



# SAP Consulting

BME SAP Training 2011



# Field Services at a glance

## SAP Consulting

- ~10,800 employees
- PLAN/ BUILD services, Selected RUN Services
- Across industries, solutions, geographies

## SAP Education

- ~800 employees
- Largest IT Training Organization
- 68,000 Partners trained

## SAP Custom Development

- ~ 800 people
- Portfolio:  
Custom Application Development;  
Adaptable Customer Solutions;  
Support to Customer Solutions
- Regional/Local Go-to-Market, Global Delivery



## SAP Business Objects Field Services

- 180 ME revenues
- 900 people
- Plan/build for joint offerings
- Classroom training / E-learning

# Orientation in the SAP Business World...



Our goal...



**Minimizing Risks, Reducing Cost, Improving Speed, and Focusing on Best Business Knowledge are today's Factors for Success.**

# SAP Orchestrates Your Enduring Success through ...

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**Leverage  
Knowledge & Expertise**

**Employ  
SAP Ecosystem**



**Ensuring  
Best Results**

**Delivering  
a Broad Suite of Services**

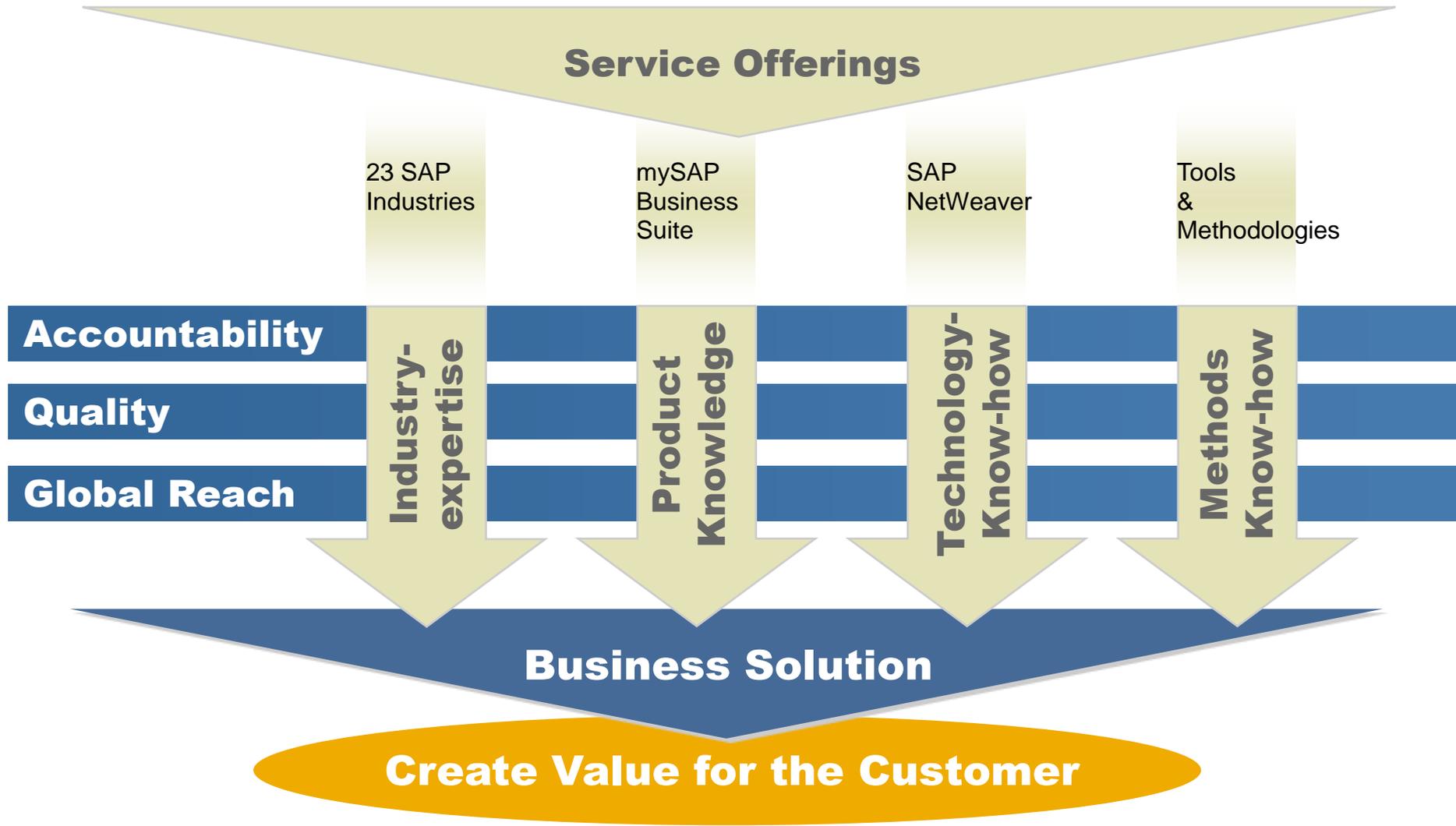


**SAP Consulting leverages its extensive industry and solution know-how to deliver solutions customer require.**

# FS Practices are a key pillar to optimize our Service Delivery



# We Orchestrate the Talents required... ... for the Customer enduring business success



# By Driving the Bilateral Information flow ...

... along the Solution Life Cycle we enable customers to unlock the full potential of any SAP Solution



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**SAP Consulting helps customers to achieve long term business success by getting most out of their current and future SAP solutions.**

# ERP solution in the SAP-portfolio



## SAP for <Branche>

- SAP for Aerospace & Defense
- SAP for Automotive
- ...

## SAP Packaged Solutions

- Service Management for <Branche>
- Financial Insights for <Branche>
- ...

## SAP xApps

- SAP xApp Resource & Program Mgmt
- SAP xApp Product Definition
- SAP xApp Mergers & Acquisition
- ...

