

SOLUTION BRIEF

SONNET CM



VERSION 1.0



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Accelerate Implementation and Control Costs Using SAP Business ALL-IN-ONE

This qualified SAP Business All-in-One partner solutions is developed and delivered by Sonata who have extensive expertise in the Component Manufacturing Industry (CM). To be designated as a 'Qualified SAP Business All-in-One partner solution', Sonata has followed the SAP guidelines for developing a solution, demonstrated the ability to implement it rapidly, and provided couple of customers from the industry of their expertise as references.

The business world is a different place today, presenting challenges to every enterprise – but particularly to small and midsize enterprises. Industry consolidation makes it harder for smaller firms to compete, while customers are demanding more value and better service. Meanwhile, working with international markets and offshore suppliers complicates logistics. Competition means tightening internal controls and expecting employees to do more with less as budgets and staff resources are squeezed. There's enormous pressure for proposed IT upgrades or new projects to show an immediate ROI, to reduce the total cost of ownership, and to be implemented in a matter of weeks, not months.

Every company, no matter its size, needs efficient streamlined processes, insightful business intelligence, and systems that are flexible enough to grow with changing business needs. But the solutions that deliver these benefits can put a strain on the budgets of even large companies. For businesses with limited time, IT personnel, and finances, the power of comprehensive enterprise solutions has seemed out of reach. **Sonata Software Limited** can help. We put the power of integrated business applications '[SONNET CM](#)' within the reach of small and midsize enterprises with SAP ASAP Focus methodology.

SAP® ASAP Focus methodology fits the time lines and budgets of companies choosing to implement their world-class mySAP™ Business Suite solutions in 12 to 16 weeks. Our methodology ensures that you can implement the solution to boost productivity, reduce costs, increase business adaptability, and bolster your competitive position without putting your business or your budget at risk.

SAP ASAP Focus Methodology for Business Solutions

A traditional approach to IT implementation with exhaustive as-is and to-be studies, an in-house project team, and generous time line might be the norm for large multinational companies. But midsize enterprises typically need to move more quickly on a tighter budget while minimizing disruption of ongoing operations. They need an approach that accelerates the return on their investment while reducing costs, implementation time, and risk.

SAP ASAP Focus methodology provides a predefined solution scope, “à la carte” price, and rapid implementation time line, thus ensuring lower project risk and reduced time to value. An SAP solution implemented with SAP ASAP Focus methodology combines the following advantages:

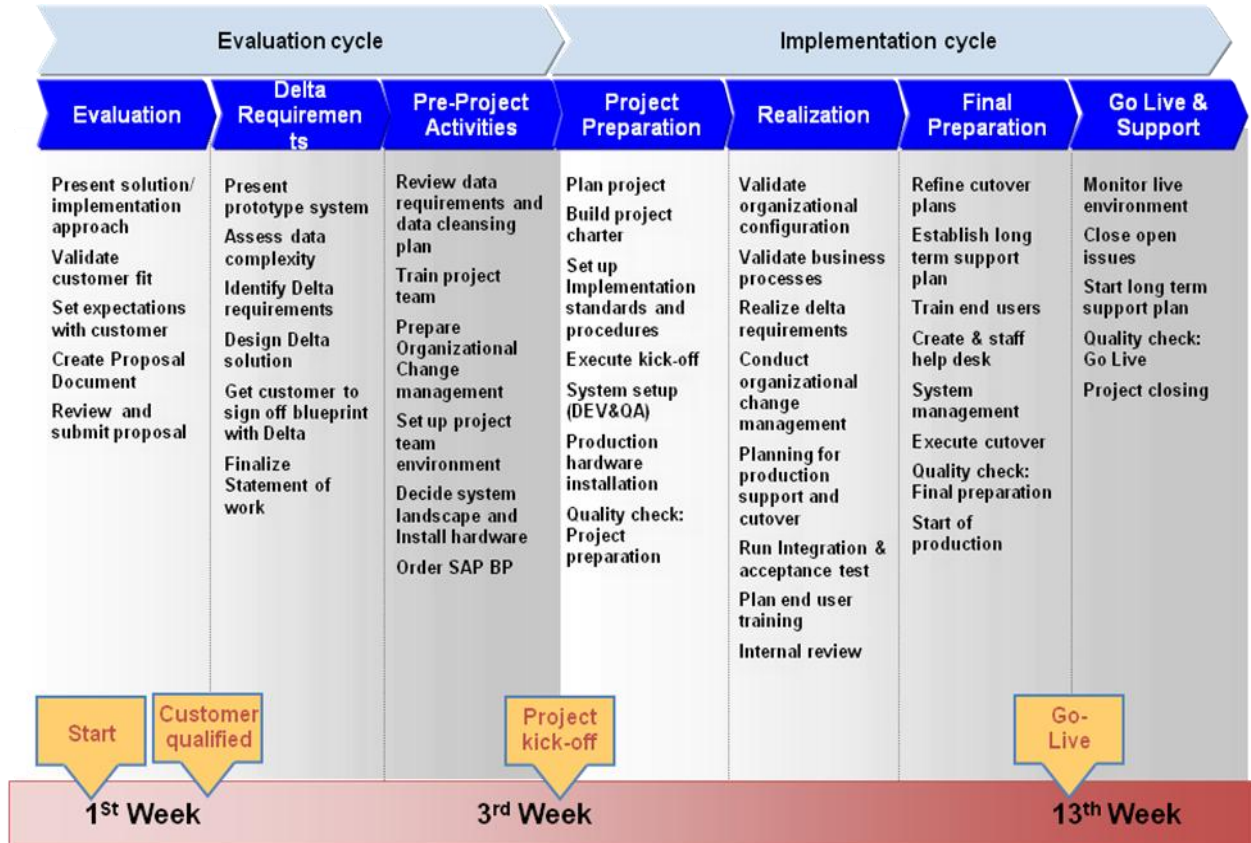
- A road map designed to implement a predefined business solution in the shortest possible time

