

SAP SME Solutions:

Two-Tier Strategy & “Special Projects” Toolkit for Large Enterprises

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Business Challenge:

IT Department Challenges

- Project Backlog
- Upgrades, Integrations, Innovations
- Budget & Resource Constraints

“Special” Projects

- Acquisitions
- Subsidiaries
- Divestitures
- Incubations
- Autonomous Divisions

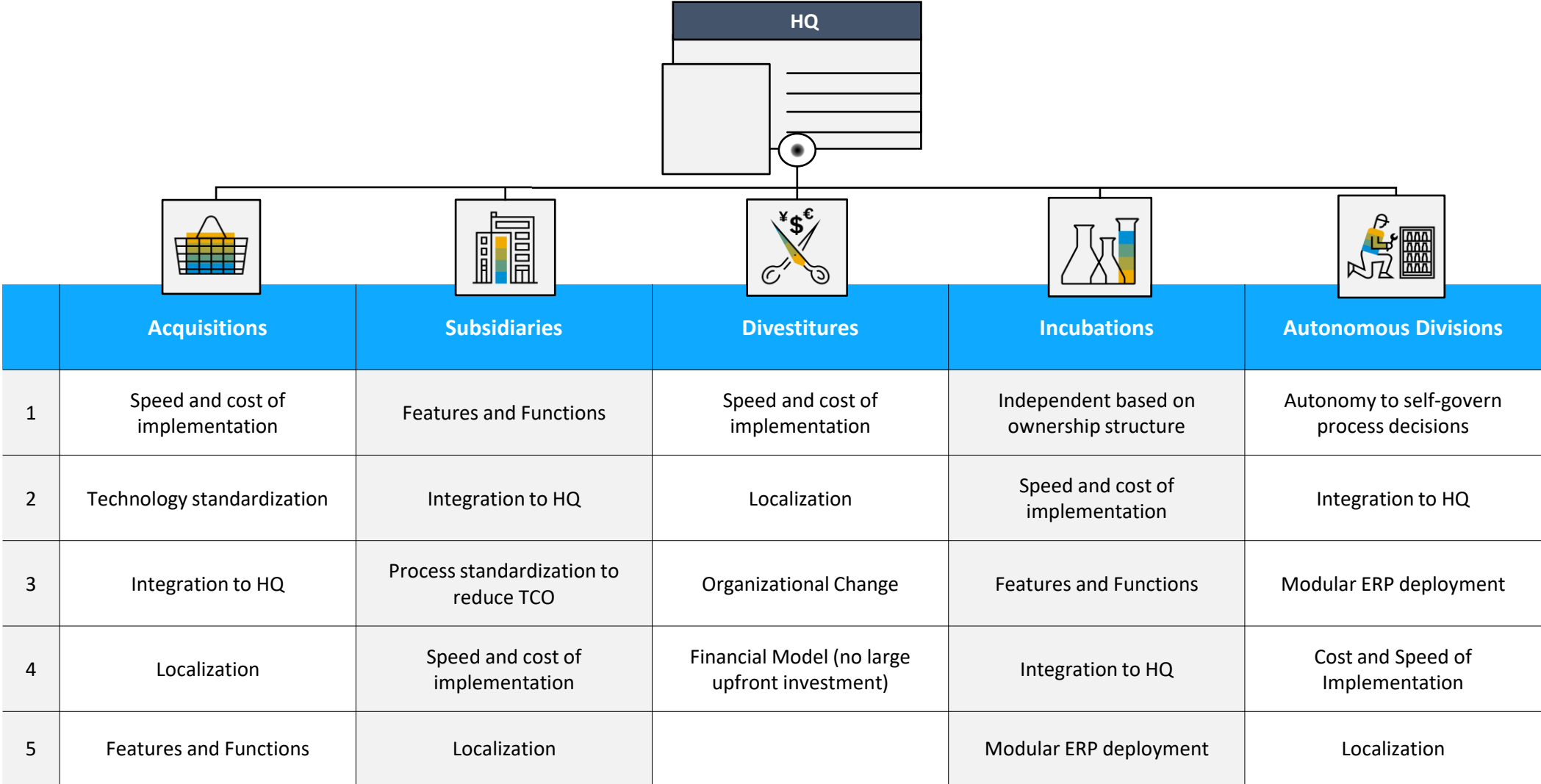
Solution?

SAP Small & Medium ERP Solutions:

- Distribution, Manufacturing & Services



Do you need a Two-Tier ERP Strategy?



