

## SAP Is Expensive For SME-‘A Myth’



SAP Solutions offer real-time insights into a number of operations and customer relationships aspects. The analytics and modern reporting structure helps a small or medium enterprise grow faster, and in time provides greater revenues, at low costs.

### **Customized**

SAP helps a small business to capitalize on the new and upcoming opportunities. The business intelligence software and tools are designed and packaged in a way, so that the net cost is more affordable, and suits the start-ups and small businesses. As SAP can be installed and used both on-premise and on the cloud, the businesses get additional leverage, and can know and choose the best option for them. They can perform the ad-hoc analysis, leverage the visual analysis tools, and can also create the interactive reports.

## **Pre-Configured Affordable Solutions**

Leading software consulting firms today offer the “Out Of The Box” SAP solutions that bring all the features of the application to the small and medium businesses, without the cumbersome price tag. The pre-configured solutions are ready-to-go and are loaded with a number of industry-specific tools and templates. They also have the desired process flows, frameworks, blueprints, and documentation that are pre-requisites of a seamless and fast process.

Both medium and small sized businesses can have a customized SAP solution that can deliver the intelligence and analytics that they need to undertake informed decisions. They can use SAP to integrate their operating systems, and can also have best regulatory compliance. The software also offers scalability, which they can use to exploit all the growth opportunities, without breaking their banks. Businesses can also enjoy a fast return on investment, as the cost-effective. SAP software is functional from day one. It also helps a business to adopt a fast strategy that is required by the modern day fast moving businesses.

## **Ready To Be Implemented**

The SAP application offers the solution templates, industry specific reference models, a number of reusable tools like layout interfaces, scripts, and the ready-to-go and test scenarios. The solution can be implemented in a jiffy, and has all the necessary tools to be future ready. The all-in-one solution also has the proven formats for a number of allied processes, including the HR processes. The simplified user interface, single database reporting, and other privileges provide for an accelerated adoption and expeditious training as well. All this comes at a very low cost so that the businesses of any strength and nature can achieve the best performance and operational efficiency at the lowest cost. “SAP for SMEs is pricey” is surely a myth, and it takes only a phone call to find out the real truth.

## **HIDDEN COST which makes any ERP Implementation expensive:**

- 1. Due Diligence:** It is very important to select the ERP based on the standard processes provided by system.

How many time have we heard that “During selection process, Demo was shown to meet the business requirements, but then during implementation – it requires customization?

How is that possible? We need to remember, there is no ERP system developed just for your requirements – these out of the box processes are basic processes which will

definitely require to be configured or teak to meet your business processes. Resolution to this is that business agrees to implement out of the box processes.

2. **Resources:** This is more from business side – when it comes to SME ERP Implementation – business does not have additional resources or budget like large enterprise which can assign resources as per need. Still there are number of activities that needs to be performed by business during the project. It is highly advisable to understand the roles and responsibilities for business and consulting resource for the project.
3. **Ownership:** Business needs to have a plan own the system as soon as possible with proper Knowledge transfer plan from consulting company. Not relying on consulting company for a long time.

This is not something I am mentioning is NEW, but it is just the reiteration from our side.

### **FACTS about SAP:**

#### **Customers**

SAP serves ~320,000 customers in 190 countries

80% of SAP customers are SMEs

#### **SAP customers include**

- 87% of the Forbes Global 2000 companies
- 98% of the 100 most valued brands
- 100% of the Dow Jones top scoring sustainability companies 

#### **Our customers produce**

- 78% of the world's food
- 82% of the world's medical devices

76% of the world's transaction revenue touches an SAP system

**Source:** SAP Corporate fact sheet - SAP Global Corporate Affairs (July 20, 2016) SAP: Run Simple – The World's Largest Provider of Enterprise Application Software