

SAP Solution Brief

SAP Solutions for Small Businesses
and Midsize Companies

GIVING WHOLESALE DISTRIBUTION COMPANIES A FAST START

SAP® BUSINESS ALL-IN-ONE FAST-START PROGRAM

As a wholesale distributor, you need to stand out from your competition while improving your own efficiency. SAP® Business All-in-One solutions give midsize wholesale distribution companies a fast start with preconfigured software designed specifically for current needs yet capable of supporting future growth.



Whether you are a wholesale distributor of furniture, machinery, chemicals, or food and beverages, your success depends on how quickly you adapt to demands from customers and suppliers. You must constantly differentiate your services from the competition while improving operating efficiencies and controlling costs.

To do this, you need access to real-time information about the availability, level, and delivery of your inventory. You also need to offer your customers value-added services, such as easy online inquiries and transactions. Operational excellence, while key to delivering on these expectations, is not easy to achieve. Consolidation is widespread, and the proliferation of contract pricing is leading to fewer opportunities to recover costs. Today's wholesale distributors must juggle conflicting priorities – growing their business, increasing profits, contending with customer demands for outstanding service, and distracting merger and acquisition activity.

The SAP® Business All-in-One fast-start program is designed to help you tailor an SAP Business All-in-One solution to your needs and get it up and running quickly. Complete with preconfigured software, the program is easily adaptable to your changing requirements, growing as your business does.

The SAP Business All-in-One solution supports all the basic processes you perform to meet your daily business needs – from materials management and production planning to asset accounting and sales and distribution. Based on SAP's years of experience in developing

business software, the solution will enable your employees to make better, more informed decisions.

Preconfigured to Support Wholesale Distribution Companies

The SAP Business All-in-One fast-start program is designed to support midsize wholesale distribution companies seeking functionality specific to their needs at a low cost of ownership. The program offers a bounded project scope, predictable costs, and short implementation times. Your SAP Business All-in-One solution will enable you to minimize IT staff dedicated to supporting on-site business software. You can expect not only to improve the transparency and coordination between the warehouse and the executive suite but also to efficiently streamline inventory management and movement.

Pretested and Preconfigured

The SAP Business All-in-One fast-start program provides what you need to get started today and to build for the future. The program provides tools and methodologies for you to improve software acquisition and shorten implementation times. It gives you the ability to configure a solution online and get cost estimates before you start. The fast-start program includes complete, pretested software, including options for lower licensing, installation, and operating costs. Your implementations will be quicker because the fast-start program uses a clearly defined set of preconfigured industry-specific functions.

THE BEST-RUN BUSINESSES RUN SAP™



Functionality for Wholesale Distribution Companies

SAP Business-All-in-One functionality supports best practices for the wholesale distribution industry in the following categories:

- Materials management
- Sales and distribution
- Logistics, product life-cycle management, and quality management
- Accounting
- Controlling
- Forms and reporting

Materials Management

Materials management software helps you transform your logistics function from a series of disparate linear processes into a network of alliances with customers, partners, and suppliers. Within an integrated environment, you can efficiently handle and execute purchase orders and optimize your inventory. The software supports procurement from quotation to contract, management of inventory, purchasing, stock handling and transfer, and returns.

Sales and Distribution

The SAP Business All-in-One fast-start program quickly equips your sales organization with tools to help shorten

“IDC research strongly indicates that the more automated a distributor becomes, the better the chance that it will succeed amid the sweeping changes that are transforming the marketplace.”

Albert Pang, Director, Enterprise Applications Research, IDC

sales cycles, increase revenues, and maximize productivity. Sales-order management software encompasses sales-order processing, delivery, billing, and payment, so that you can execute customer sales orders quickly and efficiently. Preconfigured distribution functionality helps ensure that your delivery and transportation processes support optimal sales-order fulfillment. The information required to serve and retain your customers throughout the sales cycle is readily available in a single system for your sales and marketing personnel.

Logistics, Product Life-Cycle Management, and Quality Management

Key logistics and quality management best practices are supported by the solution, including batch management.

Accounting

The SAP Business-All-in-One solution gives you access to the financial information you need – when you need it. Your finance department can use it for efficient management of the general ledger, accounts receivable and payable, cash management, and other functions.

Controlling

Properly closing the books at the end of the fiscal year – dependably, accurately, and consistently – is a challenge heightened by the possibility of mergers and acquisitions; organizational restructuring; employee mobility; and changing local, regional, or national reporting requirements. Wholesale distribution companies must adhere to internal guidelines and ensure secure access to generate the consistent and accurate results stakeholders expect. The SAP Business-All-in-One solution supports a wide range



You'll gain the agility and support you need to grow, while staying well within your budget. In addition, you'll benefit from a global partner that can support and extend your solution.

of planning processes and forecasting, as well as cost calculations, to help you track your business accurately.

