

# SAP SME Solutions:

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

Steve Rafac

General Manager, Midwest Region

Vision33



# 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:

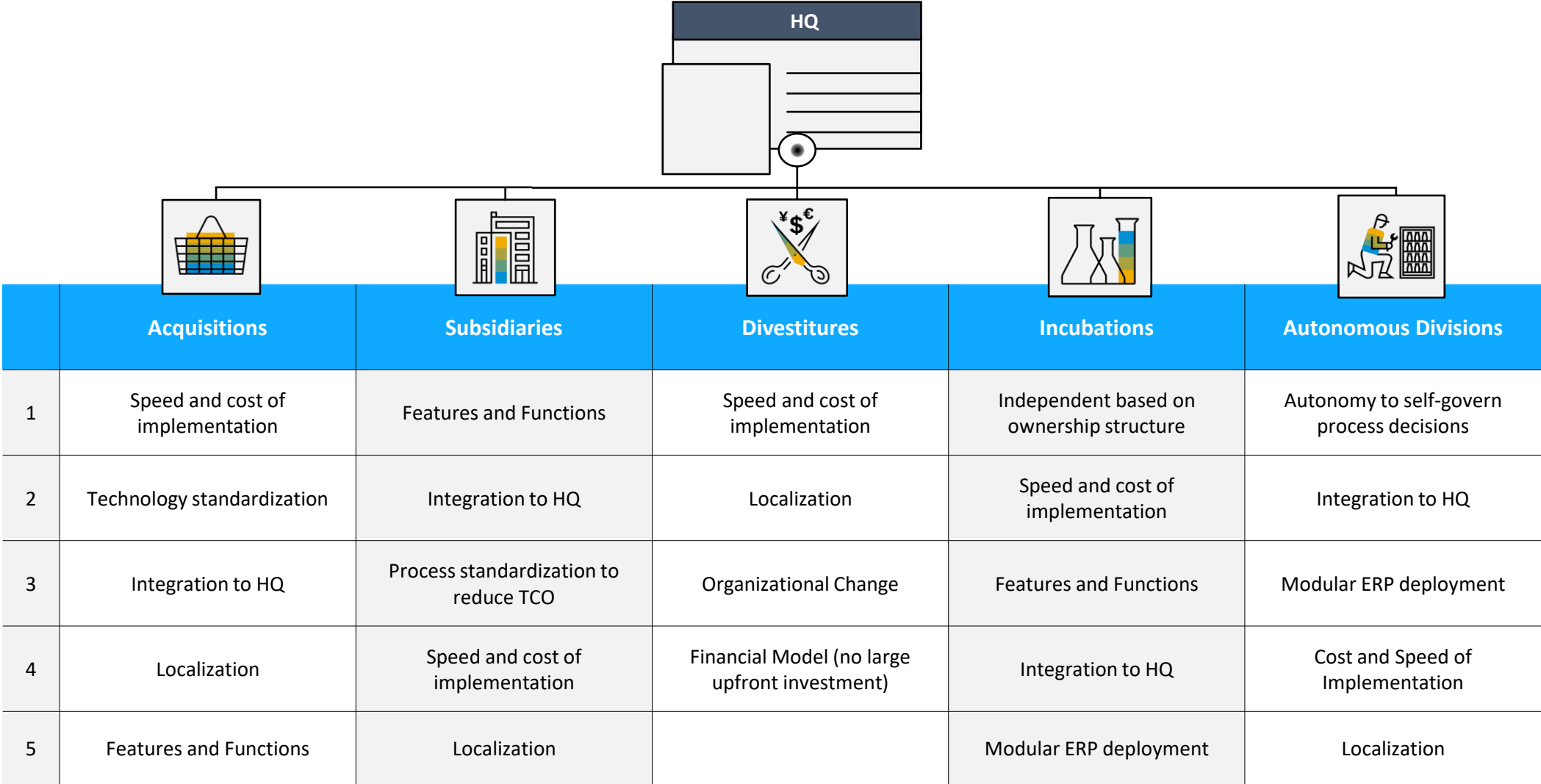
- Distribution, Manufacturing & Services

