

**SAP All-in-One ERP Package
Localised for Australia Solution Brief**



SAP ALL-IN-ONE ERP PACKAGE LOCALISED FOR AUSTRALIA

**A Fully Integrated Predefined Solution to
Improve Business Processes, Enhance
Collaboration, and Boost Competitive Advantage**

The SAP All-in-One ERP package localised for Australia is a world-class ERP solution designed for Small and Medium Enterprises. Delivered by the SAP SME Solution Centre, it is preconfigured and predetermined and as such allows SAP and our Partners to offer a fixed scope and fixed time-frame to ensure rapid ROI.

The SAP All-in-One ERP package includes functionality for Financials, Corporate Services and Operations, best business practices and a service offer for rapid implementation. SAP All-in-One ERP packages provide significant business benefits by enabling more efficient operations, greater employee productivity, higher flexibility to respond to changing business conditions and greater real-time insight.

In today's climate of ever-growing competition and increasingly agile and better-informed customers, it is difficult to maintain market share - let alone grow one's business. It is no longer enough just to be innovative, or customer-oriented or to tighten control on costs - you have to do everything simultaneously.

To succeed in this environment, you need to empower your managers and employees by providing them with the right information, application or service to increase overall productivity. You need to consider costs and business risks: first, by decreasing your Total Cost of Ownership (TCO) and leveraging existing IT systems; and second, by selecting the right IT solution from a trusted vendor with an implementation that requires minimum downtime and which at the same time offers the flexibility to grow with your needs.

SAP - the Right Partner for Midsize Enterprises

As Small and Medium Enterprises grow, it's important to remain flexible and responsive to change. Their business management software must support the following needs:

- It has to be tailored to meet the current and future needs of their particular business, not a one-size-fits-all product.
- It has to be affordable to acquire, implement, and maintain.
- It has to be based on best practices to ensure that midsize companies benefit from lessons already learned by others in their industry, while maintaining the advantages of their own unique, differentiating business processes.

SAP solutions meet these criteria - and then some. We've developed a portfolio of offerings that meet the needs of Small and Medium Enterprises in the following ways:

- The solutions are modular, so they're quick to deploy and easy to manage - and yet they're designed to be augmented and reconfigured over time as business needs change.
- They're affordable;
- And, most importantly, they incorporate all the knowledge SAP and its partners have gained through over 30 years of experience working with companies of all sizes in more than 25 industries around the world.

SAP All-in-One ERP Package

The SAP All-in-One ERP package is an offering that is particularly suited to growing small and medium size companies.

The SAP All-in-One ERP package enables Small and Medium Enterprises to solve their fundamental business and IT issues at once. Created and delivered by the SME Solution Centre, the packages are **predefined, affordable**, and can be implemented quickly in a **low-risk, fast, fixed scope** project. This allows SAP customers to streamline business processes, increase efficiency, and achieve a fast time-to-benefit with minimal disruption to their business.

SAP's solutions for midsize businesses are based on the highly scalable and powerful mySAP ERP solution, and include many "accelerators" to deliver value rapidly. They deliver core ERP functionality in a cost-effective, turnkey manner that is inherently scalable for future growth.



SAP's solutions for Small and Medium Enterprises have experience built in, meaning you benefit by:

- Reduced implementation time
- Reduced TCO with modular deployment
- Optimised business processes with preconfigured solutions - maintaining what makes you unique
- Gain long term value with a trusted, global industry leader
- Improve decision making with better visibility across the entire enterprise.

SAP All-in-One ERP package localised for Australia is powered by the SAP® NetWeaver™ technology platform that lays the foundation for new cross-functional business processes. It supports flexible IT infrastructures, including SAP and non-SAP solutions, enabling customers to leverage existing IT infrastructure and reduce TCO.

The SAP All-in-One ERP package localised for Australia and SAP NetWeaver reduce the need for custom integration and align people and information across organisational and technological boundaries.

Out-of-the-box - Turnkey ME solutions

SAP All-in-One ERP packages address core business processes for a wide range of organisations. The key components of these packages are:

SAP Software: based on the proven mySAP ERP software with a defined scope and the flexibility to incrementally add functionality as business needs evolve.