Business Drivers for an integrated Two-Tier strategy

89% of organizations believe they need to integrate subsidiary ERP systems into the core ERP system

Corporate Office Integration Needs with Subsidiaries

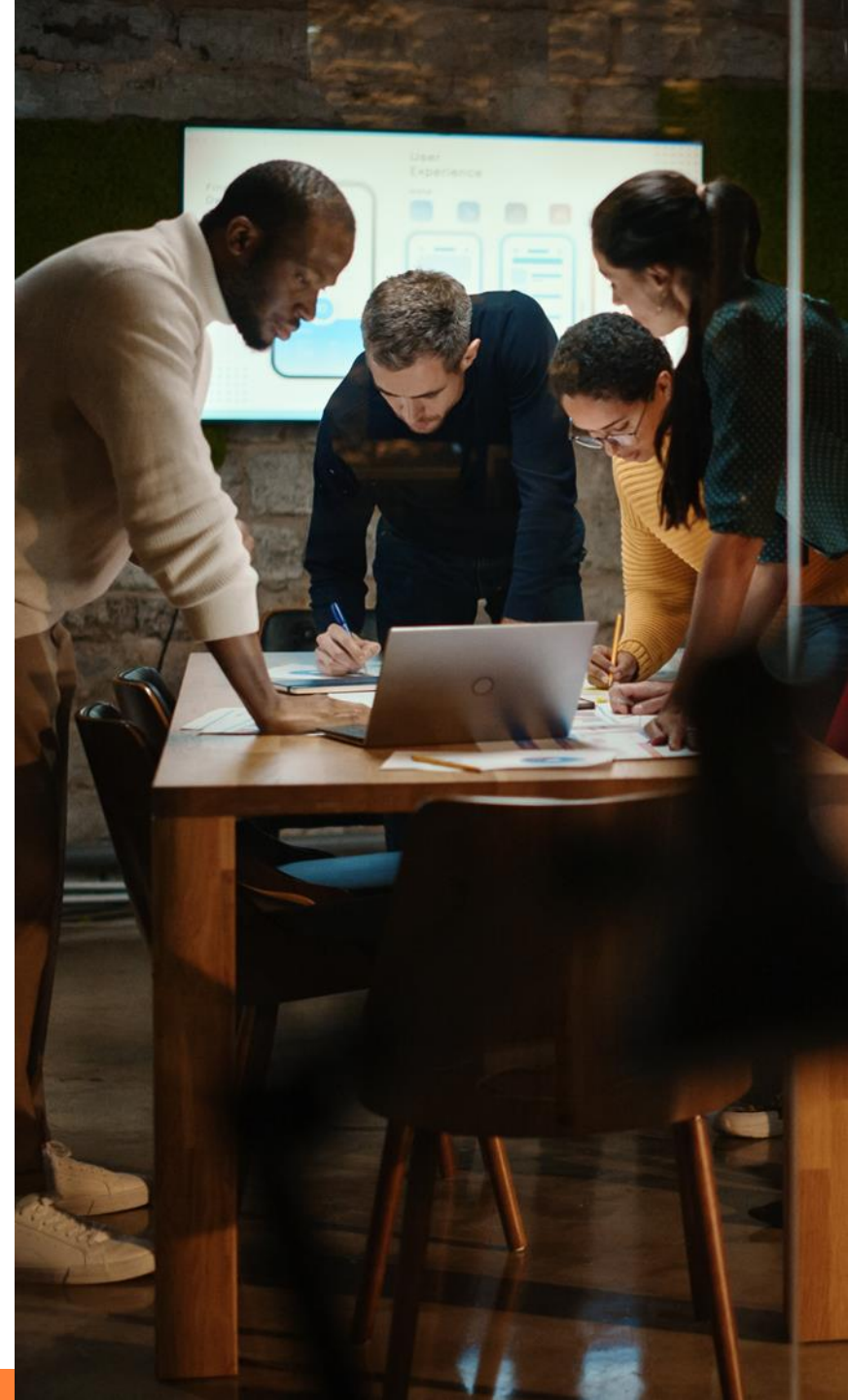
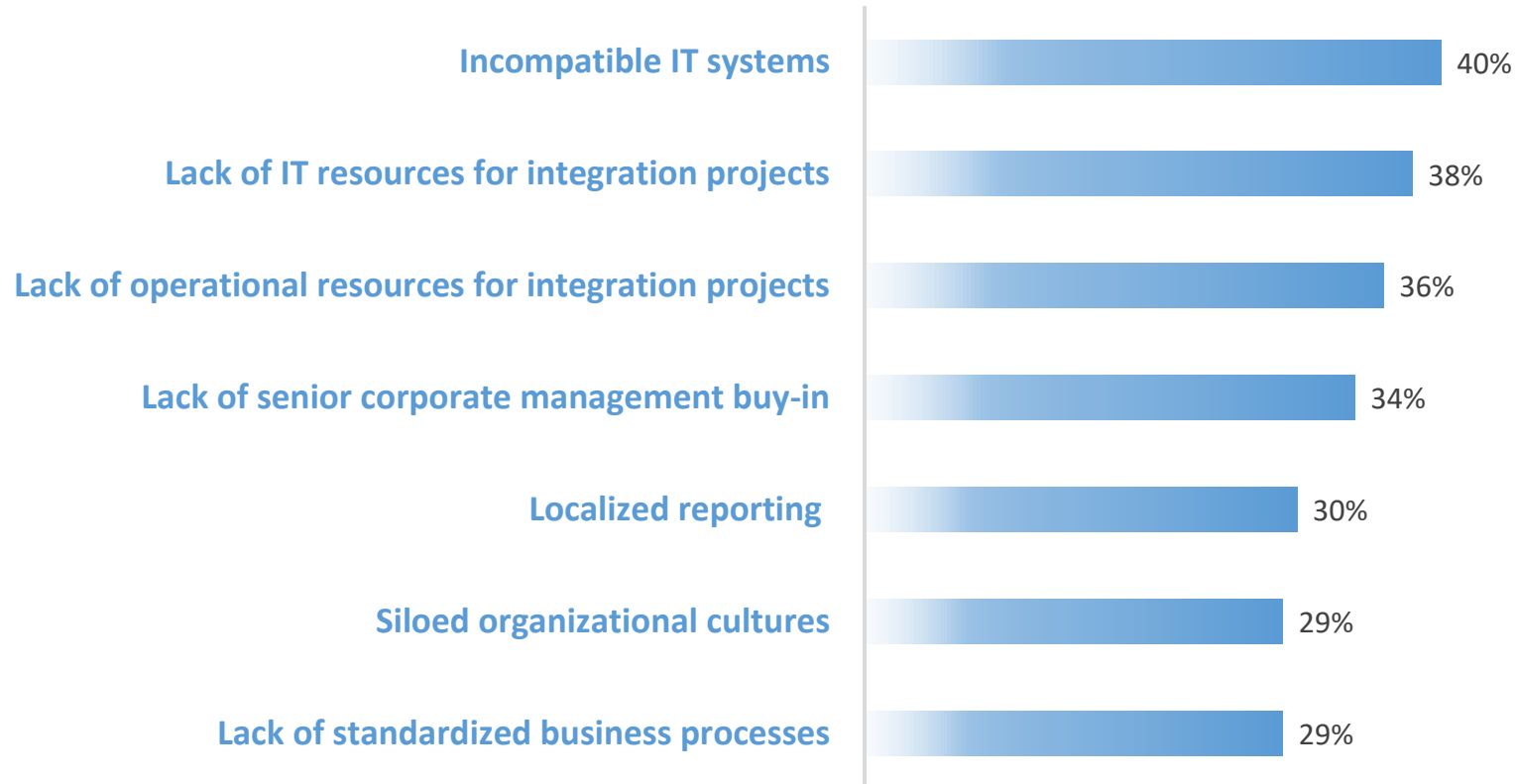