**SAP** Business  
**One**

**SAP** Business  
**ByDesign™**

**SAP** S/4 HANA

# 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

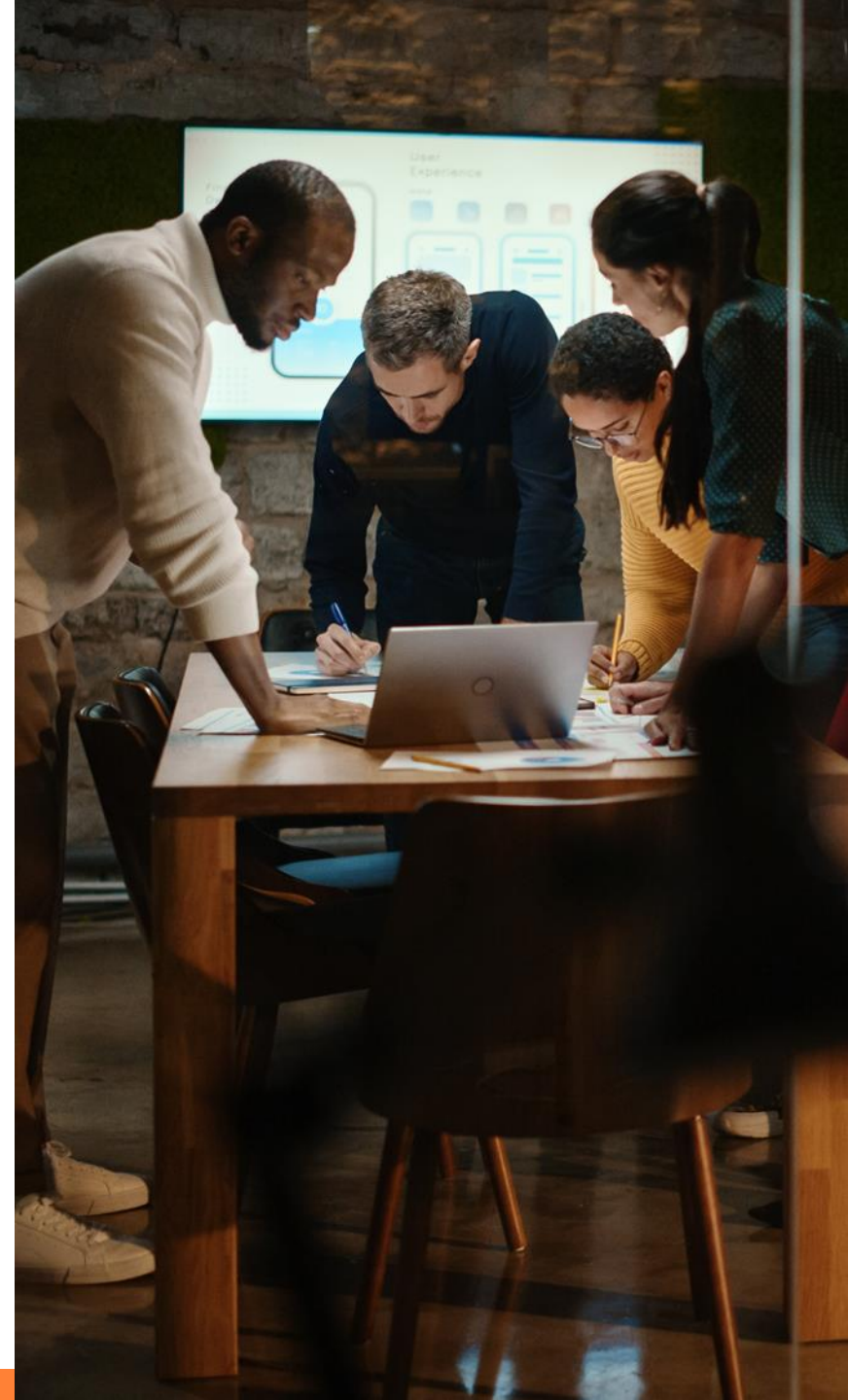
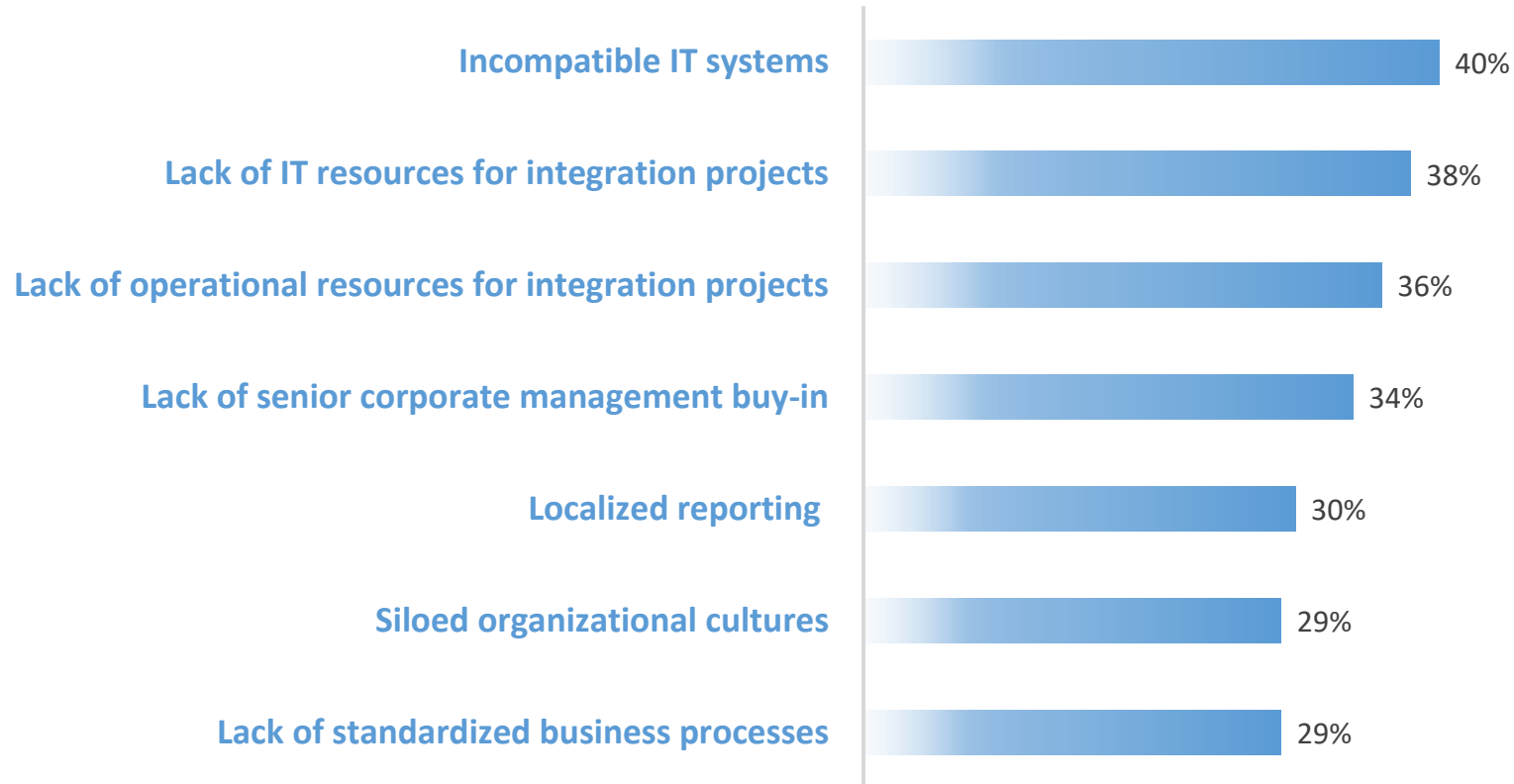


