

SAP Solutions For Small and Midsize Enterprises Delivered by Answerthink

SAP RESELLERS

As your business grows, you need software that will help you streamline operations, control costs, gain visibility throughout the organization, and drive new sources of revenue. You need a solution that provides the functionality enjoyed by large enterprises, yet stays within your budget and meets the unique needs of your business.

Enter SAP solutions for small and midsize enterprises (SMEs): Powerful business applications that can be quickly implemented at an affordable price. Scalable systems that will easily grow along with your business. Backed by 30+ years of innovation and support from SAP, the world's leading provider of enterprise applications.

SAP solutions for SMEs allow you to seamlessly connect your employees, suppliers, business partners, and customers of all sizes, in any location. They connect your data, processes, and personnel in one efficient system. And — because they have been built on open standards — they easily scale as you grow and add functionality. With SAP solutions for small and mid-sized enterprises delivered by Answerthink, you'll enjoy these benefits:

- Rich, industry-specific functionality
- Pricing and implementation scope appropriate for SMEs
- A full range of individualized service and support options from Answerthink
- Scalability to match the growth of your business

Answerthink — Your Certified SAP Gold Channel Partner and Services Partner

Answerthink knows that mid-market companies have different needs than the Fortune 500. We are specialists at providing low-cost, on-time delivery and implementation of SAP solutions, and excel at helping smaller companies get the highest return from the industry and process functionality of SAP applications. We have helped hundreds of growing companies make the move to SAP, and we bring this combined knowledge to every new project.

Leaders in the certified Vertical Industries

SAP is considered the industry standard ERP system, with 30 plus years of enterprise application experience and 10 years of developing best practices solutions, tools, and template. Answerthink has developed the Ez-suite of solutions, for the Life Sciences, Wholesale Distribution, Consumer Products and Services industry.

Did You Know?

- More than half of all SAP customer installations are at companies with annual revenues of less than \$500 million.
- With SAP solutions for SMEs, system implementations can take place in a matter of weeks.
- Answerthink continues to be recognized by SAP for excellence in customer satisfaction and value-added reseller sales performance.

Answerthink, a certified SAP Gold Channel Partner and Services Partner, has been consistently recognized by SAP for the outstanding level of service we provide. This service begins during the package selection process and includes:

- Clear demonstrations of SAP software and the SAP value proposition
- Analysis of your existing business processes
- Business case development for package selection
- Guidance on selecting an implementation partner and defining project scope
- Post-sale support as needed during implementation

If you choose, Answerthink support can extend after go-live, into a full range of SAP-related services including:

- Implementation – utilizing Hackett Best Practices and our deep knowledge of SAP applications;
- Best Practices optimization – improving your SAP-related ROI by addressing people, processes, technology and information drivers;
- Helpdesk support – basic and extended levels of support are available;
- Systems management – remote application management to support SAP systems;
- Customization services – direct access to an experienced team of SAP development experts;
- Upgrade support – step-by-step assistance as you move to the latest version of SAP



Best Practices — The Answerthink Difference

As powerful as SAP solutions are, Answerthink knows that software alone is not enough to transform your business into a world-class performer. We help our clients generate exceptional value from their SAP investment through our unparalleled knowledge of best practices in finance, HR, supply chain management, customer relationship management, and supplier relationship management. The Hackett Group, the parent company of Answerthink, has developed a fact-based, objective database of benchmark metrics and best practices that provide the basis for Answerthink's approach. The Hackett Group's database is regularly updated and in use at over 2,100 of the world's leading companies. Hackett clients comprise 97 percent of the Dow Jones Industrials, 77 percent of the Fortune 100, and 90 percent of the Dow Jones Global Titans Index.

Ready To Get Started?

Whether you choose a single SAP solution or the entire suite, your organization will soon be able to respond more quickly to changing customer needs, competitive challenges, and evolving market conditions. And with Answerthink and SAP, you will have long-term partners that you can choose with confidence.

The Answerthink Advantage

Answerthink, Inc. is owned by the Hackett Group. Answerthink's Best Practice Solutions Group (BPSG) enables world-class performance through best practice-based business and technology solutions. The Hackett Group, a strategic advisory firm, is a world leader in best practice research, benchmarking, and business transformation services. Hackett helps executives identify and quantify performance gaps compared with the best performing enterprises; Answerthink specialists design and implement solutions based on Hackett-Certified™ Practices to enable world-class performance levels.

Answerthink's BPSG capabilities include business applications implementation and design, technology integration, and offshore application maintenance and support. Answerthink is your ideal partner to select, design, and implement SAP solutions that support Hackett-Certified™ Practices.

Answerthink specializes in providing low-cost, on-time delivery and implementation of SAP solutions and excels at helping smaller enterprises get the highest return from the industry and process functionality of SAP applications. In fact, Answerthink has helped hundreds of growing enterprises make the move to SAP solutions.

Our approach is simple yet powerful:

1. Understand factually the practices of world-class firms
2. Configure solutions that enable these practices
3. Implement quickly

Integrated — Yet Best-of-Breed

You don't have to forego best-of-breed functionality to get fully integrated enterprise applications. With SAP solutions for SMEs, you get the world's most comprehensive business applications:

- SAP Business Intelligence
- SAP Customer Relationship Management
- SAP Enterprise Portal
- SAP ERP
- SAP Financials
- SAP Human Resources
- SAP Product Lifecycle Management
- SAP Supplier Relationship Management
- SAP Supply Chain Management

*The Right Solution,
The Right Solution Partner...
Right for Your Business!*



SAP SME 2007

Top Revenue-Producing Partner

For more details on how SAP and Answerthink can help you better meet challenges of your growing business

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