- Complete predefined and pretested processes for specific business activities, supported with ready data conversion tools that allow the project team to validate the solution with your data right from the start
- Ready-made documentation covering business processes, and configuration that allows the project team to focus on getting the organization prepared
- Predefined reports, print forms, authorization roles, and test scenarios that ensure a cost-effective implementation
- An approach that allows you to accomplish certain tasks before the SAP project team arrives on-site, further reducing your costs
- This implementation approach gets your solution up and running with minimal risk and disruption, and leaves you ready to deploy additional business processes to further increase your competitiveness.

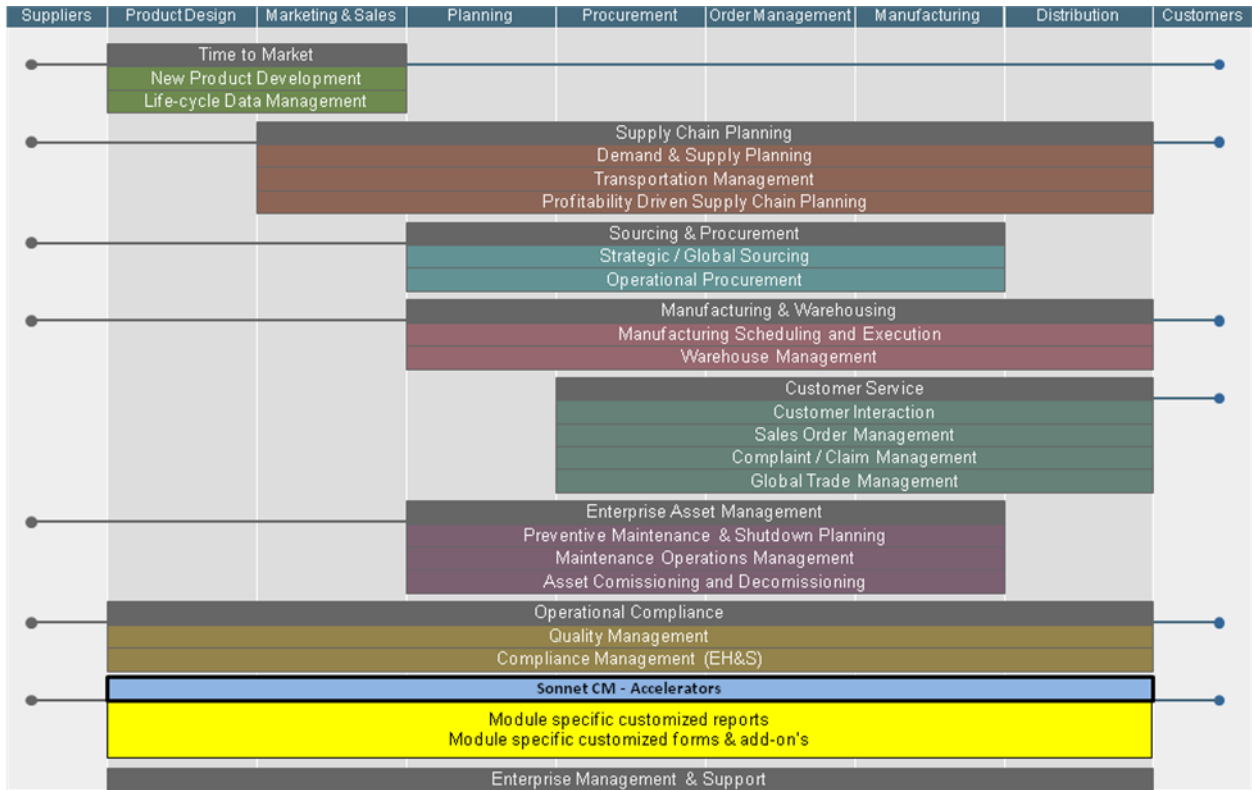
SAP ASAP Focus Methodology – Highlights

- Four Phase Approach (Project Preparation, Realization, Final Preparation, Go Live & Support)
- Reduced implementation time (12 –16 weeks)
- Defined Scope – leverages Best Practices
- Train the Trainer Approach – accelerates training and testing
- Pre-configured business requirements
- Focused on rolling out targeted blocks of functionality

