

OPTIMIZE PROCUREMENT AND SOURCING

CONTROL MAVERICK BUYING AND INCREASE PURCHASING POWER

Your company has grown, and with growth come new challenges and new opportunities. For example, the procurement processes that once worked well when your company was small may now seem slow, error prone, and inefficient. How do you streamline these processes to cut costs, gain purchasing power, and collaborate with your suppliers? How do you minimize maverick buying and increase purchasing policy compliance? As your company grows, how do you ensure your procurement organization continues to focus on strategic sourcing and other activities that add business value?

With SAP® Business All-in-One solutions, you can address these challenges and take advantage of the opportunities. Supplier relationship management (SRM) functionality is available for your SAP Business All-in-One solution at a low additional fee. This enables you to effectively optimize procurement and sourcing processes in your organization. You can manage a range of SRM processes, from strategic sourcing with a request for quotation (RFQ) to self-service procurement. The functionality is based on the SAP Supplier Relationship Management application and is tailored to best fit the needs of midsize companies. Thus, using SAP Business All-in-One, you can perform a variety of business processes that increase effectiveness, empower your team, and help you attain operational excellence as you optimize supplier relations.

Automate Procurement Processes

Your midsize company can automate procurement processes in key areas.

Strategic Sourcing with a Request for Quotation

Help your company negotiate lower prices by conducting bidding events and issuing RFQs. You can invite qualified suppliers to submit proposals for supplying goods per specified requirements. The completion of the sourcing process results in the creation of contracts or purchase orders for procurement execution.

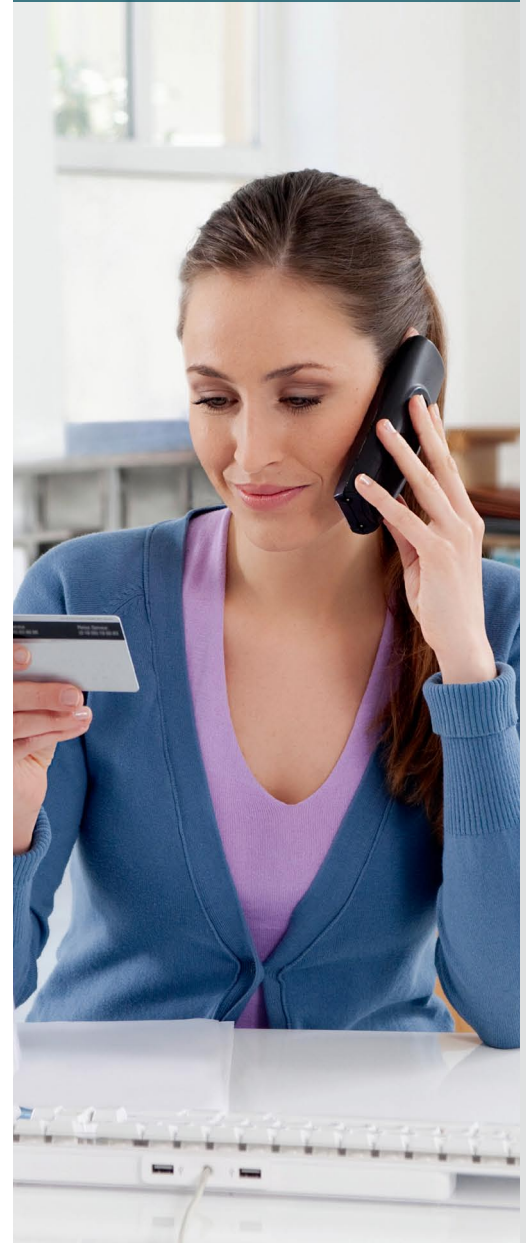
Self-Service Procurement

Empower employees to create and manage their own requisitions from a user-friendly interface. Help ensure that employee transactions comply with purchasing policies and trigger approval compliance via robust role-based workflows. Upon approval of the requisition, the software creates purchase orders and sends them to suppliers over the Internet, without the delay or expense of additional user intervention.

