



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 ...

**Leverage
Knowledge & Expertise**

**Employ
SAP Ecosystem**



**Ensuring
Best Results**

**Delivering
a Broad Suite of Services**

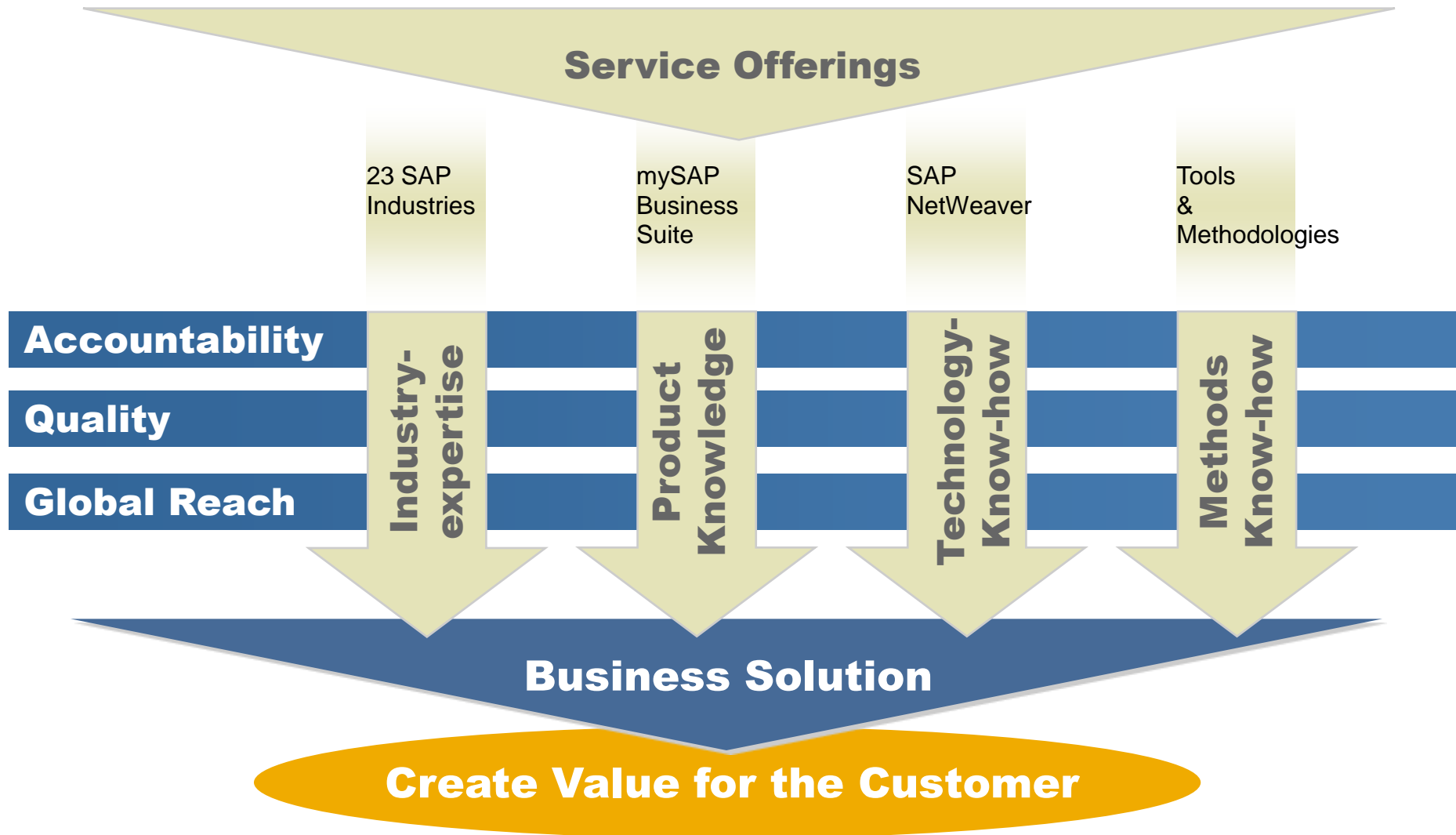


SAP Consulting leverages its extensive industry and solution know-how to deliver solutions customer require.