SAP Best Practices: business expertise converted into pre-packaged functionality in the form of configuration and documentation, enabling repeatable, low-risk, low-cost, turnkey deployment.

ASAP Focus Methodology: provides safe predictable and affordable roadmaps to accelerate deployments.

SAP Service Packages for a fast implementation by SAP or SAP Partners: pre-packaged services allowing rapid implementation, fixed time-frame and minimal risk. See below section for examples of Commercial Offerings and Additional Service Packages are included in the SAP All-in-One ERP package.

Benefits of an SAP All-in-One ERP Package

SAP All-in-One ERP packages offer many benefits:

FAST: reduced implementation time and costs

- Pre-defined implementation at a defined price delivering a quick ROI at low TCO
- Pre-configured end-to-end business scenarios
- Clearly defined scope and time-frame.

PROVEN: optimised business processes

- Provides comprehensive business expertise (best practices) derived from numerous successful customer installations
- Supports the performance and efficiency requirements of Small and Medium Enterprises
- Standardised and reliable approach to evaluation and implementation, reducing typical project risks
- Extensive documentation significantly reduces the use of customer resources.

RELIABLE: a safe investment

- World-class ERP solution based on mySAP ERP 2005 and SAP NetWeaver™
- State-of-the-art technology, leveraging existing IT systems and offering scalability and flexibility for future growth
- Over 30 years' industry experience, 28,000+ customers and 12 million users in more than 84,000 installations.



SCOPE of SAP All-in-One ERP Package Localised for Australia

Accounting	Organisational Structure	Financial Accounting	Accounts Payable / Accounts	Fixed Assets	Planning and Reporting	Foreign Currency
Purchase Requisition through to Payment	Organisation and Master Data		Purchase Order Scenarios		Goods Receipt and Invoice Processing	
Sales Inquiry through to Cash Receipt	Organisation and Master data	Sales Process Scenarios	Deliveries / Shipping	Pricing and Billing	Manage receivables	
Stock	Stock Management		Stock Take		Special Stock	
Human Resources	Employee Information		Time Management		Reporting & Planning	
Manufacturing - Optional Extension	Master Data	Sales and Operation Planning	MRP and Capacity Planning	Manufacturing Execution		
Corporate Services	Travel Management			Quality Management		
Analytics - Optional Extension	Installation	Pre-defined Queries		User Guides		

Accounting

In the area of financial accounting, SAP All-in-One ERP package helps ensure you have access to the information you need when you need it, increasing the efficiency of your finance department. The following functions are provided to support your financials processes:

- General Ledger
- Accounts Receivable
- Accounts Payable
- Fixed Assets Accounting
- Bank Accounting
- Tax Accounting

Management Accounting

The SAP All-in-One ERP package helps companies monitor and control all performance relevant information in an environment that is completely integrated with all operative

transactions throughout the company. Accounting maintains a consistent, reconciled and auditable set of books for use in statutory reporting, management support and as a source for analytic applications, and helps a company take control of its profitability. The solution supports:

- Cost Center & Internal Order Accounting
- Profit Center Accounting
- Revenue & Cost Planning

Human Capital Management (HCM)

HCM provides integrated, enterprise-wide functionality that streamlines HCM processes and seamlessly integrates them across many operations. This includes:

- HR Administration
- Time Management
- Reporting and Planning

Sales and Distribution

The SAP All-in-One ERP package lets you equip your sales organisation with the tools necessary to shorten sales cycles, increase revenues and maximise productivity. Sales order management encompasses sales-order processing, delivery, billing, and payment and enables fast and efficient execution of customer sales orders. Distribution executes delivery and transportation processes to efficiently support and control the actual fulfillment of sales orders.

The solution supports:

- Quotation and Order Management
- Contract Management
- Billing

Materials Management

Pre-configured scenarios in materials management help you transform your logistics function from a disparate linear process into the hub of a multi-enterprise business alliance with customers, partners, and suppliers. Purchase order management enables the efficient handling and execution of purchase orders integrated within the entire logistics process. Inventory management allows a company to manage stock and inventories in an integrated operative environment.