Support for End-to-End Business Processes

Extend the business value of your SAP Business All-in-One solution by integrating procurement and sourcing process support with your enterprise resource planning (ERP) business activities (see the figure). For example, you can access the online catalogs and create a purchase requisition, and the software later merges

With SAP® Business All-in-One solutions, you can perform activities such as purchasing order management. To optimize procurement and sourcing, you can obtain supplier relationship management functionality from SAP, tailored to midsize companies, for a low fee. This helps you manage costs and drive efficiency.



the information into a purchase order – complete with product pricing, delivery, and billing.

Unify and Simplify IT

Because functionality in SAP software is tightly integrated, you can perform both SRM and ERP activities at the same time. Integration provides common data and fewer opportunities for data entry errors. The resulting combined functionality can simplify your IT landscape and help you improve your mission-critical enterprise resource planning processes, such as accounts payable, invoice processing, inventory management, and human capital management.

User-Friendly Design

SAP Business All-in-One gives you dynamic, role-based access through its personalized interface. For example, the manager role has a tailored interface that shows relevant procurement information in real-time, such as a purchasing requisition or an RFQ response approval request with automated workflow. Additionally, an intuitive Web interface and online tutorials help accelerate adoption, improve transparency, and reduce costly training.

Operational Reporting

Prepackaged reports and queries in the software provide visibility into procurement transactions. You can capture, consolidate, and present procurement data across your company. You can also add powerful procurement dashboards via integration with the SAP ERP application and SAP BusinessObjects™ business intelligence solutions.

Quick Adoption, Increased Productivity, and Fewer Errors

With one integrated software system, your business users have less to learn and can save time and reduce errors. Additionally, by using a common desktop environment powered by SAP NetWeaver® Business Client software, business users gain a rich and intuitive interface that helps simplify their interactions with SAP applications and technologies.

Reduced Implementation Time and Total Cost of Ownership

SAP Business All-in-One is preconfigured for the midmarket to help ensure fast implementation. In addition, because the software lets you perform ERP and SRM on the same server, you can reduce deployment and maintenance costs.

Increase Effectiveness

With this SAP software, you can enhance your supplier relationships, enforce purchasing compliance, and drive operational efficiencies.

You can manage a range of supplier relationship management processes, from strategic sourcing with requests for quotation to self-service procurement.

Company-Wide Purchase Compliance

Consolidate your purchasing power by eliminating disparate purchasing practices and maverick buying across the company. By enabling employees to create and manage their own requisitions through self-service procurement, you can foster adoption, increased efficiency, and compliance.

Simplified Supplier Sourcing

Extend the benefits of process efficiency for your procurement team. With the software, you can conduct centralized sourcing and reduce the time and complexity of procurement cycles by using the application to compare submitted quotations and select winning bids.

Operational Excellence

Midmarket companies are seeking higher profits from bottom-line cost savings delivered by procurement and sourcing functions. By focusing on the business value-add of procurement operations,

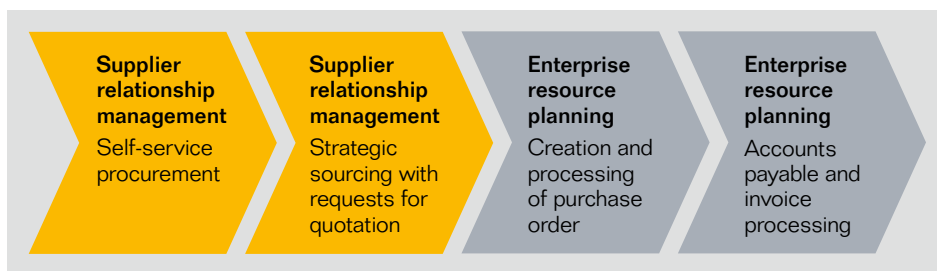


Figure: Support for End-to-End Business Processes

you can strengthen supplier relationships and make procurement a more strategic partner in your organization.