Subsidiaries' Integration Needs With Corporate



IT Challenges

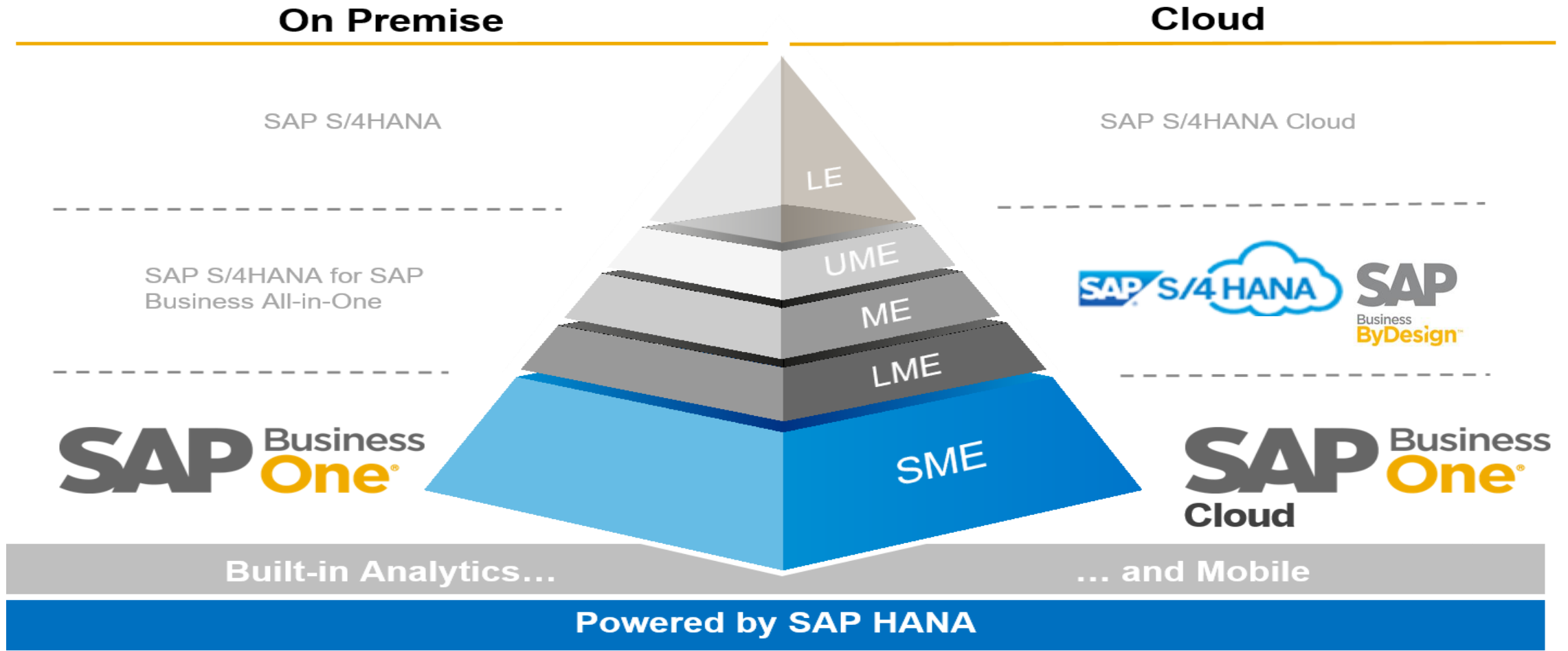
Integrating Two-Tier Deployments



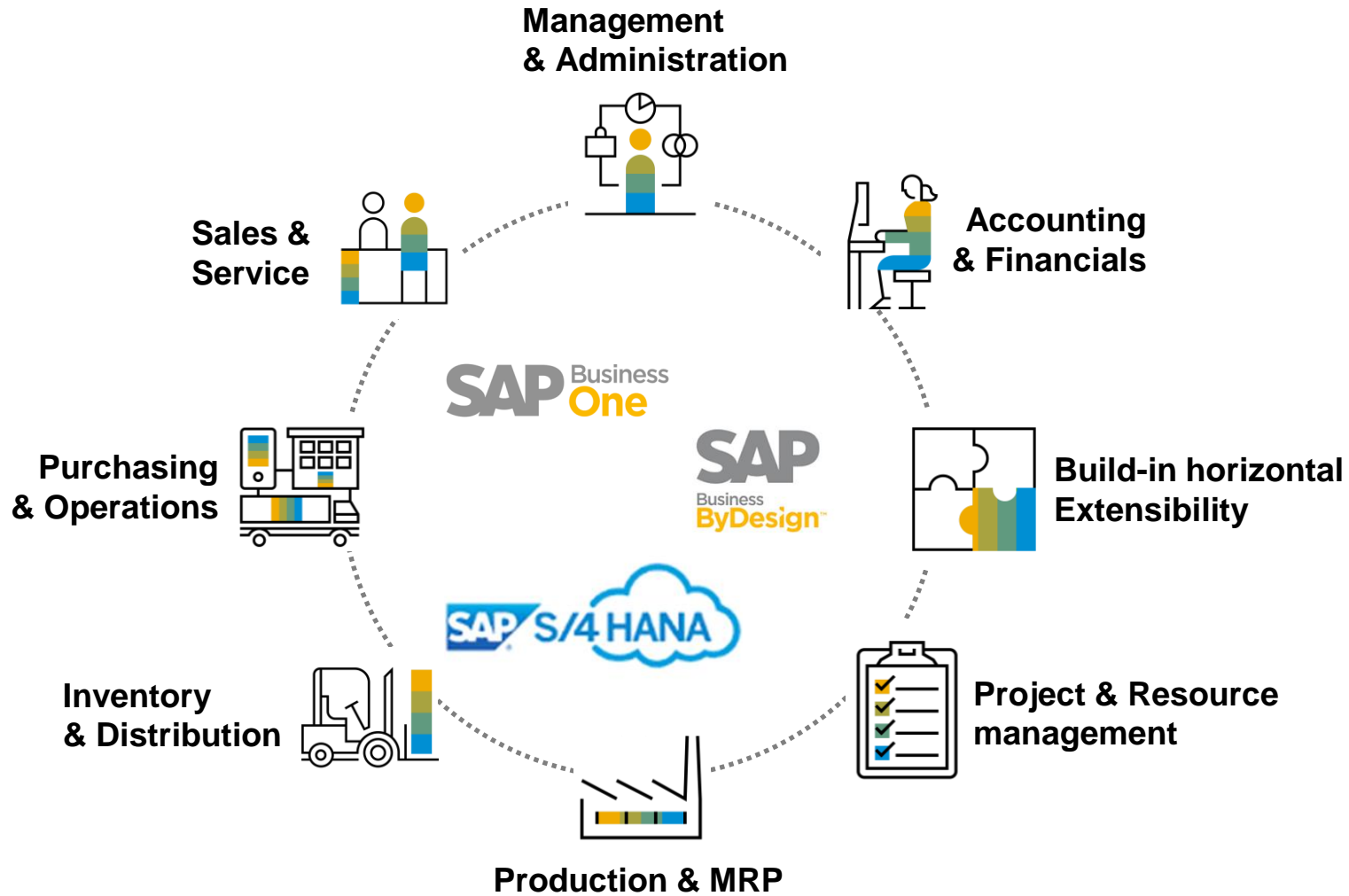
Large Enterprise & SAP SME Solutions

SAP Solution Positioning for Small and Midsize Enterprises

The SME ERP solutions that uses in-memory technology and offers “freedom of choice” deployment.



SAP DNA



UI: Fiori
Database: Hana
BTP Integration: YES

Industry-Specific Solutions

Extend to meet your specific business and industry challenges. Software solution partners have the industry expertise and customer focus to offer industry-specific and horizontal solution.



Industry Solution

- Automotive
- Consumer Products
- Engineering
- Food & Beverage
- Healthcare
- High-tech
- Industrial Machinery/Components
- Retail
- Wholesale Distribution