## mySAP Business Suite



## SAP Smart Business Solutions

- mySAP All-in-One
- SAP Business One

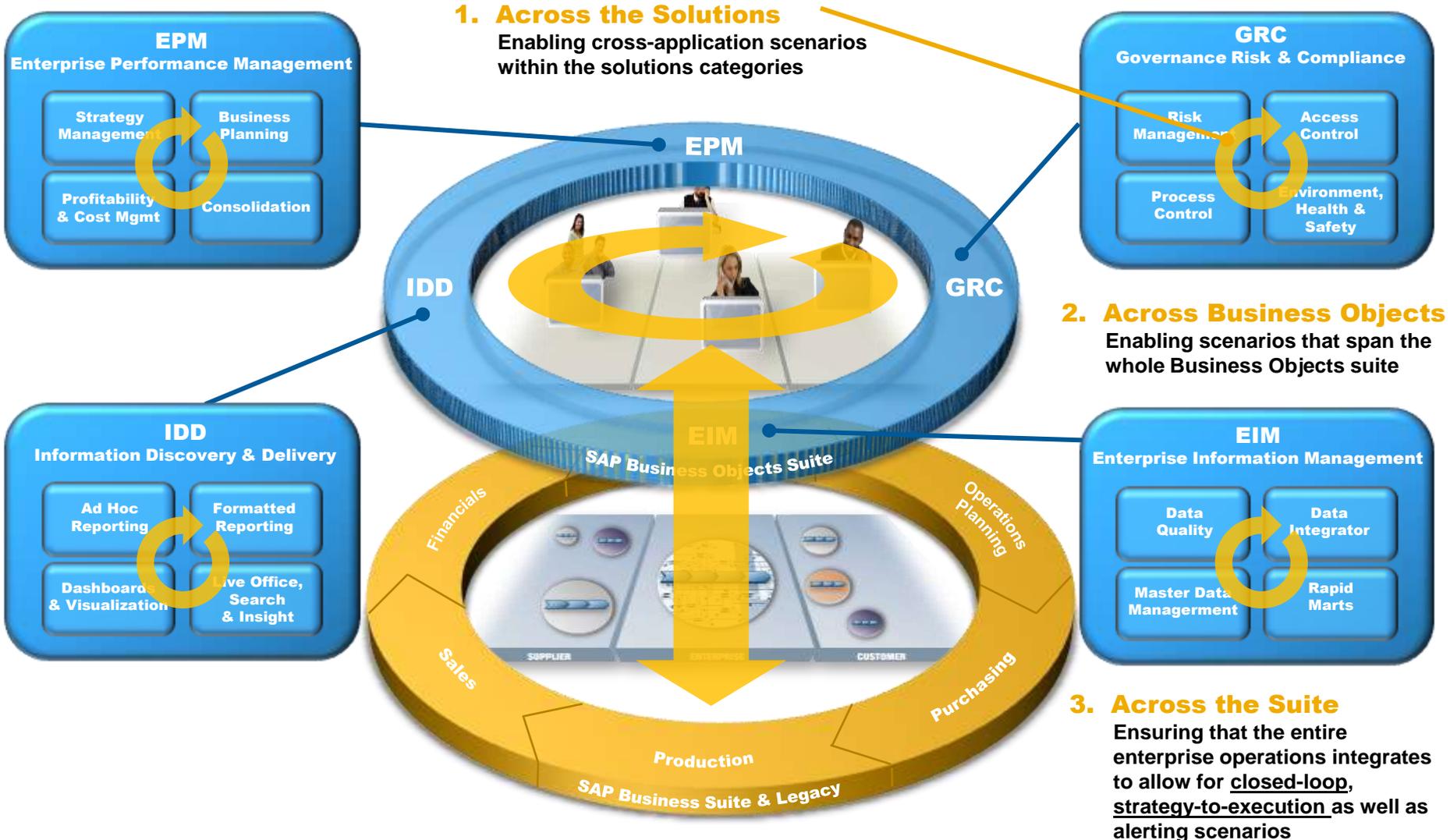
## SAP NetWeaver

- SAP Enterprise Portal
- SAP Business Intelligence
- SAP Master Data Mgmt
- SAP Exchange Infrastructure
- ...
- ...

- SAP Business One Server

# Business Objects Integration

## Integrating on 3 Levels



# We Leverage Our Capabilities ... ... according to our Customers' Requirements

## Customers Require

**Best in class business and industry knowledge**



## Our Capabilities

**We deliver business and industry knowledge fast and easy to use through our packaging services**

**Fast, lean and cost efficient business solutions**



**Our suite of services offerings based on our methodology and our experience allows us to deliver solutions customers require.**

**A business partner which has the size, knowledge, expertise and the relationships to deliver solutions on a global scale**



**We deliver solutions leveraging our network of 10,000 SAP, and 180.000 partner experts world-wide.**

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**SAP Consulting helps with its globally available consulting services global and local customers to achieve competitive advantage.**

# Offering a Comprehensive Scope of Services ...

...enables our Customers to benefit from SAP's knowledge and experience in every phase.



Strategic Consulting Services

Solution Delivery Services

Operations Services

Lifecycle Management Services