## Subsidiaries' Integration Needs With Corporate



# IT Challenges

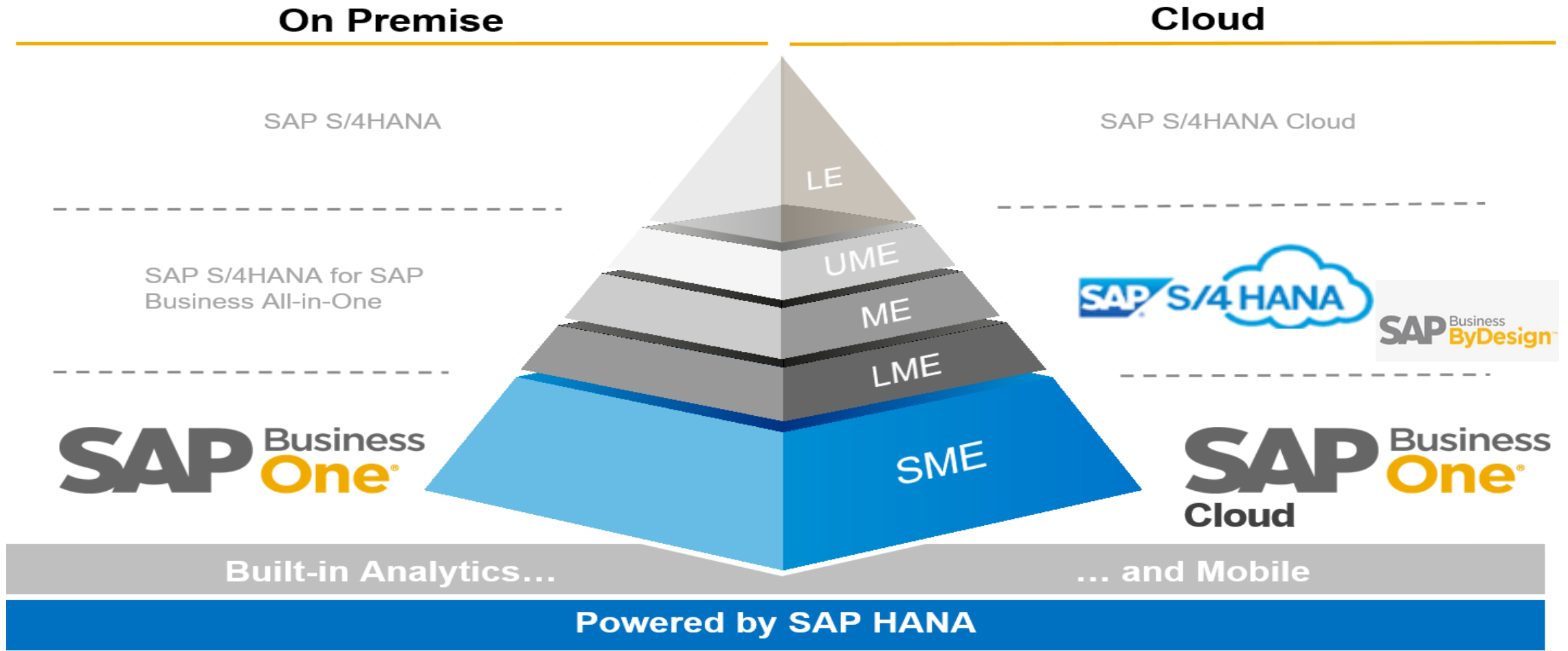
## Integrating Two-Tier Deployments



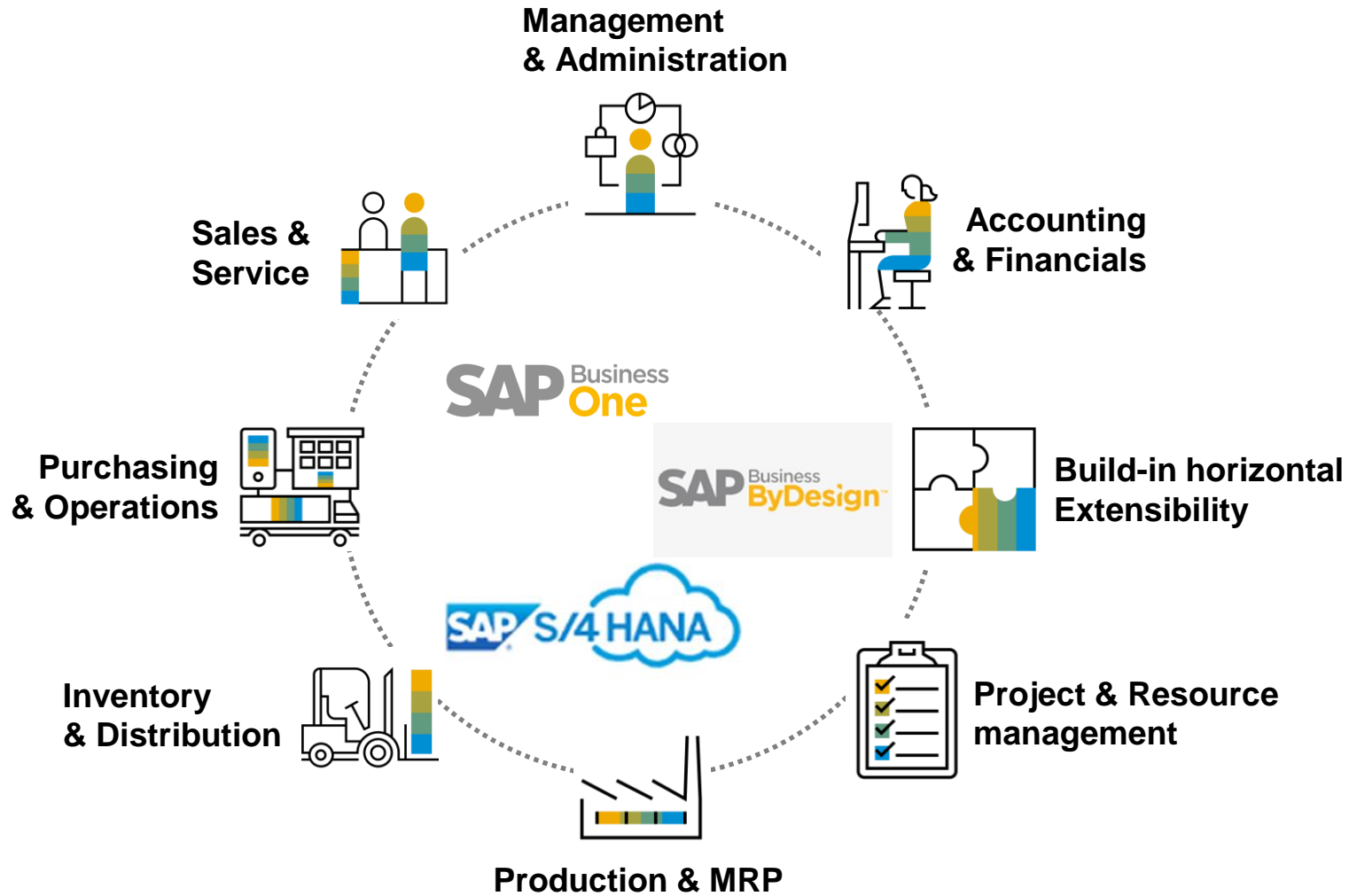
# Large Enterprise & SAP SME Solutions

# SAP Solution Positioning for