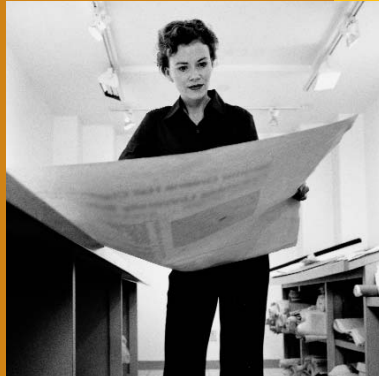


SAP Solution Brief
mySAP All-in-One



INTEGRATED INDUSTRY-SPECIFIC ENTERPRISE SOLUTIONS FOR MIDSIZE BUSINESSES

mySAP™ All-in-One solutions are designed to meet the needs of small and midsize businesses with industry-specific IT requirements. Supported by a comprehensive network of SAP business partners, mySAP All-in-One solutions are microvertically designed, preconfigured, affordable, and quickly implemented, allowing you to streamline business processes, increase efficiency, and achieve a rapid return on investment. Because they are based on the highly scalable and powerful mySAP Business Suite solutions, qualified mySAP All-in-One solutions can grow with your business, protecting your investment for the future.

The Power to Succeed, Configured for Small and Midsize Businesses

Large or small, every company can profit from efficient, streamlined processes, insightful business intelligence, and systems that are flexible enough to grow with changing business needs. But the solutions that deliver these benefits can strain the budgets of even large companies. For small and midsize businesses limited by finite time, IT personnel, and finances, the power of comprehensive enterprise solutions has seemed out of reach — until now.

SAP puts the power of integrated business solutions within the reach of smaller companies with mySAP™ All-in-One, affordable microvertical solutions created and delivered by SAP business partners and qualified by SAP. mySAP All-in-One solutions meet the needs of small and midsize businesses that require a high degree of industry-specific functionality delivered as a preconfigured, fixed-scope solution.

mySAP All-in-One solutions are based on the mySAP Business Suite family of business solutions and SAP® Best Practices offerings. They support predefined business processes and industry best practices and can be individually configured to meet your needs. Each solution includes tools to ensure rapid and successful implementation. Tools for data transformation, along with thorough preparation of end-user training, help you achieve rapid return on investment and quick time to benefit.

Qualified mySAP All-in-One solutions support the continued growth and flexibility that today's small and midsize businesses demand. You no longer need to piece together hard-to-integrate and difficult-to-maintain best-of-breed solutions or customize rigid applications. Invest instead in a qualified mySAP All-in-One solution that is based on preconfigured business processes tailored to your industry.

With this foundation, you can implement mySAP All-in-One solutions quickly and realize a healthy return on investment faster than you thought possible. And when your business needs change – as they inevitably will in today's dynamic economy – you have the full power of mySAP Business Suite to support you going forward. That's value that businesses of every size can count on.

And SAP is no newcomer to the smaller-business market. Currently, nearly half of all SAP customer installations are in companies with annual revenues of less than US\$200 million. Today, more and more small and midsize businesses – including over 6,000 mySAP All-in-One customers – are turning to SAP solutions.

Comprehensive Support for Specific Industries

mySAP All-in-One solutions are built and supported by a comprehensive network of business partners, each of which has extensive expertise in specific microvertical markets, industries, and geographies. These partners develop and preconfigure business processes with all the necessary supporting documentation and online support. As a result, each solution is implemented quickly and cost-effectively with maximum flexibility and minimal disruption to the business. After the initial implementation, SAP business partners will work with you to maximize the benefits of the underlying applications. Partners can also help you adopt new processes to support areas of your business that may not have been considered in the first phase. SAP will help you identify the best partner for your needs, according to your industry segment, geographic location, and specific requirements.

mySAP All-in-One solutions offer the following:

