



## THE SAP® BUSINESS ALL-IN-ONE FOR HIGH TECH ACHIEVE SUSTAINABLE PROFITABLE GROWTH

Whether you're an OEM, software provider, component manufacturer, or semiconductor manufacturer, you operate in an environment characterized by demands for fast time to market. All the while, you find it expensive and complicated to stay compliant with a range of regulations. You strive to satisfy continuously changing customer needs while struggling to gain needed visibility across a global supply chain. At the same time, you must respond to competitive pressure to lower prices – even though your margins are slim.

To succeed, you need to streamline operations across development, procurement, manufacturing, distribution, and sales. You must improve end-to-end product and fulfillment visibility to deliver better service and quality, as well as enhance transparency across the organization to simplify compliance efforts. You also need to quickly respond to increasing variations in customer needs by improving efficiency and adaptability.

The SAP® Business All-in-One for High Tech solution is based on SAP's 20 years of experience working with high-tech companies. This comprehensive enterprise resource planning solution delivers proven SAP software that is built on the SAP Best Practices for High Tech package. SAP Best Practices for High Tech is based on the best business practices of high-tech companies that SAP has identified in several thousand implementations. With this solution, you can manage processes from development, sourcing, and manufacturing to service and financial management, and get every facet of your business running smoothly. This solution comes with tools and methodologies that enable you to tailor the solution to meet your needs and enable a safe implementation that minimizes time and costs.

### Leverage SAP Best Practices Packages

The foundation for SAP Business All-in-One for High Tech is SAP Best Practices for High Tech. This package delivers preconfigured software with documentation and implementation methodology that reflect the industry best practices you need to maintain a competitive advantage. SAP Best Practices for High Tech includes the following specific elements:

SAP Solution Brief  
SAP Solutions for Small Businesses  
and Midsize Companies  
SAP Business All-in-One for High Tech

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Midsize high-tech companies seeking to be innovative, be agile, and operate at peak efficiencies can choose an affordable, integrated solution. The SAP® Business All-in-One for High Tech solution supports adaptability for growth – and fast deployment for a rapid ROI.

- 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 supports the relevant business processes for your operations, services, and financial management.

### Accelerate New Product Development

This SAP Business All-in-One solution provides an integrated solution to support efficient product development and to provide consistent, accurate product data across marketing, design, and manufacturing. From product specification to creation of material masters and bills of material (BOM) for product costing, routing, and production scheduling, you can realize an efficient, end-to-end product development process and reduce development costs.

### Facilitate Engineering Change Management

SAP Business All-in-One for High Tech enables you to define the right product strategy in line with your corporate strategy and key performance 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.

### Improve Strategic and Operational Procurement

This SAP Business All-in-One solution enables you to optimize your vendor base by evaluating vendor pricing, service, lead times, and performance.

As a result, you can negotiate better contract terms and reduce material costs, lead times, and returns.

### Enhance Inventory Management

To reduce costs and cut order fulfillment times, your organization must focus on how it manages inventory. 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.

### Optimize Supplier Collaboration

Want to improve productivity, delivery precision, and exception-based handling of supply chain disruptions, while ensuring balanced operations? With this SAP Business All-in-One solution, you can automate operational tasks and manage exceptions and internal movements. By integrating material flow with financial reporting, the solution enables you to manage inventory on the basis of a holistic view of material flow.

### Streamline Demand and Supply Planning

With this solution, you can integrate processes relating to sales, operations, and materials requirements planning to help ensure consolidated, synchronized supply and demand planning. Optimized portfolio management enables better insight into product and customer profitability.

