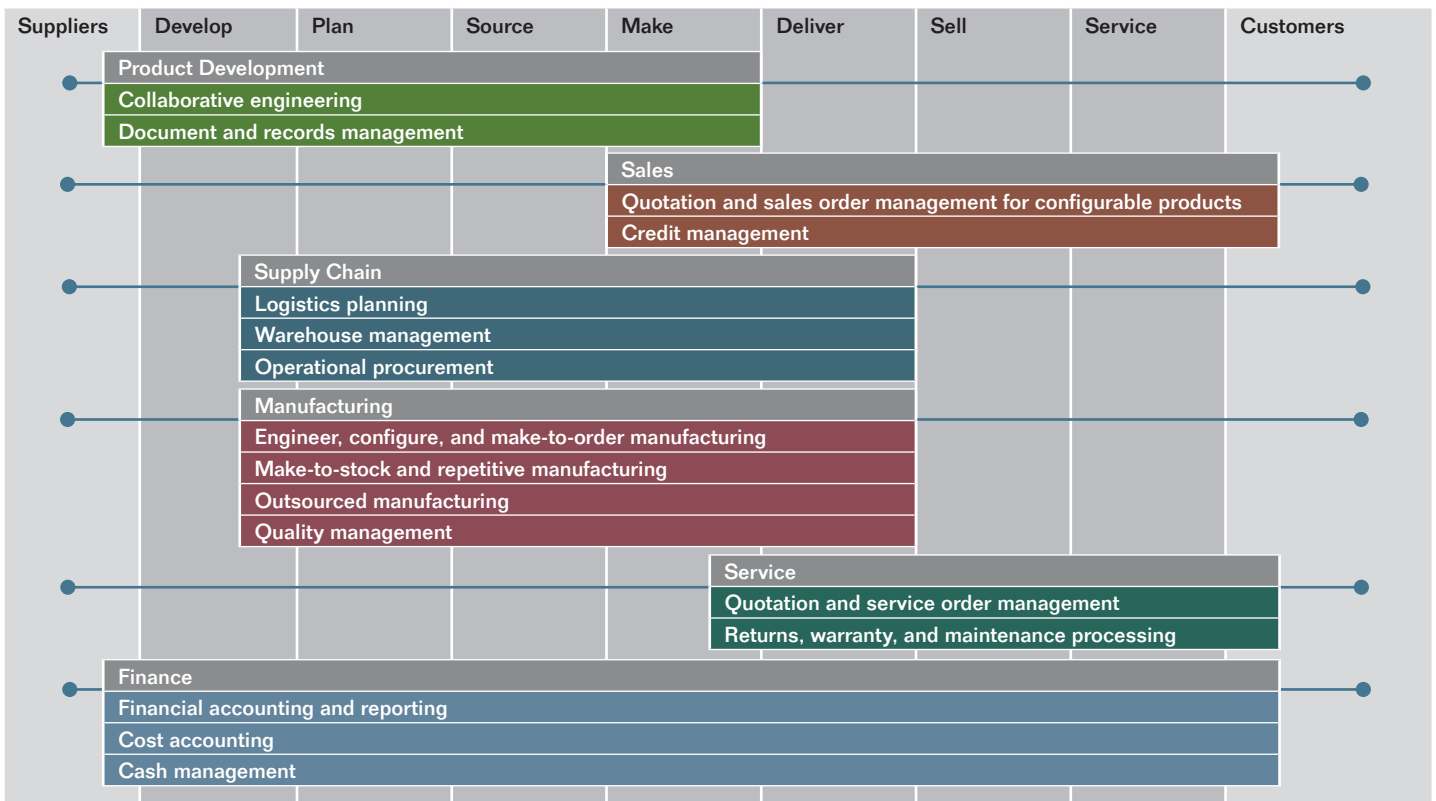


Figure: Key Business Process Support for Industrial Machinery and Components Manufacturers

help you meet customer demands. Sales order management functionality facilitates sales quotations, sales order processing, delivery, billing, and payment for configurable products, services, and solutions. As a result, your sales organization can execute customer sales orders quickly and efficiently. The solution supports your order-to-cash process from sales order creation to settlement of customer accounts. And whether you use direct sales processes or engage in indirect sales processes with a channel partner, you can analyze the run-rate data and consolidate the information to perform analyses.

