

SAP® SOFTWARE FOR ELECTRONICS AND COMPONENT MANUFACTURERS

ACHIEVE SUSTAINABLE, PROFITABLE GROWTH

Like most midsize electronics and component manufacturers today, your organization faces many challenges that characterize a volatile and maturing market. 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.

Whether your company is a component manufacturer, OEM, electronics manufacturing services provider, original design manufacturer, or supplier to an OEM, you need to streamline operations across the enterprise. You also must coordinate global sales, manage a diversified portfolio, and deal with a supply chain that may be poorly integrated and fraught with manual and siloed business processes. Plus, you need to satisfy customer demands for on-time delivery, competitive pricing, and innovative products.

The SAP® Business All-in-One for High Tech solution, specialized for electronics and component manufacturers, is based on SAP's more than 35 years of experience working with electronics and component 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 preconfiguration. 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

Midsize electronics and component manufacturers seeking to improve operating efficiencies can choose an affordable, integrated solution. The SAP® Business All-in-One for High Tech solution, specialized for electronics and component manufacturers, is designed for rapid implementation and fast ROI.



later, you'll avoid some complex and resource-intensive steps in implementing your SAP Business All-in-One 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 Process Needs

Functionality in SAP Business All-in-One for High Tech, specialized for electronics and component manufacturers, supports the key processes for your operations, from the shop floor to the back office and from product sales to service (see figure).

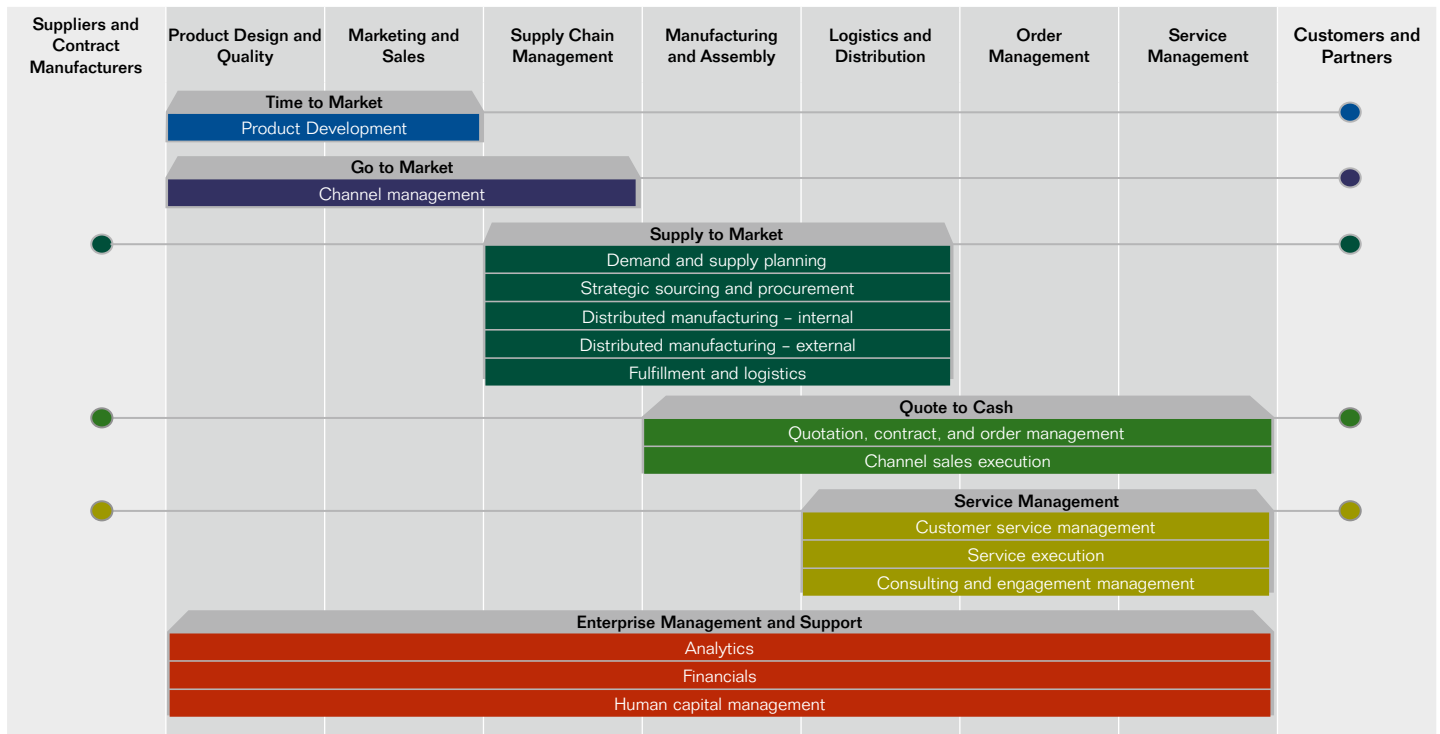
Accelerate Product Development

By enabling an integrated process for product development and manufacturing, this SAP Business All-in-One solution helps you execute on everything from

design engineering and integrated product data management to manufacturing release and production. To improve the efficiency of the product lifecycle process and manufacturing operations, the solution supports recording of changes during product creation and supports process discipline through the entire product lifecycle.

Facilitate Channel Management

Want to improve your channel partnerships? With this solution, you can manage market development funds for channel partners, as well as support channel partner relationships. In addition, you can optimize campaign management with channel partners.



Key Business Process Support for Electronics and Component Manufacturers

Optimize Supply Chain Management and Sourcing

This solution supports comprehensive procurement-cycle and logistics execution, from self-service requisitioning to flexible payment. Thus, you can automate previously manual and error-prone operations to improve productivity. You can also manage demand and supply planning as well as work with contract manufacturers. In addition, you can collaborate with your vendors in the areas of procurement negotiation, procurement execution, inventory management, warehouse management, logistics services, and invoicing.

SAP Business All-in-One for High Tech supports different planning models, from make to stock to make to order. You gain a comprehensive solution, from design, plan, and manufacture execution to shop-floor integration.

Streamline Quotation and Sales Order Management

This SAP Business All-in-One solution equips your sales organization with tools that maximize productivity and help you meet customer demands. Sales order management functionality facilitates sales quotations, sales order processing, delivery, billing, and payment. 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.

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.

Help Ensure Optimal Enterprise Management and Support

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.

Fast-Start Program Accelerates Time to Value

For smaller midsize electronics and component 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 a preconfigured, pretested software stack that can be pre-installed on optimized hardware from selected hardware providers.

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/industries/hightech/midsize/index.epx.

Summary

The SAP® Business All-in-One for High Tech solution, specialized for electronics and component manufacturers, 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.

Business Challenges

- Streamline operations
- Improve product and fulfillment visibility
- Meet demands for fast time to market
- Manage processes from development, sourcing, and manufacturing to service and financial management

Key Features

- **Product development** – Streamline product development processes
- **Channel management** – Handle market development funds for channel partners, support channel partner relationships, and optimize campaign management with partners
- **Supply chain management** – Manage comprehensive procurement-cycle and logistics execution
- **Quotation and sales order management** – Facilitate sales quotations, sales order processing, delivery, billing, and payment
- **Service management** – Enhance customer service management, service execution, consulting and engagement management, professional services delivery management, and customer maintenance
- **Financials and controlling** – Help ensure comprehensive financial reporting, analytics, and operations

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/industries/hightech/midsize/index.epx.

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