Sonnet CM ASAP Focus Methodology & Solution:



Sonnet CM Solution Map:



Sonnet CM Solution Summary:

Industry/ Micro Vertical	Component Manufacturing (Discrete Manufacturing)			
Partner / Sol. Name	Sonata Software Limited / SONNET CM			
Country / Language	India / English			
Components	■ SAP ECC6.0 (BAiO for DM): FI, CO, SD, MM, PP ; + Sonata Accelerator			
Add. Tools	■ Demo Assistant, Solution Builder, Netweaver Business Client Ver 3.0, Solution Configurator			
Business Processes Supported	Production Planning & Quality <ul style="list-style-type: none"> ▪ Make to Order ▪ Make to Stock ▪ MRP ▪ Change MGT ▪ Procurement ▪ Sub Contracting ▪ Assembly ▪ Quality Control 	Sales & Distribution <ul style="list-style-type: none"> ▪ Sales Orders Processing ▪ Sales Quotation ▪ Third Party Orders ▪ Cross Company Sales ▪ Credit Memo & Debit Memo ▪ Customer Down Payments 	Finance & Controlling <ul style="list-style-type: none"> ▪ Profitability Analysis ▪ Product Costing ▪ Accounts Receivables & Payables ▪ Budget Controlling ▪ Asset Management ▪ Internal Orders 	Materials Management <ul style="list-style-type: none"> ▪ Inventory Control System ▪ Stores Management ▪ Purchase ▪ Period end closing activities ▪ Inventory Valuation for year end closing
Key benefits	<ul style="list-style-type: none"> ▪ TCO is reduced by having an integrated solution in Sonnet CM ▪ Based on SAP Best Practices for Discrete Manufacturing Industry ▪ Reduced Operational & Maintenance Cost ▪ Increased efficiency in Business Operation Process 			
Time Line & Cost	▪ 14 – 16 Weeks / Approx			
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Sales Contact	Sandeep S 91-97036-77790		sandeep.s@sonata-software.com	
Reference	■ Agrawal Metal Works, Bhiwadi, Rajasthan ■ www.agrawalmetal.com ■ Mr. Mayur Gupta – Jt. Managing Director			
■ Link to Info				

A World-Class Solution at an Affordable Price:

SAP ASAP Focus methodology enables you to invest in SAP's world-class business solutions with the safety of a predictable time line and cost – reflecting SAP's commitment to helping you achieve your business goals within your budget. You'll realize the following benefits:

- **Maximized productivity** – Specifically designed to enhance productivity for a wide spectrum of industries, SAP ASAP Focus methodology provides support for best practices and business processes proven to work for midsize enterprises.
- **Minimized risk** – With a strong emphasis on data migration quality, SAP ASAP Focus methodology ensures your organization's readiness and minimal disruption of your operations.
- **Rapid ROI** – Initial implementation is typically completed within 12 to 16 weeks at a set price to ensure that your organization gains a rapid ROI.

SONATA SAP Practice & Consulting: The Right Choice for Your Business:

There's more to a complete IT solution than software alone. Without specialized advice and assistance, even the best applications can fall short of their full potential. SONATA SAP Consulting provides the experts you need to align your IT landscape with your business goals. In addition, you benefit from SONATA SAP Consulting's close collaboration with other SAP services, including education, support, custom development, and hosting.

At SONATA SAP Consulting, we take the guesswork out of investment decisions. Building on our deep industry-specific knowledge and hands-on experience with hundreds of successful projects, we show you the right approaches for your business. Our consultants are trained and certified in the newest software releases and methodology and have extensive experience in industry and business best practices. And they are committed to providing strong support for our customers.

SONATA SAP Consulting can assist you in the following ways:

- Help you develop strategies for success
- Put your strategies into action quickly and effectively
- Get the very best from your mySAP Business Suite solutions now
- Maximize benefits through process optimization
- Find new ways of continuously enhancing competitiveness

Next Steps:

For more information about how SONATA SAP Consulting & Practice can create value across CM solution portfolios, please contact our SONATA SAP representative today:

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Or Visit us online at www.sonata-software.com