- Complete integrated business management
 - Fully integrated business applications, including customer relationship management, powered by the SAP NetWeaver™ platform
 - Support for industry-leading business processes from SAP Best Practices offerings, based on industry knowledge gained from nearly 19,000 customers in more than 20 industries
 - Unsurpassed experience in business applications
- Investment security
 - A solution that grows with your business
 - A robust and secure solution
 - A financially secure vendor with a forward-looking strategy
 - Avoidance of costly future migrations
- Rapid, cost-effective implementation
 - Fixed-scope approach
 - Out-of-the-box solutions based on industry best practices and templates (developed by SAP and your business partner)
 - Significant return on investment
- Unparalleled adaptability
 - Preconfigured industry solutions for maximum fit and minimal customization
 - Solutions that can be extended and changed using the unparalleled power of the mySAP Business Suite family of business solutions
 - Support for specific roles and job functions
 - Microvertical industry expertise of your SAP business partner
- Support for e-business and collaboration
 - Leading-edge e-business processes
 - Collaboration across the value chain
 - Setup of flexible supply chains and customer and partner extranets

Proven Value – Within Your Budget

Preconfigured mySAP All-in-One solutions help you to collaborate seamlessly with employees, partners, customers, and suppliers across enterprise boundaries. These solutions also integrate users, processes, and data within your organization and beyond, creating unparalleled efficiencies. And a qualified mySAP All-in-One solution empowers your users, delivering the access, information, applications, and services they need to do their jobs and to help the organization grow and succeed. You can count on the following benefits:

Rapid Return on Investment

Qualified mySAP All-in-One solutions are installed using rapid implementation techniques that can reduce costs by more than 50% over traditional approaches. And the solutions' scalability means that you invest only once – even as your organization changes and grows.

Enhanced Productivity and Cost Control

The out-of-the-box functionality of a mySAP All-in-One solution allows users to proficiently manage a selection of financial, supply chain, customer relationship, and other crucial business processes. This flexibility generates new efficiencies across your organization and beyond to your partners and suppliers.

Out-of-the-Box Industry Functionality

Preconfigured, powerful industry functionality makes even the most unusual business applications common to your industry easy to implement and run. Best of all, you don't need to buy special software. For example, a qualified mySAP All-in-One solution might come with preconfigured software functions to handle the special needs of aerospace manufacturers during their product development cycles. A qualified mySAP All-in-One solution for the tier-two automotive manufacturing solution might address the scheduled order process, while the business services solution might include time booking, recording, and billing processes.

Expanded Cross-Industry Functionality

Customer relationship management packages for mySAP All-in-One solutions can help you enhance your bottom and top lines. The packages consist of robust functionality based on SAP Best Practices for Customer Relationship Management and are delivered with fixed-scope implementations. With mySAP Customer Relationship Management functionality, you can realize fast time to benefit and lower total cost of ownership while increasing sales, retaining customers, and enhancing customer loyalty.

Reliable Performance from Qualified Partners

mySAP All-in-One solutions are created and delivered by qualified SAP business partners with deep expertise within your industry. They build solutions that provide the reliable performance your organization needs to grow profitably. These partners have tailored business processes, documentation, and reports to meet your needs. To achieve qualification status, partners must demonstrate extensive industry experience and the ability to deploy solutions – and that means you benefit from a tried-and-tested solution delivered by a competent partner.

Moreover, SAP operates a qualification process for solutions included in mySAP All-in-One, ensuring that they deliver functions and processes appropriate both for the industry and for the smaller business. The qualification process also takes into account the implementation methodology and supporting collateral, such as training material and online help.

Claim Your Power

Supported by SAP's 30 years of business experience, mySAP All-in-One solutions enable small and midsize businesses to drive new business value – increasing revenues through additional business opportunities, supporting higher levels of innovation, improving the effectiveness of sales and marketing campaigns, enhancing supply chain visibility and customer responsiveness, and better anticipating market needs. You can do all this while working more efficiently, reducing costs, and streamlining processes.

To learn more about how qualified mySAP All-in-One solutions can bring power and efficiency to your business, or to find your local business partner, visit our Web site at www.sap.com/solutions/smb/allinone.

Powered by SAP NetWeaver

mySAP All-in-One solutions are powered by the SAP NetWeaver platform, the open integration and application platform that enables change. SAP NetWeaver helps companies align IT with their business. It allows companies to obtain more business value from existing IT investments and to deploy a services-oriented architecture. SAP NetWeaver reduces total cost of ownership and complexity across the entire IT landscape.

SAP NetWeaver powers mySAP Business Suite, SAP xApps™ packaged composite applications, and partner solutions. It provides the best way to integrate all systems running SAP or non-SAP software. SAP NetWeaver unifies integration technologies into a single platform and is preintegrated with business applications, reducing the need for custom integration.