FS Practices are a key pillar to optimize our Service Delivery

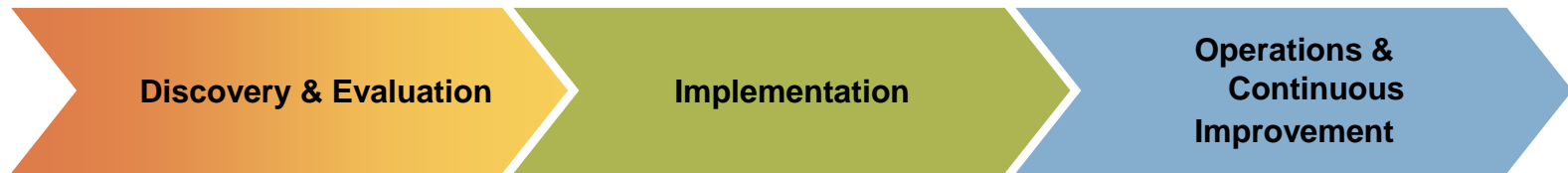


We Orchestrate the Talents required... ... for the Customer enduring business success



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

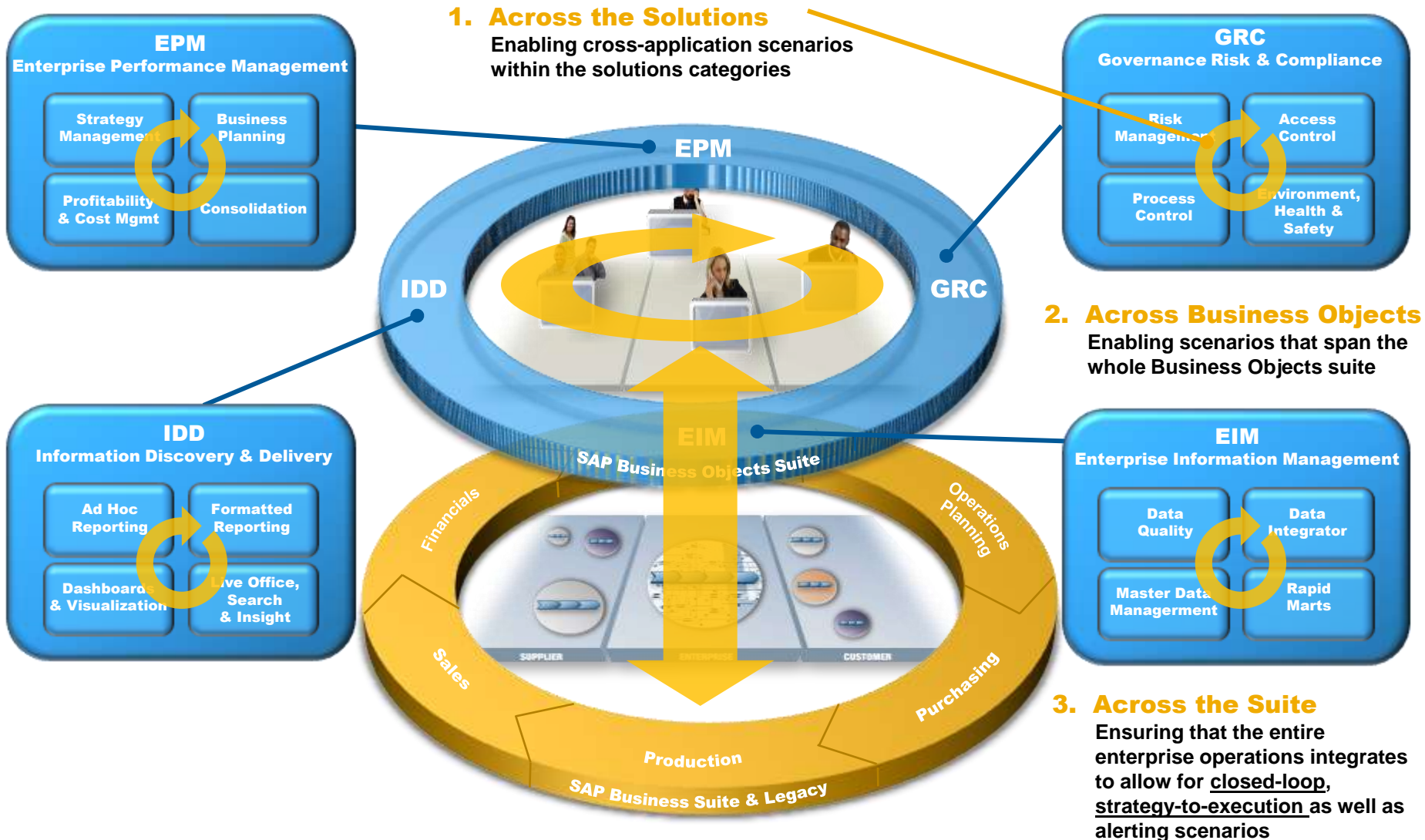
- mySAP All-in-One
- SAP Business One
- SAP Business One Server