## Strategic Consulting Services

- Business Strategy & IT Strategy Consulting
- Business and Value Assessment

## Solution Delivery Services

- Solution Strategy & Architecture
- Business Process & Org. Design
- Implementation
- Integration & Development
- Integration
- System & Technology
- Deployment

## Operations Services

- Evolution
- Value Measurement
- Business Process Optimization
- Operations Consulting
- Harmonization & Conversion

## Lifecycle Management Services

- Quality Assurance / Risk Management
- Organizational Change & Knowledge Management
- Program- & Project Management

# SAP Consulting Methodologies and Tools



**AcceleratedSAP (ASAP) is SAP's comprehensive and repeatable methodology to deliver fast and efficient business solutions customer require.**

**ASAP is the engine for successful business consulting, implementation, configuration and continuous optimization projects.**

**ASAP provides direction and detailed guidance and how best to go from point A to point B based on years of experience and Best Practices supported by accelerators.**

**The benefits are obvious: ASAP optimizes time, quality and efficient use of resources.**

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**SAP Consulting orchestrates a union of product development, partners and the experts of the SAP Customer Services Network along the entire solution life cycle for maximizing customers benefit.**

# Backed by a Network of 10,000 SAP Consultants ...

... offering complete and consistent consulting services to global and local enterprises