Materials Management support includes:

- Purchase Order Processing
- Receipt Confirmation
- Invoice Verification
- Inbound Processing
- Outbound Processing
- Storage
- Physical Inventory

Manufacturing

Manufacturing functions provide the basic settings needed to make use of production scenarios such as make-to-order or make-to-stock. They provide support for generating optimised production schedules that take into account real-time material and capacity constraints. Manufacturing processes can be integrated with other supply chain processes to enable a rapid, flexible response to engineering changes and customer requirements. Manufacturing support includes:

- Product Structure Management
- Change & Configuration Management
- Manufacturing Planning
- Manufacturing Execution

Corporate Services

SAP Corporate Services gives your organisation control of its most cost-intensive corporate functions by supporting and streamlining administrative processes. The SAP All-in-One ERP Package includes several of the possible SAP Corporate Services functions. These are:

- Quality Management
- Travel Management

Analytics

The SAP Analytics application enables organisations to gain credible, clear, and comprehensive business insights. The SAP All-in-One ERP Package has an optional extension package to meet specific analytic needs. These are:

- Installation instructions
- Pre-defined queries and databases
- User guides for executing the queries



Powered by SAP NetWeaver™

SAP NetWeaver™ is the unique integration and application platform that powers mySAP ERP solutions. SAP NetWeaver's 'business-ready' integration capabilities allow customers to seamlessly integrate existing IT assets with SAP solutions.

Complete mySAP ERP Functionality

The SAP All-in-One ERP package uses the mySAP ERP software, the world's leading ERP solution used by over 28,000 customers. You receive the complete range of mySAP ERP functionality. The SAP All-in-One ERP package then implements select ERP functions that support key business processes most critical to the success of Small and Medium Enterprises.

Using it as a foundation, you can take a modular approach to deploy additional functionality as needed.

Solutions Tailored to Customers Needs

As extensions of the SAP All-in-One ERP package, SAP Partners offer additional packages for organisations in most industries. These extensions can broaden the scope of your solution beyond this SAP All-in-One ERP package (if required) and meet any additional business requirements. By doing so, SAP partners offer highly specialised new packages that reflect their unique expertise in specific industry verticals.

Brought to you by the SME Solution Centre



SAP All-in-One ERP packages are created and delivered by the SME Solution Centre. By delivering such packages the SME Solution Centre enables SAP and its partners to more quickly and effectively build end-to-end solutions customised to Australian SME's unique needs. With the solution development capabilities of the SME Solution Centre, powered by SAP Best Practices, customers benefit from pre-packaged, fixed-scope, fixed-price und fully upgradeable solutions from all SAP Partners.

Services for Implementation and Support

SAP and SAP Partners provide services to ensure that your SAP All-in-One ERP package is up and running within a predefined time-frame and with minimal risk. Key elements of these service packages include:

- A clear methodology based on an easy to understand step-by-step approach
- Pre-determined functionalities
- Complete pre-configuration settings that give everything needed to run key processes out-of-the-box with minimal installation effort
- Ready-to-run programs for data migration and standard print layouts
- Ready-made documentation covering configuration guides, data migration sheets, business process procedures and scenarios and test catalogs, which can be used for system evaluation as well as for project team and end-user training.

Commercial Offerings

The SAP All-in-One ERP package includes commercial offerings for use by SAP and SAP Partners as optional offerings for customers. Examples of those included in the SAP All-in-One ERP package are:

- Financing
- Hosting

Packaged Services

Packaged services offered as part of the SAP All-in-One ERP package include:

- Training
- Change Management
- Data Migration

In addition, to complement the implementation of SAP All-in-One ERP package for your company SAP and Partners have developed packaged services to cover additional needs for rapid deployments.

One example is the “SAP Health Check” which is designed to check the 'health' of an SME project at critical stages -just after the start and prior to go-live. The SAP Health Check from SAP Consulting provides the confidence that SAP has independently reviewed the state of your project covering the critical aspects of any implementation.

Contact your SAP Channel Partner, SAP Service Partner or SAP for these additional packaged services.

Find Out More

To learn more about how SAP can help your company achieve higher levels of business success, contact your SAP representative or visit us at www.sap.com/australia.

SAP Australia

www.sap.com/australia

Email: info.australia@sap.com



SAP SME Solution Centre

SAP Asia

<http://www.sap.com/solutions/sme/allinonepackages/>