SAP NetWeaver

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

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

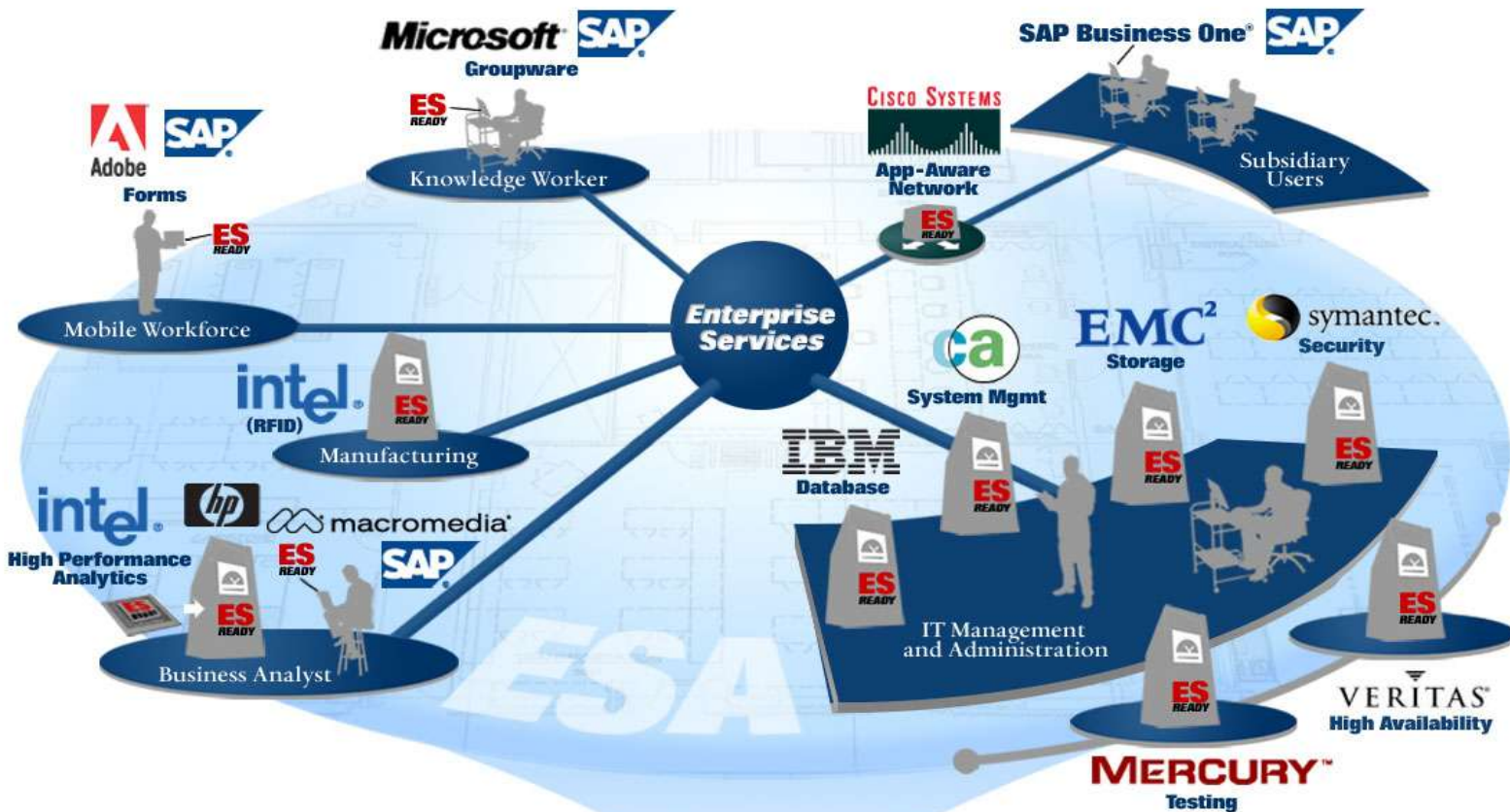
