

## Rethink What's Possible by Connecting Insight to Action

SAP Business Suite powered  
by SAP HANA for Small and  
Medium Businesses



# Agenda

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Case Study

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About SofOS

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Solution Scope

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What Is SAP HANA?

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SAP Business Suite on SAP HANA

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Rapid Deployment Solutions

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To Take Home

Customer	Needs and Pain Points	Solution	
<p><b>SAVI – Health Products and Services</b></p> <ul style="list-style-type: none"> <li>• Mexican company founded in 1997</li> <li>• One of the leading companies in marketing, distributing, and integrating health supplies and services in México</li> <li>• More than 400 employees in five distribution centers and corporate offices serving more than 4,000 hospitals and public health centers and private patients and other institutions, offering a complete range of medicines, medical supplies, and dental</li> </ul>	<ul style="list-style-type: none"> <li>• Long time-to-market cycle</li> <li>• System not supporting growth and business complexity</li> <li>• Strengthen governance and automated controls</li> </ul>	Business App.	SAP ERP + SAP Best Practices Baseline (rapid-deployment solution)
	<ul style="list-style-type: none"> <li>• Low business insight</li> <li>• Low visibility over inventory levels and flow</li> <li>• Inventory optimization</li> <li>• Low prediction capabilities (forecast and planning)</li> <li>• High volume of transactions</li> </ul>	Technology	SAP HANA platform
	<ul style="list-style-type: none"> <li>• Short time to deploy solution</li> </ul>	Methodology	Rapid-deployment solution structure and content

- 14 years experience providing SAP consulting services throughout Latin America
- Value-added reseller of SAP solutions for Venezuela, México, Argentina, Bolivia, Guatemala, and El Salvador.
- Part of the SAP Top 10 partner program
- More than 400 employees
- Specialized in the implementation and support of industry-specific SAP Business All-in-One solutions for:
  - Livestock
  - Retailers
  - Wholesalers
  - Automotive



**SAP<sup>®</sup> Certified**  
in Run SAP Implementation

**SAP<sup>®</sup> Pinnacle Awards 2008**  
WINNER

**SAP<sup>®</sup> Pinnacle Awards 2010**  
WINNER

**SAP<sup>®</sup> Pinnacle Awards 2009**  
WINNER

### Initial deployment

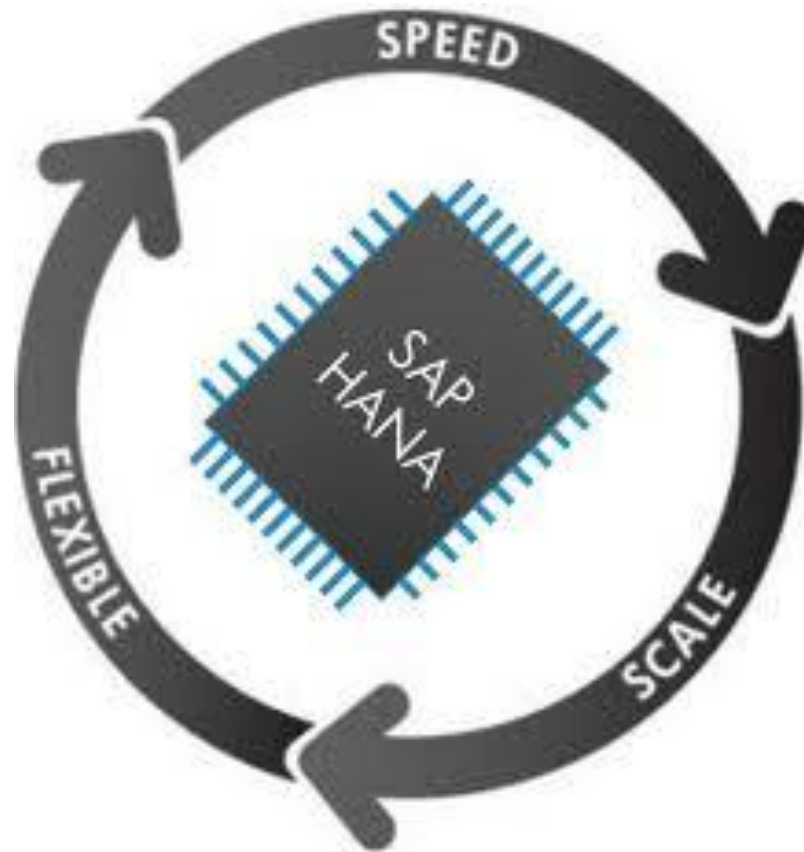
- External financial accounting
- Asset accounting
- Planning
- Period-end closing and postings
- Sales and distribution
- Materials management
- Production planning and control
- Logistics general / quality management / product lifecycle management
- Service



