Softengine Newsletter — More Than Just Software

Newsletter Vol. 43 - 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 Services: SAP Rapid Deployment Solutions Run Better in Weeks

Shorten your time to greater efficiency and profitability.

Meeting your core business objectives and keeping IT projects on time and within budget are getting more important these days. Achieving these goals requires predictable costs and results and a short time to business value.

SAP, together with a broad ecosystem of partners, offers a wide range of modular – and fully integrated – solutions for rapid deployment in companies of all sizes. The solutions include SAP software, content, materials for user enablement, and implementation services, enabling you to:

- Quickly address specific business needs
- Support across all environments (on-premise, cloud, and mobile)
- Take advantage of clearly priced and scoped implementation services
- Help ensure time to value with support for best practices, templates, and tools
- Speed adoption with guides and educational materials

The Fastest Time to Business Value - Solution adoption made simple and predictable; Minimize cost and risk with a predetermined scope and time.

Wouldn't it be great if you could know your solution's costs, timelines, and business scope before you sign on the dotted line? Now you can.

SAP Rapid Deployment solutions are available at a predetermined price and scope – leveraging the implementation accelerators, tools, and best practices that we have gathered during many years of installations.

Leverage best practices and tools from SAP.
When implementing SAP Rapid Deployment solutions, Softengine, SAP Gold Partner uses content and expertise derived from actual customer implementations – referred to as best practices. These best practices help you quickly enhance your business processes and meet industry standards.

Address Your Needs – Step-by-Step; Get what you need today, without regretting it tomorrow.
It's important that you find solutions that support your specific line of business or business processes and integrate with your centralized ERP information system. Standard software is available and it offers a wide range of functionality to suit your specific industry, business process, or line-of-business requirements. In addition to processes for specific industries (such as food or apparel), the solutions support such core process areas as:

- Sales, customer service, and marketing
- Supply chain management and procurement
- Product development and manufacturing
- Financials and operations

A new solution adoption model: Start, innovate, grow.
In addition to laying the foundation for a core enterprise resource planning (ERP) solution, SAP Rapid Deployment solutions can broaden an existing ERP footprint to address new business needs or extend your current system. The solutions can also serve as integrated replacements for non-SAP software.

Every Business Is Different: Choose deployment, pricing, and financing to suit your needs.
SAP Rapid Deployment solutions future-proof your technology investment by helping you quickly and precisely address new business needs with your choice of software, deployment, and licensing options. Implementations can often be completed within weeks.

System implementers and value-added resellers such as Softengine, provide capabilities and expertise for specific industries and lines of business. SAP-certified providers of cloud services offer deployment options to match your business needs. Flexible pricing and financing help you meet your specific budget requirements.

Spotlight on: Small and midsize companies flex their newfound power to reinvent the global economy.

Buried beneath the avalanche of doomsday economic headlines is a bright and shining truth about who is best positioned to jump-start growth? Many believe small and midsize businesses are the real backbone of the economy, able to drive innovation, job creation, and economic stability. Consider these facts:

- In Europe, 95% of all businesses are small businesses (European)
- Over past two decades, 65% of jobs in the United States have been created by small businesses (U.S. Small Business Administration).
- In South Africa – where unemployment is as high as 40%–80% of new jobs are being created by businesses with fewer than 50 workers (according to the finance minister of South Africa Pravin Grodhan)
- Across India, small and midsize companies conducting international business activities are expected to rise from 31% to 56% by 2013 (Business Standard).
- Some 16 million small and midsize companies are responsible for 20% of Brazil's GDP and employ 60 million people (SEBRAE)

SAP has rallied employees and partners around a unified strategy to bring small and midsize businesses in all countries the technologies they need to grow. Eric Duffaut, President, Global Ecosystem & Channels, calls small and midsize businesses the backbone of the global economy and a critical part of the emerging global business network. He explains, "SAP is uniquely positioned to support SMEs with a dedicated portfolio of solutions that fits the way they do business and want to use business applications, so they can grow their business and strengthen their competitiveness vs. large players without losing their agility and customer intimacy. We are also bringing our key technology innovations in

mobile, cloud and HANA, our in-memory computing product, into our SME solutions portfolio."

To support SME customers in all industries worldwide with these solutions, Duffaut adds that SAP has a rapidly expanding partner ecosystem. Over 30% of SAP's software revenue comes from the company's 11,500+ partners worldwide. By 2015, SAP's goal is to generate more than 40% of its software revenue from partners. Duffaut says the only way to achieve this is by accelerating growth for all routes to market.

SAP's New Heritage: For Great Companies of All Sizes.

Many people may be surprised to learn that nearly 80% of SAP's customers are small and midsize companies. The portfolio encompasses SAP Business One on-premise and in the cloud verticalized ERP suite solutions. All of these solutions also have strong appeal to subsidiaries in search of the performance benefits of standardized, connectivity across systems without sacrificing local autonomy for differentiation. Most important, they deliver the end-to-end visibility that gets companies closer to customers.

Bobby Vetter, Senior Vice President, Global Ecosystem & Channels Readiness, explains, "Our solutions are designed to address what smaller and midsize businesses need most – ease of use and implementation, and lower TCO short and long-term thanks to a common architecture. With immediate access to the right information, businesses can develop and deliver new products and services that increase revenue and change customers' lives for the better."

Business One
A good example is SAP Business One which is available in over 80 countries and 27 languages. With over 40,000 downloads of its mobile app from iTunes, Vetter says SAP Business One delivers the industry specific capabilities smaller companies need for both best practices and differentiation. What's more, because all the business processes are integrated, it's easy for customers to connect their entire supply chain from external source to shop floor to customer-facing employees. In today's fast-paced, globalized business world, this can mean the difference between failure and success.

"SAP allows companies of all sizes to transform their businesses, achieving highly sophisticated value chains for greater speed, transparency, and efficiencies," says Vetter. "If you want to expand your business, we make sure you're not restricted to one country, one industry, or one language. End-to-end connectivity across operations, geographies, and international regulatory environments is crucial to compete with success."

Available in 80 countries, SAP Business One is ideally suited to helping fast- growing companies expand. This is precisely why OSI Group selected SAP Business One to update the business management software for its Asia-Pacific region. An **international food-processing company** with over 50 facilities in 17 countries worldwide, OSI depends on close customer-supplier relationships. SAP Business One gives OSI end to end transparency that traces products from point of origin through inspection. OSI reengineered business processes to make the most of SAP standardized functionality as well as food industry best practices. With real-time data access managers make faster, better decisions, and the company meets its quality objectives.

"The software addresses the entire spectrum of our business operations so we can make tangible improvements in operational efficiency," Steven Zhang, VP and CFO. "It can also help us enhance internal controls and be more responsive to market demands while supporting decisions to improve service quality and customer satisfaction."
For more information about the latest Softengine's Rapid Deployment of SAP Business One implemented to your specific needs, please contact Barry Lederman: 818.704.7000, blederman@softengineusa.com.