

SAP Solution Brief
SAP Consulting



ACCELERATE IMPLEMENTATION WITH SAP® ASAP FOCUS METHODOLOGY FOR MIDSIZE ENTERPRISES

The SAP® ASAP Focus methodology fits the timelines and budgets of midsize companies choosing to implement their mySAP™ Business Suite solutions in 12 to 14 weeks. Our methodology ensures that you can implement these world-class solutions to boost productivity, reduce costs, increase business adaptability, and bolster your competitive position without putting your business or your budget at risk.

The business world is a different place today, presenting challenges to every enterprise – but particularly to midsize enterprises. Industry consolidation makes it harder for smaller firms to compete, while customers are demanding more value and better service. Meanwhile, working with international markets and offshore suppliers complicates logistics. Competition means tightening internal controls and expecting employees to do more with less as budgets and staff resources are squeezed. There's enormous pressure for proposed IT upgrades or new projects to show an immediate ROI, to reduce the total cost of ownership, and to be implemented in a matter of weeks, not months.

Every company, no matter its size, needs 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 put a strain on the budgets of even large companies. For businesses with limited time, IT personnel, and finances, the power of comprehensive enterprise solutions has seemed out of reach.

The SAP® Consulting organization can help. We put the power of integrated business applications within the reach of midsize enterprises with the SAP ASAP Focus methodology.

SAP ASAP Focus Methodology for Business Solutions

A traditional approach to IT implementation with exhaustive as-is and to-be studies, an in-house project team, and generous timeline might be the norm for large multinational companies. But midsize enterprises typically need to move more quickly on a tighter budget while minimizing disruption of ongoing operations. They need an approach that accelerates the return on their investment while reducing costs, implementation time, and risk.

To address those needs, SAP ASAP Focus is specifically designed for a safe, predictable, and affordable implementation of solutions based on SAP Best Practices offerings, such as qualified mySAP™ All-in-One partner solutions and packaged solutions. The methodology thus ensures lower project risk and reduced time to value. An SAP solution implemented with the SAP ASAP Focus methodology combines the following advantages:

- A road map designed to implement a predefined business solution in the shortest possible time
- Complete predefined and pretested processes for specific business activities, supported with ready data conversion tools that allow the project team to validate the solution with your data right from the start
- Ready-made documentation covering business processes, and configuration that allows the project team to focus on getting the organization prepared
- Predefined reports, print forms, authorization roles, and test scenarios that ensure a cost-effective implementation
- An approach that allows you to accomplish certain tasks before the SAP project team arrives on-site, further reducing your costs

This implementation approach gets your solution up and running with minimal risk and disruption, and leaves you ready to deploy additional business processes to further increase your competitiveness.

Efficient Implementation of mySAP Business Suite Solutions

SAP ASAP Focus methodology is specifically designed for efficient implementation of the industry-specific SAP Best Practices offerings for mySAP Business Suite solutions. With SAP Best Practices, SAP provides proven methods and tools for installing best business practices in key functional areas. Targeted to the needs of midsize enterprises, these processes, documented from our experience with thousands of customers, address key business issues and provide immediate value.

The initial scope of these predefined solutions supports all the essential business processes as an entry point to the deployment of mySAP Business Suite. The methodology is designed to allow your organization to incorporate the additional requirements critical to your operations.

A World-Class Solution at an Affordable Price

The SAP ASAP Focus methodology enables you to invest in SAP's world-class business solutions with the safety of a predictable timeline and cost – reflecting SAP's commitment to helping you achieve your business goals within your budget.

You'll realize the following benefits:

- **Minimized risk** – With a strong emphasis on data migration quality and organizational change management, the methodology ensures your organization's readiness with minimized disruption of your operations.
- **Maximized productivity** – Specifically designed to enhance productivity for a wide spectrum of industries, SAP Best Practices offerings provide industry experience acquired by providing effective, industry-specific business solutions proven to work for midsize enterprises.
- **Rapid ROI** – Initial implementation is typically completed within 12 to 14 weeks at a set price to ensure that your organization gains a rapid ROI.

SAP Consulting: The Right Choice for Your Business

There's more to a complete IT solution than software alone. Without specialized advice and assistance, even the best applications can fall short of their full potential. SAP Consulting provides the experts you need to align your IT landscape with your business goals. In addition, you benefit from our close collaboration with other groups within the SAP Services organization, including education, support, custom development, and hosting.

At SAP Consulting, we take the guesswork out of investment decisions. Building on our deep industry-specific knowledge and hands-on experience with hundreds of successful projects, we show you the right approaches for your business. Our consultants are trained and certified in the newest software releases and methodology and have extensive experience in industry and business best practices. And each one of us is committed to providing strong support for our customers.

SAP Consulting can assist you in the following ways:

- Help you develop strategies for success
- Put your strategies into action quickly and effectively
- Get the very best from your mySAP Business Suite solutions now
- Maximize benefits through process optimization
- Find new ways of continuously enhancing competitiveness

Next Steps

For more information about how SAP Consulting can create value across SAP solutions and the company's more than 25 industry solution portfolios, please contact your SAP representative today or visit us online at www.sap.com/services/consulting.

Powered by SAP NetWeaver®

mySAP Business Suite is 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 service-oriented architecture. SAP NetWeaver reduces total cost of ownership and complexity across the entire IT landscape.

SAP NetWeaver powers mySAP Business Suite solutions, SAP xApps™ 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.

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