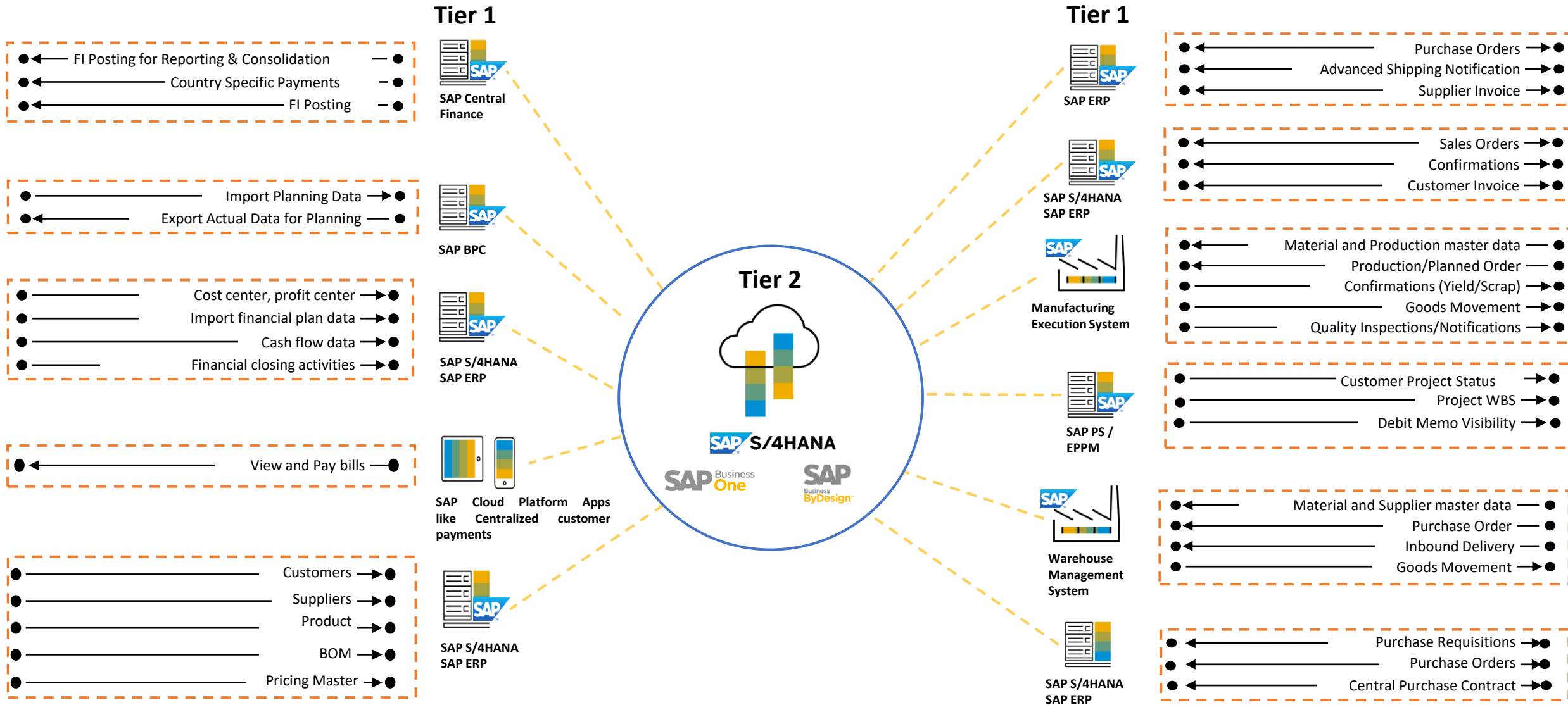


Go beyond generic business needs by extending:

- Accounting
- Enhanced CRM
- Payment Processing
- Productivity
- Mobility
- Reporting
- Service

Two-Tier Integration with SAP SME Solutions

Pre-delivered integrations to simplify implementations and reduce integration costs