APA

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

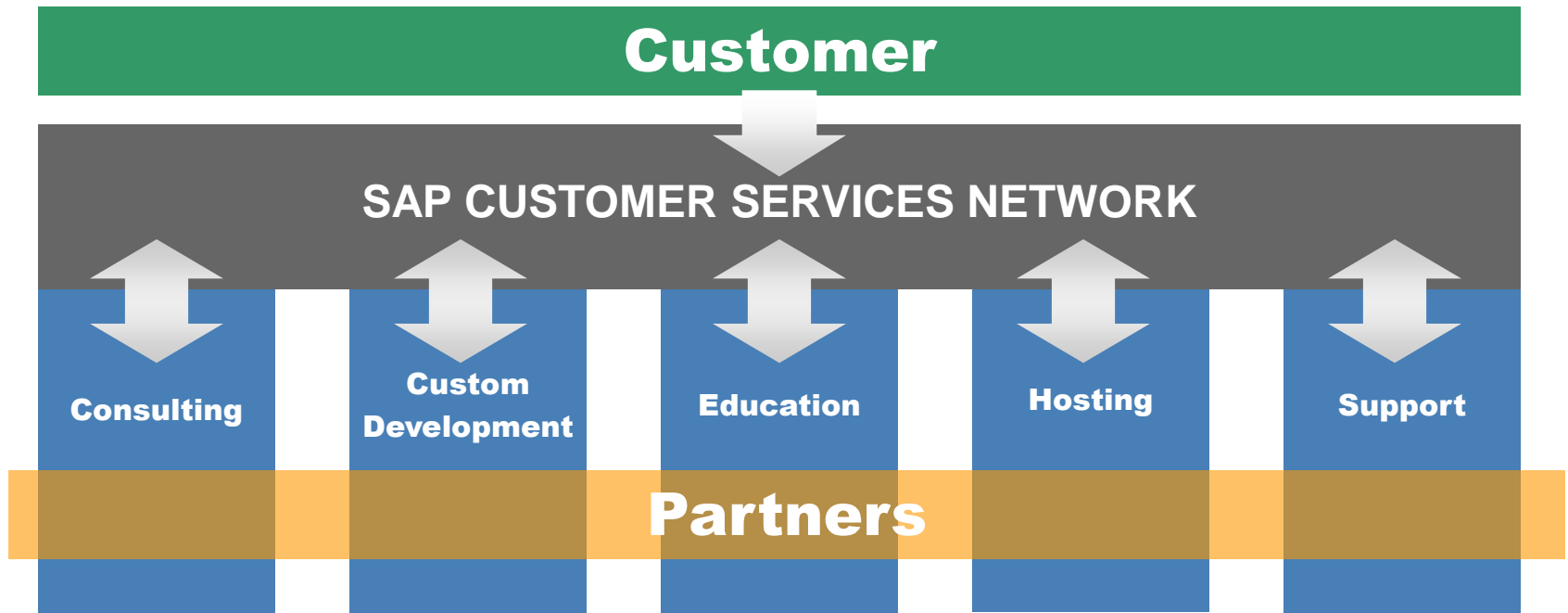
Japan

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!