Small and Midsize Enterprises

The SME ERP solution 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

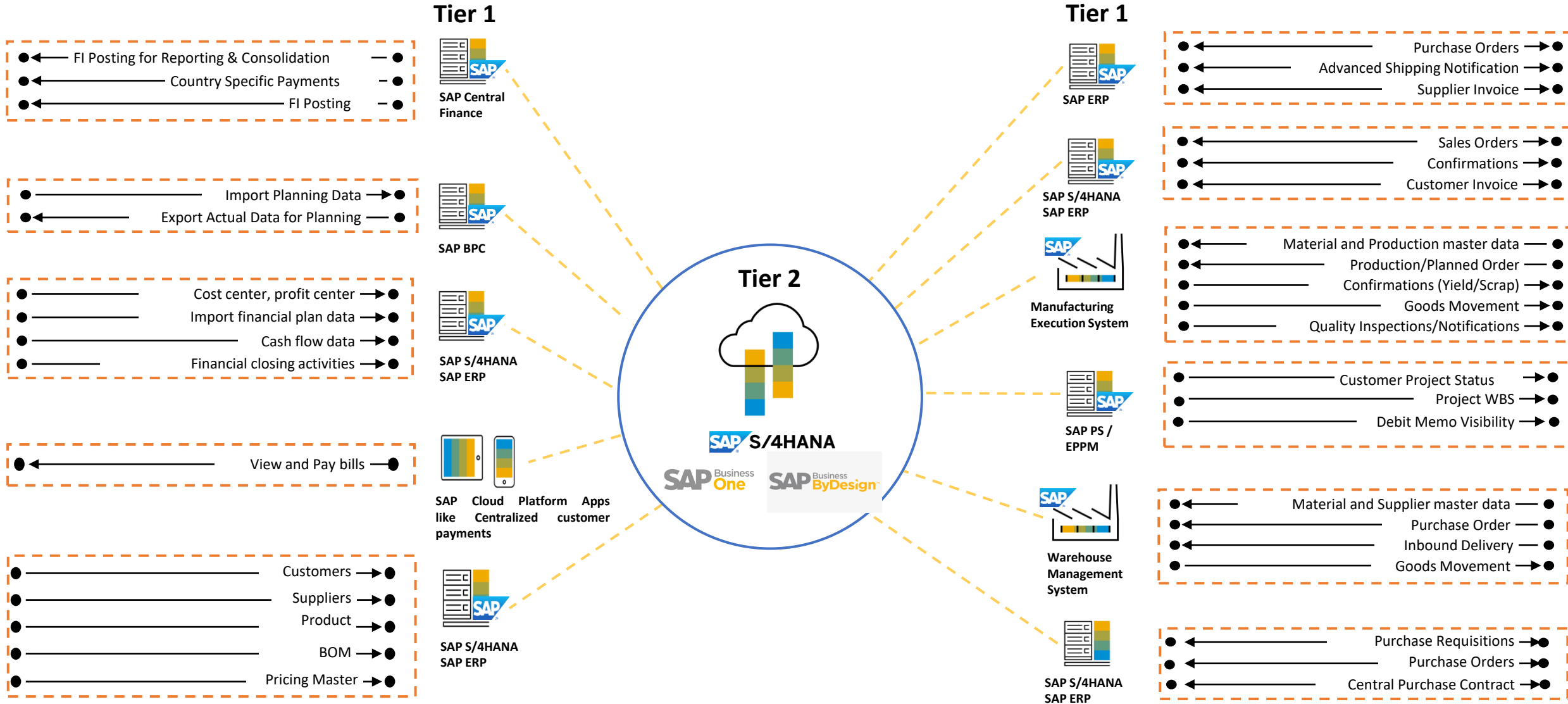


## Go beyond generic business needs by extending:

- 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