SAP ERP +  
SAP Best Practices  
Baseline (rapid-  
deployment  
solution)

### Next phase\*:

- CRM on-demand
- Human capital management



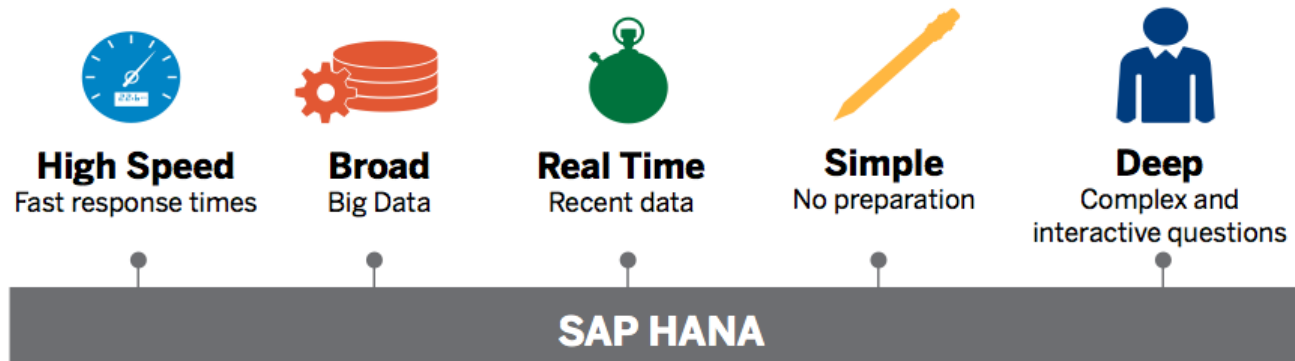
**Customer Choice.**

**Faster Business Processes.**

**Next-Generation Business Platform.**

One platform brings together:

- **Business transactions**
- **Advanced analytics**
- **Social media**
- **Mobile experience**
- **Collaborative business**
- **Design connections**



## SCOPE

pre-assembled packages

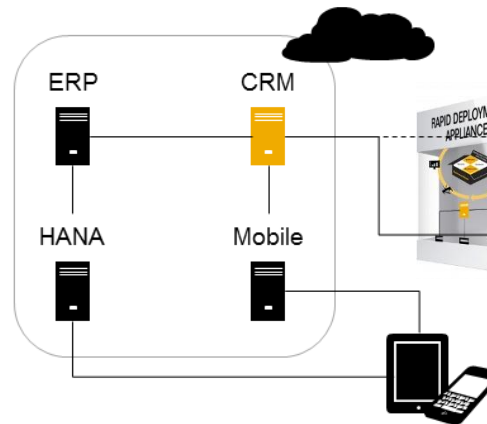


- SAP ERP powered by SAP HANA
- SAP HANA Live Browser rapid-deployment solution
- SAP Customer Engagement Intelligence rapid-deployment solution
- SAP HANA Customer Segmentation rapid-deployment solution
- SAP HANA Sentiment Intelligence rapid-deployment solution
- SAP Mobile Sales rapid-deployment solution
- And more



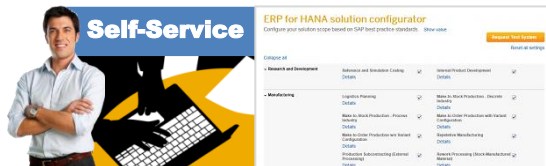
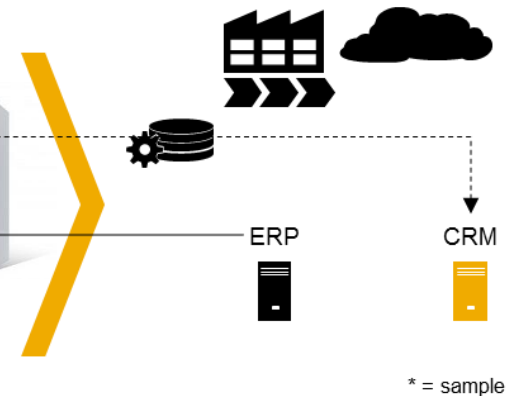
## BUILD