## North America

Canada  
USA

## Latin America

Argentina  
Bolivia  
Brazil  
Chile  
Caribbean  
Central America  
Colombia  
Mexico  
Paraguay  
Peru  
Uruguay  
Venezuela

## EMEA

Austria  
Belgium  
Czech Republic  
Denmark  
Finland  
France  
Germany  
Greece  
GUS  
Hungary  
Ireland  
Israel  
Italy  
The Netherlands  
Nigeria  
Norway  
Poland  
Portugal  
Saudi Arabia  
South Africa  
Slovakia  
Slovenia  
Spain  
Sweden  
Switzerland  
Turkey  
Ukraine  
United Kingdom  
Zimbabwe

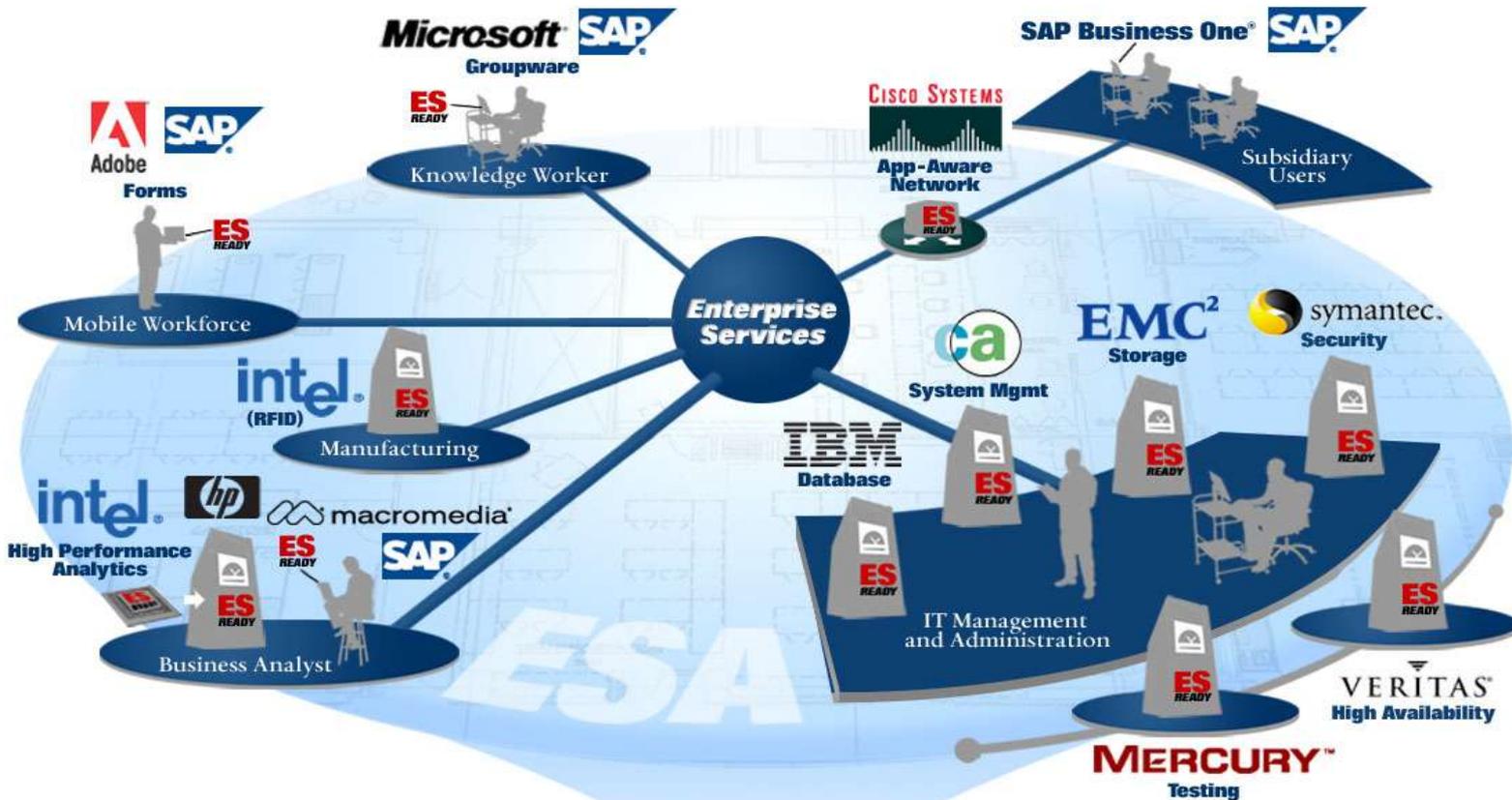
## APA

Australia  
China  
Hong Kong  
India  
Indonesia  
Korea  
Malaysia  
New Zealand  
Philippines  
Singapore  
Thailand  
Taiwan

