



mySAP™ All-in-One for Complex Manufacturing is powered by the it.com-plexmfg solution from itelligence. It enhances the mySAP Business Suite platform with capabilities specifically targeted to complex manufacturing environments. It provides full visibility into all aspects of the business, allows manufacturers to track and manage their projects, improves efficiency and delivery performance, lowers inventory costs, and ultimately leads to significant opportunities for improved profitability.

mySAP Solution Brief

mySAP™ ALL-IN-ONE FOR COMPLEX MANUFACTURING

TURNING A PART IS EASY. TURNING A PROFIT IS HARDER.

Margins are getting tighter all the time. The difference between profit and no profit too often comes down to the size of the supplier discounts you can negotiate. Looking deeper, the real problem is visibility. Without visibility, manufacturing is a black box. You just don't know enough about what's happening inside your manufacturing process, when it happens, and what it's costing you. And without visibility, it's hard to forecast, hard to know what or how much to order and be able to negotiate the best price.

For operations in many companies, information technology is embodied within numerous legacy systems that require extensive maintenance, don't communicate with each other, and don't tell you what you really need to know. One result is the huge inventory adjustments you have to make every month. Others include project budget overruns with consequent revenue loss, and blue-sky production schedules that don't have much relevance to reality.

What if you could do something about all of this? What if, for starters, you could view every aspect of your operation from the computer in your corner office – running the business from your keyboard while the production side is run by your engineering managers? Why spend most of your time on the shop floor in crisis mode while the business drifts sideways? The orders are there – where's the profit?

Information technology exists to clarify all this confusion, rationalize your business processes, and report what you need to know to make improvements in every area of your organization. The question is where to find it.

Well, you've come to the right place. Allow us to introduce you to it.complexmfg, the mySAP™ All-in-One for Complex Manufacturing solution.

SYNC UP THE BACK OFFICE WITH THE SHOP FLOOR, THE WAREHOUSE, AND THE LOADING DOCK

Start with a world-class solution from business solutions leader SAP, whose focus on small and midsize businesses is second to none. In fact, more than one-half of SAP customer installations worldwide are in companies with revenues under \$500 million. SAP integrates into one pre-packaged solution all the core capabilities you need to run your business with maximum efficiency: sales and distribution, inventory management, procurement, production planning, financials and controlling, project management, and service management.

Then add the enhancements from itelligence directed specifically to your operation. With a broad range of extra functionality applied to the mySAP Business Suite platform, itelligence's it.complexmfg solution facilitates purchasing, inventory, order entry, and delivery processes for the goods and services provided by your company. The solution includes a project management capability tailored to your operation, product configuration at the point of order entry, spare parts tracking, real-time reporting, sophisticated profitability analysis, easy system-wide master data entry and changes, and multiple automated postings for payment receipts and billing purposes.

The results are clear with complete visibility into every aspect of your operation. You get improved communication with both your customers and your suppliers, with greatly enhanced inventory accuracy and control. Customer satisfaction is improved. And, with the new measures of control you can initiate, opportunities to improve your profitability across the operation are immediately increased.

FOLLOW YOUR EXPENSES RIGHT THROUGH TO THE BOTTOM LINE

Integration from RFQ to invoice – the it.complexmfg solution puts all your expenses for each project right at your fingertips. In between, you get product configuration at sales order entry, procurement processing, and value-add or cost allocations associated with the actual manufacture of the customer's order. The it.complexmfg solution closely tracks goods from supplier delivery to finished orders. It tracks projects through the shop and allows you to manage budgets to reduce overruns and start phasing out unprofitable offerings. For a larger view, the solution factors in fixed costs and overheads. Add in revenue generation and tie it all back through the integrated SAP environment to a report that shows you just how profitable each order – or customer – is to your business.

AUTOMATE SHIPMENT TRACEABILITY

There's a pallet on your loading dock, ready to ship. Who's it for, what's in it, and where did it come from? All of this information gets here from beyond the four walls of the manufacturing environment and involves other departments, such as procurement and sales, inventory and shipping. With the it.complexmfg solution, all of this information becomes available to those who need it – in real time – from the single swipe of a bar-code scanner.

MULTIPLY THE SUPPLIER DISCOUNTS

Negotiation with knowledge puts you in the driver's seat. With the it.complexmfg solution, you have a better handle on procurement. By integrating the procurement function with manufacturing, as soon as material requirements planning (MRP) runs, your procurement department will get a line item for each component required to fill the order. Procurement can then proactively obtain those parts without waiting for somebody to sign a requisition for them.

Further, procurement has an overview of the entire sales commitment of the company. It sees what products or projects are on the books as well as the promised delivery dates. It can correlate the various components required for each project and integrate the requirements into larger orders for each component. This capability maximizes the quantity discounts offered by your suppliers, improves your efficiency, enhances your inventory control, and ultimately translates to an improved bottom line for the company.

Better yet, with an automated tie-in to procurement, projects are no longer held up because some critical path requirement fell between the cracks unnoticed. Jobs proceed smoothly without interruption to completion and delivery, on time and within budget.

FIXED TIME. FIXED SCOPE. FIXED FEE. NO RISK.

The it.complexmfg solution is based on the market-leading mySAP Business Suite platform that has been proven in both small and midsize companies for 30 years. It is tailored to the needs of small and midsize manufacturing businesses like yours and provides an affordable, low-risk solution to support you now and in the future. Moreover, this solution provides an excellent foundation for improved supply chain performance and is designed to integrate future software enhancements.

The it.complexmfg solution is a complete pre-packaged, industry-specific application for supporting the key business processes of any small or medium-size manufacturing enterprise. itelligence provides easy-to-follow templates to facilitate data conversion, including customers, vendors, materials, BOMs, routings, and work centers. itelligence will train your staff and have the

entire it.complexmfg solution up and running in 12 weeks at a cost of \$500,000 including hardware and starter SAP software licenses. This proven end-to-end deployment strategy minimizes common implementation difficulties by:

- Utilizing industry-specific best practices to eliminate time-consuming business process customization
- Applying a proven fixed-time, fixed-scope, fixed-fee methodology that eliminates project overruns
- Providing fully integrated functionality, eliminating costly interfaces
- Including a comprehensive seven-week training plan to ease the transition
- Providing 40 hours post go-live help desk support.

SAVE MONEY. DO IT RIGHT THE FIRST TIME.

SAP and its partners offer a range of SAP Smart Business Solutions that are designed to meet the unique needs of fast-growing companies. Increasingly, these enterprises are embracing the mySAP Business Suite solution. SAP Smart Business Solutions provide small and midsize companies with sophisticated, world-class capabilities in a single, cost-effective, low-risk, ready-to-use package. Instead of settling for scaled-down applications, smaller companies like yours can now enjoy the benefits of powerful, industry-specific e-business solutions that deliver the best-in-class functionality necessary for improving profitability.

it.complexmfg uses industry terminology that you can immediately relate to the specific challenges of your business. It also gives you the foundation to address future, often unforeseen, business needs. The solution comes backed by all the power and flexibility of SAP so you can continuously take advantage of new features and functions as they become available.

To find out more about how you too can be up and running on this solution, visit www.itelligence.com or contact itelligence, Inc. at 1-888 956 2086.

THE BEST-RUN BUSINESSES RUN SAP



SAP America, Inc.
3999 West Chester Pike
Newtown Square, PA 19073
T 1.800.880.1727
www.sap.com