Forms and Reporting

Reporting financial and operational results can consume large amounts of time and energy if the infrastructure lacks automation or makes custom reporting difficult. The SAP Business All-in-One solution allows you to manage all kinds of reporting, with best practices for forms and reporting built in. Custom reporting – both on a recurring as well as an ad hoc basis – is fully supported.

Getting Started

Your first step in using the SAP Business All-in-One fast-start program is to access the online solution configurator for SAP

Business All-in-One. With this tool, you choose the functional building blocks that will determine your estimated solution scope and cost. This process also connects you with an SAP consultant or local partner who has corresponding industry expertise to counsel you on the next steps.

Next, your SAP consultant or partner creates a personalized demo, using your data and the demo assistant tool for SAP Business All-in-One. The demo, which can run on a laptop, shows end-to-end scenarios, such as a day in the life of a wholesale distribution company.

When you commit to purchase, your SAP consultant or partner forwards your technical environment to a hardware partner, who uses the installation wizard to configure the server and install a pretested solution along with the SAP MaxDB™ database, the SUSE Linux operating system, SAP Best Practices packages, and the SAP ERP application. With the installation wizard, installation completes unattended in just a few hours.

Following installation, your SAP consultant or partner helps further adapt the solution to meet your needs, using the solution builder's guided procedures and streamlined graphical interface.

Building Best Practices into Your Business – Quickly

The SAP Business All-in-One fast-start program provides a way to incorporate best practices in wholesale distribution into your operations. Implementation is rapid, resulting in a quick return on your

investment, and also predictable, both in benefits and in cost. (Price and implementation time vary based on the depth of functionality implemented.) The solution's flexibility allows you to tailor it to suit your business's current circumstances and to expand it as your business grows.

Fast and Flexible

Using the fast-start program, you can implement an SAP Business All-in-One solution within a predefined scope and with minimal risk. Because the relevant software for wholesale distribution business processes is pretested and preconfigured for you, choosing and configuring those processes can be quick – accelerating your time to value. The program provides not just the functionality you need but the detailed guides and documentation that allow for quick deployment.

As an option prior to implementation, you or your implementation service provider can use the configuration tool in SAP Business All-in-One to select only the precise subset of business processes you need, helping to facilitate a rapid, straightforward implementation.

Predictable and Proven

Using decades of experience with mid-size wholesale distributors, SAP has preconfigured and preinstalled the functionality most relevant to your operations. The result is a more predictable and cost-effective implementation.

The SAP Business All-in-One fast-start program also works with hardware options from various partners and with software options that incorporate SAP

When you use the SAP Business All-in-One fast-start program, you gain built-in support for the best business practices in your industry.

MaxDB and SUSE Linux to reduce your total cost of ownership. With this program, you can eliminate the guesswork and implement an affordable solution for your company.

Thanks to the extensive network of SAP partners, you have access to local implementation support wherever you are in the world. SAP partners can help you use the fast-start program to rapidly implement the SAP Business All-in-One solution that meets your specific needs.

Safe and Scalable

You can easily adapt the SAP Business All-in-One fast-start program to your changing business needs, making it a safe investment now, yet supporting aggressive growth goals. You can begin with the preconfigured fast-start offering and later add software components for online collaboration with your external partners or for radio frequency identification (RFID).

Want to Learn More?

For more information on what the SAP Business All-in-One fast-start program can do for your company, contact your SAP representative today or visit us on the Web at www.sap.com.

Summary

The SAP® Business All-in-One fast-start program delivers rich functionality in a pretested, preconfigured package that reflects SAP's years of experience in developing business applications. Whether your company is small or midsize, the program will enable you to implement proven best practices in wholesale distribution while smoothly adapting to changing business requirements. In addition, you'll benefit from a global partner ecosystem that can support and extend your solution.

Challenges

- Create more efficient business processes
- Speed up response to changing markets, consumer demands, and government regulations
- Control costs

Supported Business Processes and Software Functions

- **Materials management** – Create an integrated network to improve efficiency and optimize inventories
- **Sales and distribution** – Shorten sales cycles and maximize productivity for better customer service
- **Logistics, product life-cycle management, and quality management** – Track finished goods and help ensure top quality
- **Accounting** – Increase the efficiency and accuracy of financial accounting
- **Controlling** – Obtain access to accurate data for planning, forecasting, and reporting
- **Forms and reporting** – Obtain standard and custom reports easily

Business Benefits

- **Quick return on investment**, due to rapid implementation of a predictable and proven solution incorporating best practices in wholesale distribution
- **Faster response to changes** in markets, customer demands, and government regulations
- **Lower cost of operations**, due to better planning and coordination between business processes

For More Information

Call your SAP representative, or visit us today at www.sap.com.

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