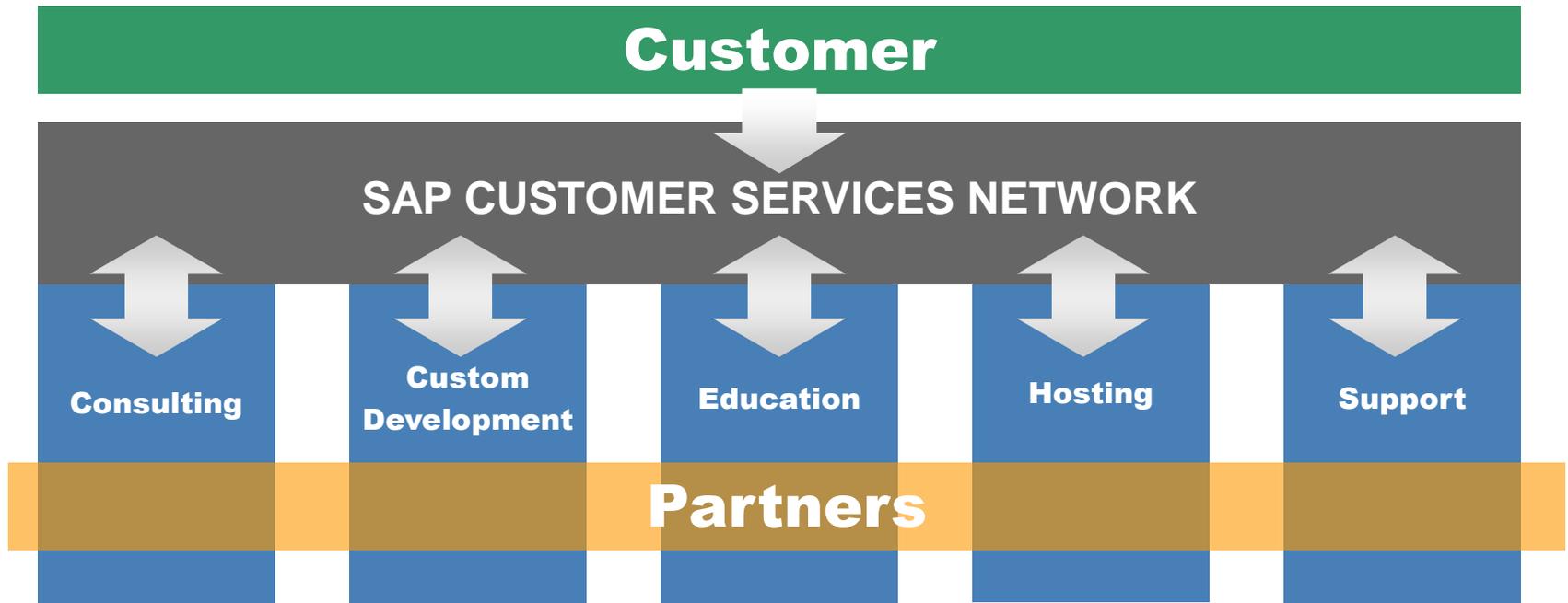
## Japan

# SAP Partner Ecosystem – Enabling Widespread Innovation

## Cooperation with Leading IT Vendors – “ES Ready”



# New Era of Customer Engagements



## Helping customers to...

- Plan
- Build
- Run

## Resulting in ...

- Quick implementation
- Highest possible ROI
- Successful project
- Realized business goals
- Referenceable customers



**“You can succeed best and  
quickest by helping others to  
succeed.”**

**Napoleon Hill**



**Thank You!**