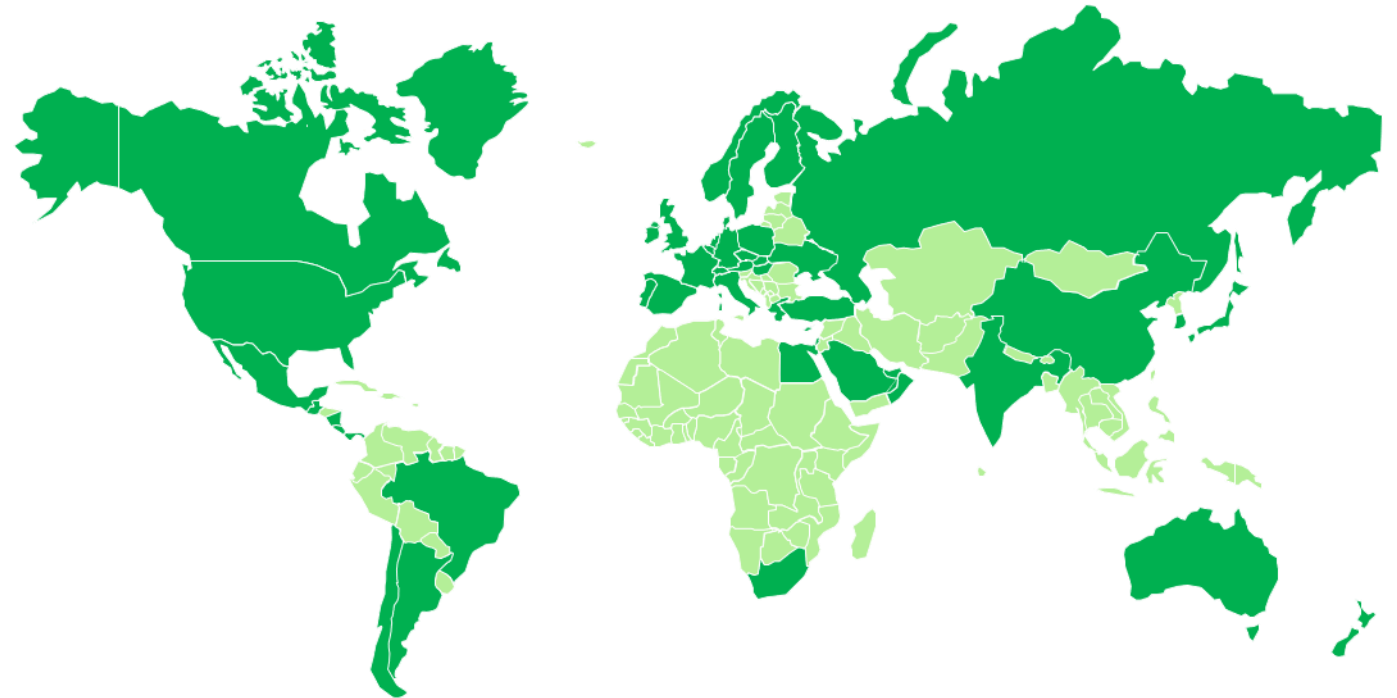


SAP SME Solutions used in more than 170 Countries

Master the challenge of globalization in your business.

Current localizations (50)

Argentina	Finland	Mexico	Slovakia
Australia	France	Netherlands	South Africa
Austria	Germany	New Zealand	South Korea
Belgium	Greece	Norway	Spain
Brazil	Guatemala	Oman	Sweden
Canada	Hong Kong	Panama	Switzerland
Chile	Hungary	Poland	Turkey
China	India	Portugal	Ukraine
Costa Rica	Ireland	Puerto Rico	United Arab Emirates
Cyprus	Israel	Qatar	
Czech Republic	Italy	Russia	United Kingdom
Denmark	Japan	Saudi Arabia	United States
Egypt	Lebanon	Singapore	



Countries making use of localizations

Customers in more than 170 countries use localization of other countries, own customization, or partner solution

Current system languages (28)*:

Arabic, Chinese (simplified/traditional), Czech, Danish, Dutch, English (UK/U.S.), Finnish, French, German, Greek, Hebrew, Hungarian, Italian, Japanese, Korean, Norwegian, Polish, Portuguese (Brazil), Portuguese, Russian, Slovak, Spanish (Latin America), Spanish, Swedish, Turkish, and Ukrainian

Cost & Timeline: 30 Users (25 FUE's) Manufacturing Company



SAP Business One

(Perpetual & Hosting)

- Software \$ 72,000
- Implementation \$ 90,000*
- Maintenance (Annual) \$ 14,400
- Hosting (Annual) \$ 30,000

SAP Business One

(SaaS Multi-Tenant)

- Subscription (ACV) \$ 70,000
- Implementation \$ 90,000*

Timeline: 6 months*

SAP Business By Design

(SaaS Multi-Tenant)

- Subscription (ACV) \$ 100,000
- Implementation \$ 125,000*

Timeline: 8 months*

SAP S/4 Hana Cloud, Public

(SaaS Multi-Tenant)

- Subscription (ACV) \$ 110,000
- Implementation \$ 250,000*

Timeline: 10 months*

***Templated Approach reduces Cost and improves Timeline**

Benefits of Two-Tier ERP with SAP S/4HANA Cloud

Single-vendor solution for multiple tiers to reduce cost and complexity



Achieve Integration

- **Purpose built integrations** for **end-to-end scenarios** supporting intercompany processes
- **One Domain Model** to synchronize master/ transaction data
- **Same/similar interfaces** when integrating to 3rd party solutions (APIs etc.)
- No need for Digital Access license between SAP applications



Standardize Technology

- **Simplified data aggregation** in reporting tools e.g. Financial Consolidation
- **Reuse IP** in Business Technology Platform across deployments
- **Standardize on Reporting tools** and concepts



Accelerate Implementation

- **Rapid implementation** based on SAP Best Practices and SAP Activate methodology
- **Built-in Localization** to run at global scale and be in local compliance
- **Shared modern cloud extensibility concepts** (In-App, Developer and Side-by-side)
- **Build global template** with shared data and process models
- **Harmonized end-user security** across SAP applications



Harmonize Support

- **Standard core process, Terminologies and Unified User Experience** across solutions
- **True Cloud qualities:** Self-service provisioning, regular maintenance and updates

Business Benefits

- Reduced overhead costs
- Standardize processes across HQ and subsidiaries
- Rapid implementation based on SAP Best Practices and SAP Activate methodology
- Faster multi-currency, multi-country business consolidation
- Streamlined supply chain with integrated Hub-Spoke manufacturing and distribution strategy
- Ability to leverage the latest technology to optimize and automate business processes