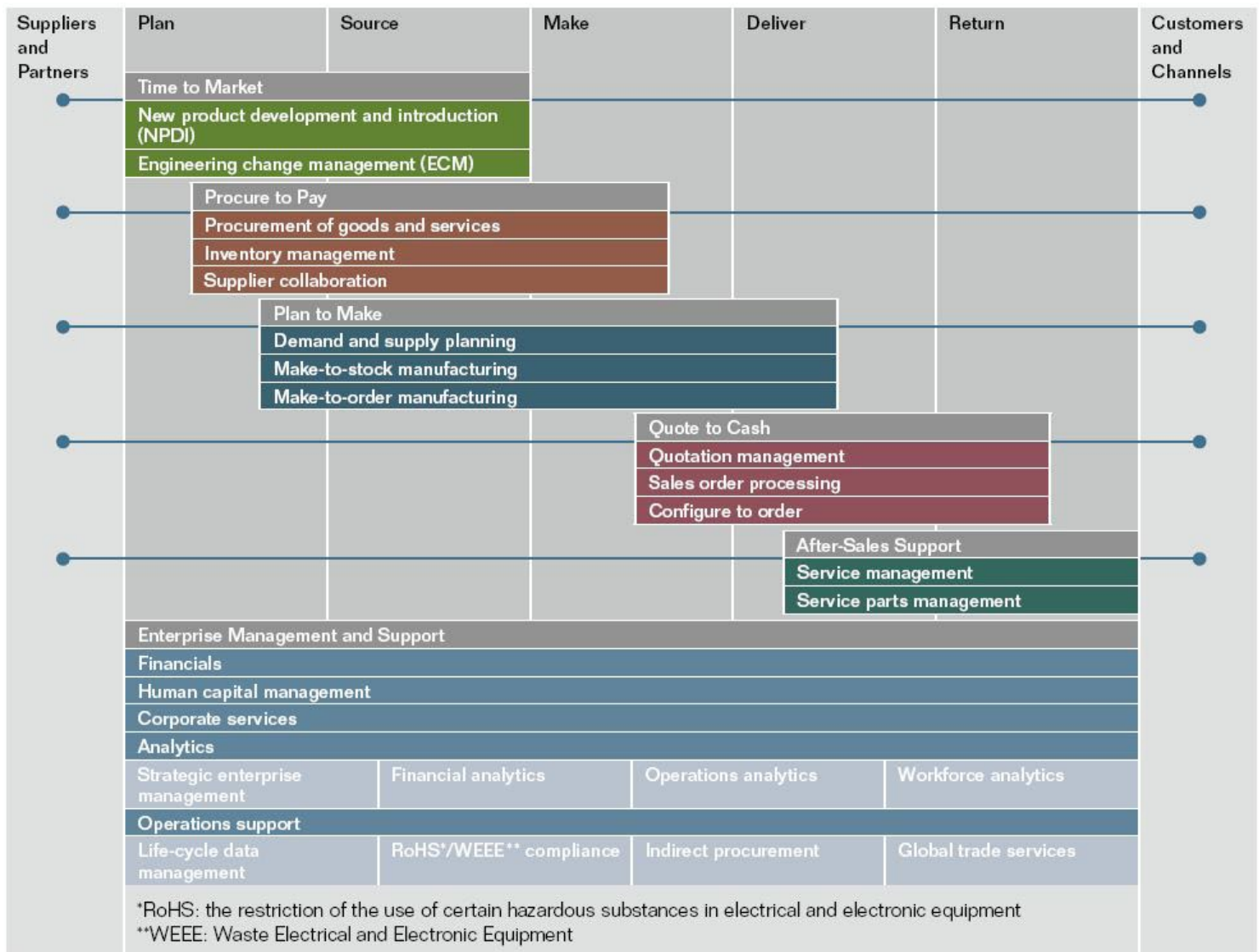


Figure:  
SAP® Business All-in-One  
for High Tech  
Key Business Process  
Support

## Flexibly Handle Manufacturing

This solution helps you establish multiple business models, encompassing make-to-stock and make-to-order production strategies, to meet both the high-volume and niche needs of OEMs.

## Streamline Quotation and Sales Order Management

Best-in-class functionality within this SAP Business All-in-One solution enables your organization to determine pricing, create proposals, process quotations and sales orders, and check product availability – accurately and automatically. In addition, the order process is integrated with financial accounting and customer management functionality and supports the requirements for foreign trading and exporting for multinational business.

