

# IBM Express Fabrication and Assembly Solution for Industrial Equipment, a qualified SAP All-in-One solution

*Part of the IBM Express Portfolio™ suite of offerings for midsize businesses*



## Highlights

- *Delivers targeted business benefits leveraging a fully scalable pre-configured SAP solution using bundled IBM products and services and a rapid implementation methodology*
- *Addresses a manufacturer's business processes including order to cash, procure to pay and production on a solid financial model*
- *Arrives approximately 80% pre-configured — the IBM approach focuses on enabling the transition of the client's organization to achieve benefits realization*

## Meeting the requirement for enhanced systems integration

Organizations continue to see value in investing in systems to integrate their enterprise. Business requirements are challenging industrial equipment manufacturers to:

- Increase the relevance of the aftermarket business: Organizations are implementing sophisticated solutions to help understand customer needs, enhance customer service and provide superior support to maximize revenues in the high-margin aftermarket business.
- Transform from vertically integrated organizations, focused on optimizing internal functions, to fully integrated systems in order to make real-time, knowledge-based decisions within the supply chain.
- Move toward lean manufacturing practices: Improved efficiencies result in increased responsiveness while reducing operating costs.

## Leveraging a fully scalable pre-configured SAP All-in-One Solution

Small to midsize companies often don't have the revenue, time or resources to make the leap to a full-scale, customized enterprise resource planning (ERP) solution. With the IBM Express Fabrication and Assembly Solution and approach, you can implement a top-tier ERP platform faster and cheaper.

Addressing a manufacturer's business processes from sales order to cash The solution provides core functionality to help support the integration of sales, purchasing, inventory management, quality management, production, distribution and management/financial accounting and after-sale processes. It integrates this with detailed profitability analysis and product costing, providing you with a comprehensive ERP solution with which your organization can continue to grow.

## Focusing on enabling the organization for benefits realization

Companies can expect traditional ERP benefits, including reduction in capital and operation costs, elimination of dual data entry costs, reduced inventory levels, improved manufacturing lead times, accelerated revenue recognition and integrated financial information.

In addition, with IBM's approach, organizations can benefit from:

- Rapid implementation method limiting the time that company resources are away from the business



- Greater focus on targeted business benefits, helping ensure that the majority of current business needs are met first
- Implementation costs are kept low through use of part-time consulting model
- A bundled IBM solution providing predictable implementation timeline and cost
- IBM commitment and agreement structured to support client's benefit realization
- Industry-specific solution for fabrication and assembly clients

### Why IBM?

IBM services for the IBM Express Fabrication and Assembly Solution and approach include:

- Implementation services drawing on IBM's expertise in SAP with key IBM differentiators including:
  - Integrated benefits realization strategy
  - Rapid SAP implementation strategy
  - Organizational transition strategy
  - IBM's comprehensive solution delivery capability including industry expertise, technical infrastructure, training, implementation services, hardware and application management
- Project financing using IBM Global Financing

### Benefiting from the expertise of a worldwide team

IBM Global Business Services has an established reputation as a global leader in providing SAP services. By successfully blending our industry, business-process and technology expertise, we provide a compelling value proposition to our SAP clients. Our credentials include:

- The longest-standing and strongest SAP alliance: IBM Global Business Services was SAP's first alliance partner and has been an SAP global alliance partner since 1989.

- Among the largest and most experienced SAP practice: We employ more than 9,000 fully dedicated SAP staff around the world, with an average of seven-plus years of SAP experience.
- The highest client satisfaction rating: IBM is the only systems integrator to win the SAP Award of Excellence every year, in every country it has been offered.
- One of the largest base of successful engagements: We have completed over 3,700 successful SAP engagements at over 6,000 sites.
- Consistently recognized as an SAP implementation leader: IBM was recognized as "Most Visionary" and ranked highest in "Ability to Execute" in Gartner's 2005 SAP ERP service provider Magic Quadrant.
- A Fortune 500 leader: IBM Global Business Services has been acknowledged by SAP senior executives as a leader with over 70 percent of SAP's Fortune 500 clients.
- A strong industry commitment: IBM is one of the principal firms involved in the joint development of SAP industry-based solutions.

A leader in solutions development and implementation accelerators, IBM Global Business Services is committed to developing leading, industry-based methods, tools and templates to accelerate implementation and optimize return on investment.

### For more information

To learn more about IBM Global Business Services, contact your IBM sales representative or visit:

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