



Newsletter Vol. 38 - Introduction

Softengine News is dedicated to keeping you up to date with the latest information regarding SAP Business One systems, Softengine solutions and Best Business Practices.

What's New?

Spotlight on SAP BUSINESS OPTIMIZATION PLAN TOOL

Leading companies combine business process improvement and information technology initiatives to drive more value. For business process optimization SAP shares with you benchmarking data and best practices gained from working with the large SAP customer base as well from external sources. The business optimization planning tool shows you how your business needs are addressed, and provides you with the metrics for calculating how much that solution is worth. The tool compares your business metrics with those in your peer group (same industry and size) allowing you to measure your performance against best-in-class peers and define your business optimization plan further so you can start executing your plan right away.

The business optimization planning tool provides you with relevant, actionable content for:

- linking your unique business drivers with opportunities for business process improvement
- identifying SAP solution
- mapping operating metrics and financial results for each business improvement to the performance of best-in-class (BIC) businesses belonging to your peer group
- producing a time frame for execution

Creating a business optimization plan:

- helps you to articulate strategic benefits and their potential value
- lets you learn from peers by showing industry best practices
- allows you to share the outcome and approach with your colleagues, management, and stakeholders
- supports you in the journey of business optimization

Exclusive benchmarking data enables you to measure your business performance based on strategic key performance indicators (KPIs) and continuously foster the future success of your company. For KPIs relevant for your company, we provide you with best-in-class values obtained from your peer group

WHY SAP

As the world's leading provider of business software*, 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. At SAP, we can look back on a long history of success as the world's leading business software company. SAP has evolved from an enterprise application provider to a business performance enabler, closing the loop between strategy and execution.

SAP has:

- 100 000 customers (88,000 in small – mid size businesses) across 25 distinctly different industries, 120 countries, 30+ languages
- 47,500 employees in 75 country offices
- over 500 global partners
- 40 years of business process experience

VALUE PROPOSITION FOR YOUR INDUSTRY

Some of the benefits our customers have experienced:

- Reduced inventory and materials costs through improved visibility, collaboration, and strategic sourcing with suppliers
- Improved cycle time and capacity utilization – and reduced capital requirements
- Faster time to market through collaborative design over the product life cycle
- Improved visibility into customer data to meet dynamic demand and product requirements

FREE BUSINESS OPTIMIZATION PLAN

It will take just a few minutes to create your optimization plan and see how to improve your company's performance today! Leveraging the knowledge you will share confidentially about your business aspirations and goals and complementing that with our experience across similar industries, we will provide you with a business optimization plan that delivers a low risk solution with demonstrable outcomes. The business optimization plan will summarize the performance improvement potential to your company based on your unique business goals – and maps these goals to the relevant SAP innovations that can enable you to address them.

PRIMARY AREAS OF IMPROVEMENT AND INFLUENTIAL FACTORS

Based on the information you will share, the plan will provide a list of your key challenges, objectives and priorities. For each, you will be provided recommended paths to value, based on the best practices of the best performers in your industry. We will then map these recommendations for business process optimization to the most appropriate SAP enabler for your business. For example:

Chief Financial Officer

Your Objective

Maximize accounting and finance productivity while keeping financial employees motivated

Our Recommendation

Ensure the cost efficiency of finance and accounting functions

SAP Enablers

Preconfigured accounting functionality for general ledger and period-end closing

MEASURING AND COMPARING PERFORMANCE THROUGH BENCHMARKING

Today's companies face ever-growing market competition. Market consolidation and international competition are typical features of today's economy making it important for your company to run your business successfully. Both challenges are directly related to strategic business key performance indicators (KPIs). KPIs are needed to continuously measure and control the performance of a company and are vital to profitability and success. Therefore, SAP helps you measure and control your business performance based on strategic financial and operating metrics. We define benchmarking as the process of comparing the performance of your company against a peer group, for example, competitors or the market average. For KPIs relevant for your company, we provide you with best-in-class values as obtained for your company's peer group.

Get an actionable plan in just a few minutes and learn how to make your company number one! For more information about the **FREE BUSINESS OPTIMIZATION PLAN** tailored to your specific needs, please contact Barry Lederman: 818.704.7000, blederman@softengineusa.com.

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