Large Enterprise Customers utilizing SAP SME solutions



Vision33
SAP Gold Partner for SAP SME Solutions

Vision33 Quick Facts

- SAP SME partner since 2004
 - Largest team of SAP SME consultants
 - Over 2,400 successful implementations worldwide
 - Regional Approach for North America and Europe
 - Proven implementation methodology
 - Service over 1,400 customers
 - 450+ employees
-
- Specialize in Two-Tier Strategies



Vision33 Services



Vision33 provides the right balance of software, world-class consulting and support services to help our customers better manage their organization.



Business Process Implementation

Find business efficiencies and attain goals.



Custom Development

Seamlessly integrate with software for any industry.



SAP Solutions

Run simple with SAP Business One, By Design & S4/Hana Cloud Public



Customer Support

24/7 support with Vision33 TOTAL Care.



Global Reach

Deploy globally with one of the largest team of SAP SME consultants.



Hosting

Global SAP SME partner with AWS SAP Competency.



Training

Leverage SAP SME with professional training.



Influence

Vision33 is an SAP Partner Council Member.

Awards & Recognition

- Continual listing in **Inc. Magazine's Inc. 500 | 5000** list of fastest-growing private companies in America
- **CRN's Fast Growth 150**: an annual ranking of the fastest-growing business and technology integrators, solution providers, resellers, and IT consultants in North America
- **VAR 100 list** by Accounting Today that recognizes the top-tier accounting and ERP software resellers in America
- Bob Scott's **Top 100 VARs**
- Multiple Partner of the Year awards from **SAP** for performance and customer satisfaction



Vision33 Case Study – Under Armour

Company Profile

Growing Organization with need for Speed to Market

Scope – Expand Global Presence:

- Central America
- South America
- Mexico
- China
- Australia

Industry:

- Apparel & Textile Products



Challenges

- Expand Internationally Quickly
 - Establish new South American Office
 - Support New Business – Soccer Team
 - World Cup
 - Olympics
 - Establish Distribution Centers in other parts of the world
- 24+ Months of existing IT Backlog



Results

- **All Project Timelines Maintained**– New office established in 6 months
 - Greatly Reduced Implementation Costs

Vision33 Case Study – Hard Goods Manufacturer in Midwest Region

Company Profile – (Active Project)

A Leader in Metal Connections / Couplings

Scope – Replace Global Distributor System

- 80+ Global Distributors
- 2 Legacy Systems
- Integrations to Corporate

Industry:

- Industrial Connectors



Challenges

- Need a Global Business System for future Growth
 - Strategic Initiatives slowed by Legacy Systems
 - Corporate Office runs ECC
 - Replace 2 Legacy Systems in over 30 countries with 1 Solution
 - 80 Independently Owned entities
 - Integrated Platform



Results – In Progress

- Year 1 – Chose SAP Business One (SAP Solution, Flexible & Localization Support)
- Year 2 – Developed **Global Template** & built Integrations
- Year 3 thru 5 – Global Rollout
 - 80 Live Sites Today
 - **On-Time and On-Budget**

Vision33 Case Study – Bioscience Company



Company Profile

Startup in Concept to Commercialization of Viral Vectors (CDMO)

Scope – New Startup / Incubation

- 125 User Manufacturer
- Greenfield
- Compliance

Industry:

- Bioscience



ANDELYN BIOSCIENCES IS YOUR FULL-SPECTRUM GENE THERAPY PARTNER. WORK WITH US FROM START TO FINISH OF YOUR PRODUCT OR PARTNER WITH US AT ANY STAGE OF YOUR PROJECT – PRECLINICAL THROUGH COMMERCIAL SCALE.

Challenges

- Need a new ERP Solution
 - 12 month Project
 - **Hospital loses Non-Profit status**
 - Manufacturing
 - Heavily Regulated Industry
 - Integrated Platform



Results

- Chose SAP Business One for Manufacturing
- Go-Live in 8 months
- 125+ Users in new Manufacturing Facility

Conclusion

Why a Two-Tier Strategy?

- Full Functional ERPs Designed for SMEs
 - Integrates with Large SAP Solutions
 - Harmonize Finance, Master Data, etc.
- Legacy System Challenges
- Speed
- Cost

- IT Department – Happy!
- Business Line - Happy!
- Corporate – Happy!



Questions?

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Thank you.

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