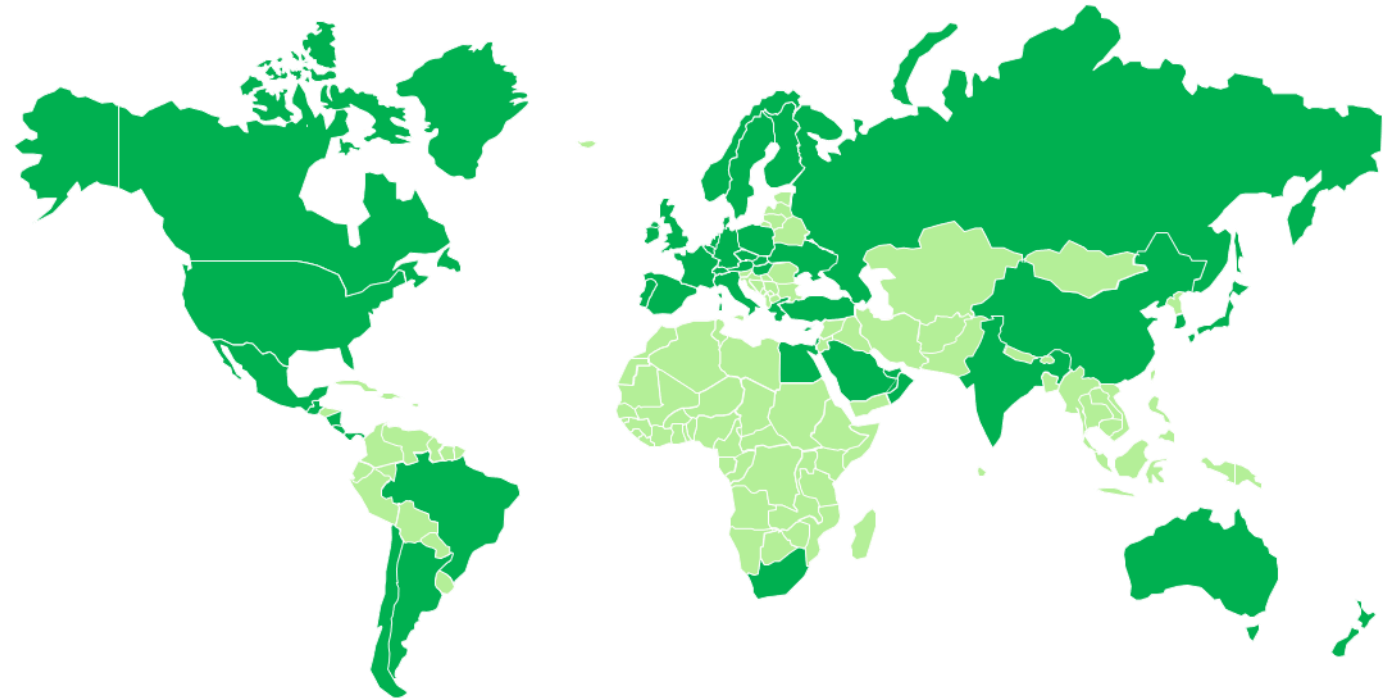


# SAP SME Solutions used in more than 170 Countries

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	<b>Oman</b>	Sweden
Canada	Hong Kong	Panama	Switzerland
Chile	Hungary	Poland	Turkey
China	India	Portugal	Ukraine
Costa Rica	Ireland	Puerto Rico	<b>United Arab Emirates</b>
Cyprus	Israel	<b>Qatar</b>	
Czech Republic	Italy	Russia	United Kingdom
Denmark	Japan	<b>Saudi Arabia</b>	United States
<b>Egypt</b>	<b>Lebanon</b>	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)