Rapid Deployment Appliance



## MOVE

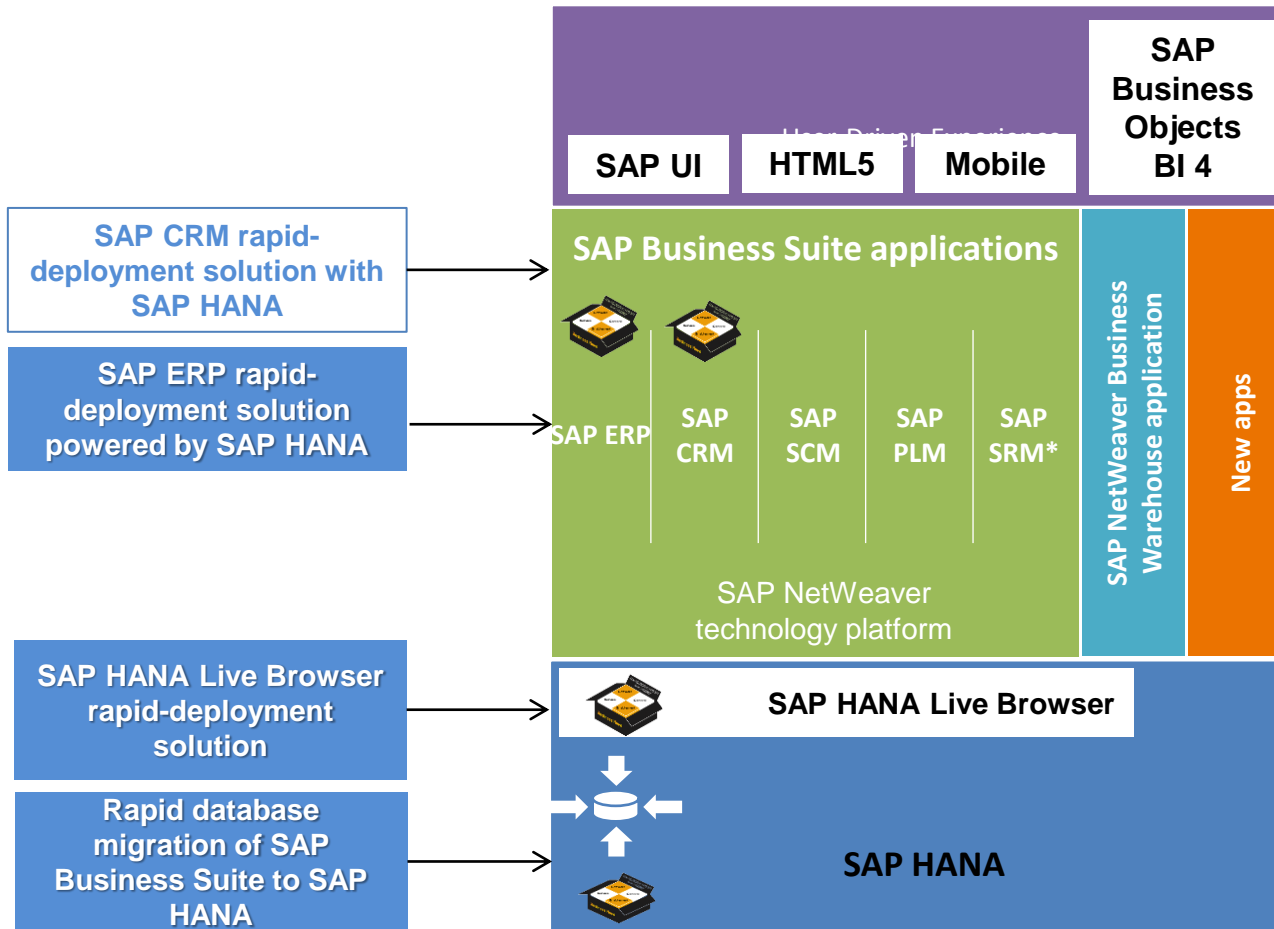
to Customer environment



Check out the self-service configurator now!

<https://test.sapconfigurator.com/sc2/>





**Benefit from SAP's latest strategic investment, SAP Business Suite on SAP HANA, via rapid-deployment solutions.**

Rapid-deployment solutions address the most urgent business needs, by providing SAP best practices, templates and tools, guides, and educational material at a fixed scope and price.

\* SAP Supplier Relationship Management application is not included in the scope of applications powered by SAP HANA yet.

- **SAP HANA is the best database choice** now and for the upcoming future
- SAP Business Suite powered by SAP HANA comprises **the best business applications on the fastest database**
- Rapid-deployment solutions **are the secure way to implement** SAP Business Suite on SAP HANA in a rapid and comprehensive fashion
- SAP Business Suite on SAP HANA is valuable and necessary, not only for large enterprises, **but also for the entire SME market**



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