## Configure Products to Order

As a manufacturer in the high-tech industry, you must frequently customize products and parts – such as to accommodate customer-specific configurations of hardware – late in the

manufacturing cycle. This SAP Business All-in-One solution adapts to your business model and supports your configure-to-order needs.

### Streamline Service Management

Your ability to manage exceptions and claims – and support special handling, labels, and other customer-specific sales or postsales requirements – can be a key competitive differentiator. With this solution, you can link enterprise data with customer-specific information. As a result, your postsales staff has the necessary information to address customer issues.

### Improve Service Parts Management

When it comes to ensuring profitability and customer satisfaction, you need to access the right parts at the right time when serving customers. This SAP Business All-in-One solution enables you to manage spare parts inventories and plan economically for individual, as well as combinations of, parts, customers, and locations.

### 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.

## Gain Rapid Implementation and High ROI

You can rapidly implement this SAP Business All-in-One solution using software that supports your business scenarios. In addition, the solution provides methodologies supporting a phased implementation. This streamlined approach facilitates a safe implementation and helps deliver immediate business value for a high overall ROI and a low total cost of ownership.

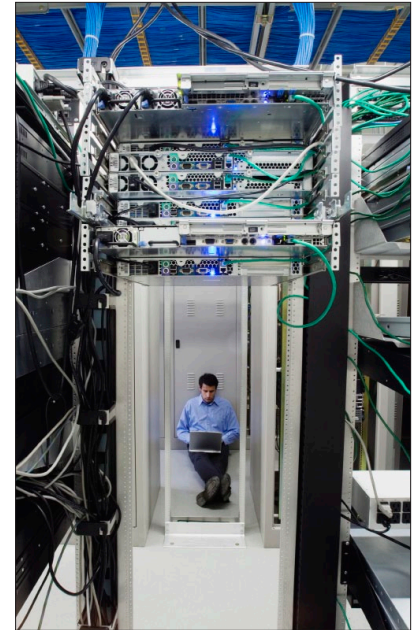
### SAP Business All-in-One Fast-Start Program

For those high-tech companies seeking to get up and running quickly with a manufacturing solution that supports general manufacturing processes, SAP offers the SAP Business All-in-One fast-start program. This program helps you tailor a solution to suit your needs and complete the implementation phases quickly to realize all the benefits outlined above. You can also configure a solution online and get cost estimates before you implement the solution.

### Benefit from Industry-Specific Functionality

SAP Business All-in-One for High Tech provides functionality that supports business processes specific to your industry, offers a proven and safe approach for fast implementation, and scales to support your business as it grows.

To find out more, contact Bramasol at 1.866.625.9878 or visit us online at [www.bramasol.com](http://www.bramasol.com)



## QUICK FACTS

### Summary

The SAP® Business All-in-One for High Tech solution is a comprehensive enterprise resource planning (ERP) solution based on proven best practices. Designed for rapid implementation at a predefined price, it helps deliver a fast ROI to support increased sales and decreased costs.

### Business Challenges

- Ensure profitability in spite of more competition and lower margins
- Gain visibility across complex networks
- Adhere to a range of regulations
- Satisfy changing customer needs and rising expectations

### Key Features

- New product development – Streamline product development processes
- Engineering change management – Efficiently manage changes related to engineering
- Procure to pay – Optimize the vendor base, inventory, and supplier collaboration
- Plan to make – Improve forecasting and supply chain visibility and efficiency, while establishing multiple business models
- Quote to cash – Streamline quote response and order processing, and support configure-to-order needs
- After-sales support – Access real-time information to resolve customer issues and deliver parts in a timely manner
- Enterprise management and support – Ensure comprehensive financial reporting, analytics, and operations support

### 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

Contact Bramasol at 1.866.625.9878 or visit us online at [www.bramasol.com](http://www.bramasol.com)

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