Gain a New Approach to Procurement

You can drive procurement excellence, transform supplier management processes, and achieve the following:

- Accelerate and automate procurement process compliance across the enterprise
- Conduct centralized sourcing to find the best source of supply
- Deepen and enrich supplier relationships
- Unify disconnected, disparate systems and data sources with a flexible platform
- Adapt quickly as your purchasing needs change

Find Out More

With SAP Business All-in-One solutions, your company gains broad and deep business functionality that enables you to use integrated business processes based on industry best practices. Configurable and extensible, these solutions help meet your resource and price requirements and provide a predictable time to value. In addition, qualified SAP Business All-in-One partner solutions provide functionality that meets unique industry-specific requirements. To learn more about SAP Business All-in-One, contact your SAP representative or visit www.sap.com/businessallinone.

SAP: Delivering IT-Powered Business Innovation

SAP delivers products and services that help accelerate business innovation for our customers. We believe that doing so will unleash growth and create significant new value – for our customers, SAP, and ultimately, entire industries and the economy at large. Today, customers in more than 120 countries run SAP applications – from distinct solutions addressing the needs of small businesses and midsize companies to suite offerings for global organizations. SAP defines business software as comprising enterprise resource planning, business intelligence, and related applications such as supply chain management, customer relationship management, product life-cycle management, and supplier relationship management.

From Walldorf to Wall Street: The SAP Success Story

Founded in 1972, SAP has a rich history of innovation and growth that has made us a true industry leader. SAP has sales and development locations in more than 50 countries worldwide and is listed on several exchanges, including the Frankfurt Stock Exchange and NYSE under the symbol “SAP.”

Helping Companies Become Best-Run Businesses

Our vision is for companies of all sizes to become best-run businesses. In today’s challenging business environment, best-run companies have clarity across



Combined functionality can help you improve your mission-critical enterprise resource planning processes, such as accounts payable, invoice processing, inventory management, and human capital management.

all aspects of their business, which allows them to act quickly with increased insight, efficiency, and flexibility. By using SAP solutions, companies of all sizes – including small businesses and midsize companies – can reduce costs, optimize performance, and gain the insight and agility needed to close the gap between strategy and execution. To help our customers get the most out of their IT investments so that they can maximize their business performance, our professionals deliver the highest level of service and support.

Summary

You can perform major business activities with your SAP® Business All-in-One solution, including managing supplier relationships. The supplier relationship management (SRM) functionality you can obtain for your SAP Business All-in-One solution can help your midsize company optimize procurement and sourcing processes, reduce costs, and automate supplier collaboration.

Business Challenges

- Control spiraling purchasing costs
- Reduce sourcing and purchasing inefficiencies
- Increase purchasing power and transaction visibility
- Minimize maverick buying and enforce purchasing policy compliance
- Conduct centralized sourcing to find the best source of supply
- Strengthen supplier collaboration

Key Features

- **Support for strategic sourcing with requests for quotation (RFQs)** – Achieve savings by conducting bidding events and issuing RFQs
- **Self-service procurement** – Empower employees to create and manage their own requisitions from an intuitive interface
- **Automated workflow** – Support workflow routing from self-service procurement to vendor selection approval
- **User-friendly design** – Enable dynamic, role-based access using robust personalized interfaces
- **Preconfigured software** – Provide a flexible solution with a fast, affordable, predictable implementation

Business Benefits

- **Achieve company-wide purchasing compliance, reduce costs, and gain economies of scale** by streamlining procure-to-pay processes
- **Improve employee efficiency** by empowering employees to manage their own purchase requisitions
- **Increase effectiveness** of your procurement processes by conducting centralized sourcing and fostering collaboration with your supplier network
- **Enhance the business value of procurement** by freeing procurement staff to focus on strategic sourcing, supplier negotiation, and other value-added activities
- **Gain faster ROI** through quick implementation and tailoring of the software to your requirements

For More Information

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

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