Improve Supply Chain Operations

Purchasing quality materials and services efficiently and cost-effectively is important for your profitability and helps you stay ahead of your competition. With this SAP Business All-in-One solution, you can automate operational tasks, whether you're procuring needed resources directly or indirectly. 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.

Harness Multiple Manufacturing Models

To thrive today, you must ensure high quality throughout the manufacturing process, improve manufacturing efficiency, and achieve high rates of productivity while aggressively cutting costs. Whether you use make-to-stock, make-to-order, or configure-to-order processes, you can use this solution to optimize and run your operations effectively. You can check capacity levels as well as

identify noncompliant quality lots by defining product inspection lots and related usage rules. By optimally executing the many aspects of your manufacturing processes, you can aim to achieve higher profits and marketplace wins.

Manage Services for Profitability

Functionality in this solution lets you enhance your customer service management, service execution, consulting and engagement management, professional services delivery management, and customer maintenance. Full support for service-contract planning and execution and for compliance with service-level agreements helps your organization deliver the highest levels of customer satisfaction.

Integrate Finance and Accounting

By integrating financial management with business processes, this solution helps ensure comprehensive financial reporting and performance management. Automated accounting and controlling processes help improve administrative and accounting efficiency. Furthermore, with access to tools and a single analytical platform for the enterprise in a cross-functional and collaborative environment, you can generate a complete picture of your business.

Enhance Profitability and Business Insight
With this SAP Business All-in-One solution, you can control profit drivers, tightly link strategic plans to operational performance, and enable a single analytic 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 also identify which products, technologies, customers, and processes will drive top-line growth and bottom-line earnings.

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

Call your SAP representative, or visit us online at www.sap.com/businessallinone.

Fast-Start Program Accelerates Time to Value

For smaller midsize industrial machinery and components manufacturers, 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.

Summary

SAP® Business All-in-One for Industrial Machinery & Components is a comprehensive enterprise resource planning (ERP) solution based on proven best practices. Designed for rapid implementation at a predefined price, the solution delivers a fast ROI that helps you increase sales and decrease costs.

Business Challenges

- Shrink time to market
- Remain competitive by reducing operating costs and increasing efficiencies
- Operate an integrated global supply chain
- Respond quickly to market opportunities and changing customer demands

Key Features

- **New-product development and introduction** – Launch innovative products more quickly and cost-effectively
- **Quote and sales cycle management** – Improve front-line efficiency and effectiveness, streamline processes, and rapidly respond to changing business and customer needs
- **Flexible manufacturing processes** – Optimally execute all aspects of your manufacturing processes, whether make to stock or make to order
- **Operational procurement** – Purchase quality materials and services efficiently and cost-effectively
- **Warehouse management** – Automate key warehouse activities and improve visibility into inventory
- **Service operations planning and execution** – Streamline the processes involved in service planning and execution
- **Enterprise management and support** – Support and improve critical business functions, including financials, enterprise asset management, and analytics

Business Benefits

- **Improve efficiency** 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

For More Information

Call your SAP representative, or visit us online at www.sap.com/businessallinone.

50 090 706 (10/10)

©2010 SAP AG. All rights reserved.

SAP, R/3, SAP NetWeaver, Duet, PartnerEdge, ByDesign, SAP BusinessObjects Explorer, 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 other countries.

Business Objects and the Business Objects logo, BusinessObjects, Crystal Reports, Crystal Decisions, Web Intelligence, Xcelsius, and other Business Objects products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of Business Objects Software Ltd. in the United States and in other countries.

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.

These materials are subject to change without notice. These materials are provided by SAP AG and its affiliated companies ("SAP Group") for informational purposes only, without representation or warranty of any kind, and SAP Group shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP Group products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.