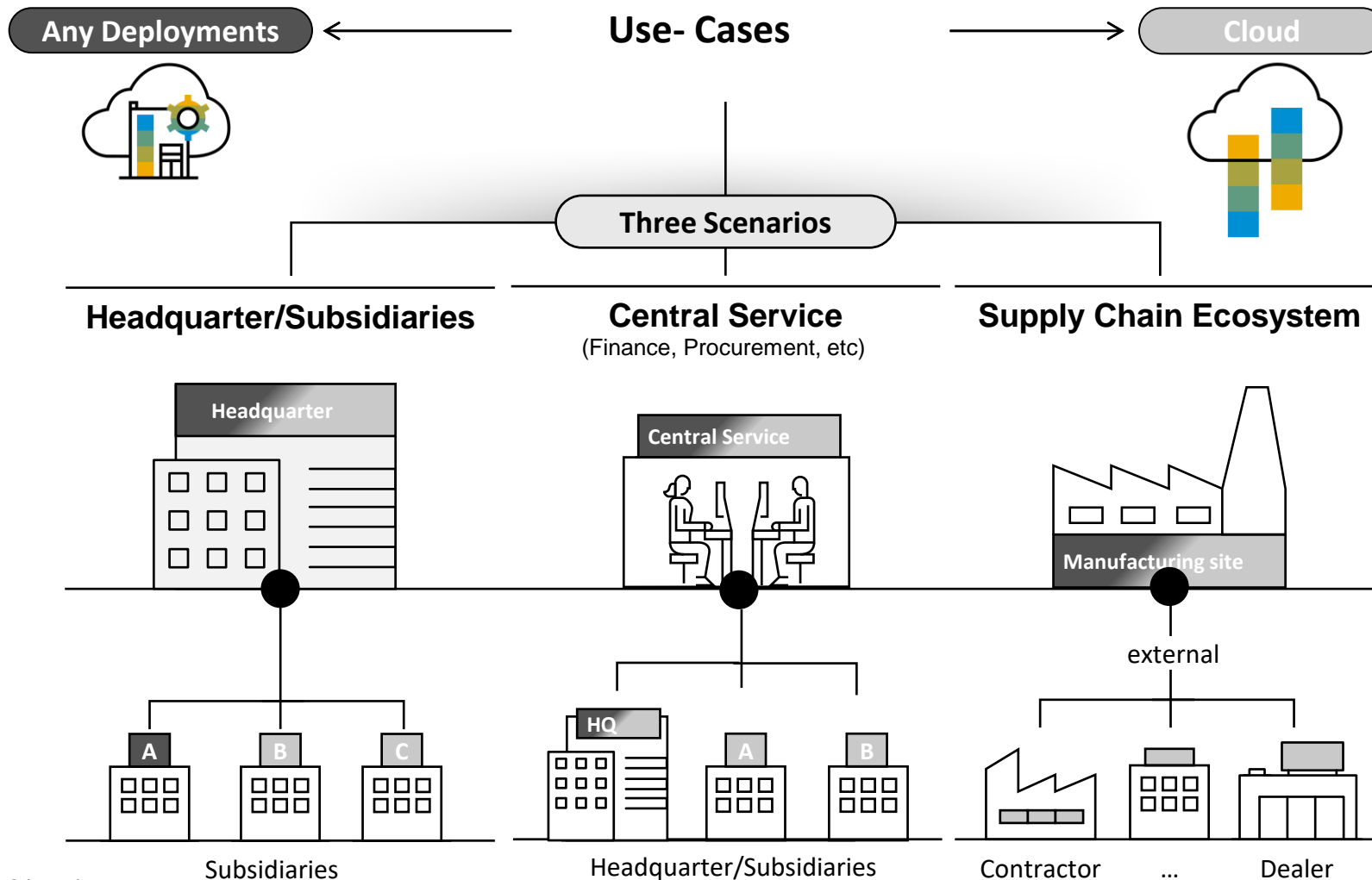
- Subscription (ACV) \$ 110,000
- Implementation \$ 250,000\*

**Timeline: 10 months\***

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

# Two-Tier ERP Use Cases

Single-vendor solution for multiple use-cases



# 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 3<sup>rd</sup> 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**

# Conclusion

## Why a Two-Tier Strategy?

- Full Functional ERP
    - Integrates with SAP Solutions
  - Speed
  - Cost
- 
- IT Department – Happy!
  - Business Line - Happy!





# Questions?

Steve Rafac  
Vision33

[Steve.Rafac@Vision33.com](mailto:Steve.Rafac@Vision33.com)

# Thank you.

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