

**mySAP.com**  
**E-Buisness Solutions**



**mySAP<sup>TM</sup>**  
**ENGINEERING &**  
**CONSTRUCTION**

THE BEST-RUN E-BUSINESSES RUN SAP



# **mySAP™ ENGINEERING & CONSTRUCTION IS OPEN, FOR BUSINESS**

In today's world, no one is an island. Every individual, every department, and every company is part of a larger value chain that includes colleagues, customers, suppliers – and even competitors. That's why the mySAP.com® family of e-business solutions is built for the new realities of collaborative commerce. Each one is designed to work seamlessly with all other SAP solutions – and those of other providers. As a result, organizations around the world are open to new levels of efficiency, productivity, and profitability. Because mySAP.com solutions are open, for business.

As part of the mySAP.com family, mySAP™ Engineering & Construction brings this open approach to the special needs of the engineering and construction industry, providing the tools, business practices, and industry expertise you need to succeed in today's fully connected world.

## BUILDING FOR TODAY'S ECONOMY

The engineering and construction industry includes a wide variety of companies, from home builders to engineering contractors and equipment manufacturers. Varied as they are, however, these companies share some fundamental challenges.

As today's economy unfolds, engineering and construction companies are under enormous time and cost pressures. They must provide an increasingly wide range of products, and they often design, build, and maintain complex projects. They must meet each customer's needs with precision. And they must be ready to adapt to change – in technology, in customer requirements, in economic conditions – at any point in a product's life cycle.



Engineering and construction companies must be able to bring a wealth of technical and management expertise to the table and then use it to work with increasing speed and efficiency.

To help companies meet those challenges, SAP offers mySAP Engineering & Construction, a comprehensive suite of integrated e-business solutions designed to meet the specific needs of the engineering and construction industry.

mySAP Engineering & Construction handles the full range of business processes – from specification and design to construction and manufacturing, approval, and maintenance. And you can use e-business tools to reach across organizational boundaries to collaborate with your partners – operators, suppliers, contractors, and customers – and achieve the increasing levels of performance needed to win in a complex and competitive world.



# BRINGING COLLABORATION TO THE INDUSTRY

With mySAP Engineering & Construction, you can manage integrated information from across the enterprise and the supply chain and use it to coordinate, collaborate, and compete.

mySAP Engineering & Construction offers solutions tailored to meet the needs of several key industry segments:

- **Machinery and equipment companies**, with such functions as prototyping and product development, collaborative engineering, inquiry and quotation processing, sales cycle management, manufacturing and delivery, and service fulfillment
- **Contractors and engineering companies**, with functions for collaborative design and specification, site planning and scheduling, project management and execution, commissions, start-up and hand-over, and equipment, fleet, and tool management
- **Residential and commercial construction companies**, with functions for land development and acquisition, warranty and post construction support, work planning and preparation, Web-enabled services, and real estate and property management

## A COMPREHENSIVE APPROACH TO E-BUSINESS

Drawing on the mySAP.com suite of e-business solutions, mySAP Engineering & Construction helps companies in every segment of the industry to:

- **Integrate and manage the supply chain**  
Collaborate more closely with your supply chain partners and perform demand and supply planning and forecasting for all your projects and subcontracted items with direct procurement, manufacturing outsourcing, order fulfillment, and subcontractor performance management

- **Reach customers efficiently and effectively**  
Customer relationship management tools – from marketing planning and campaign management to lead generation and contact management – let you understand and serve customers with increasing precision. Plus you can use e-selling tools to reach customers.
- **Manage projects and products throughout their life cycle**  
You can track and control information throughout the extended supply chain – from investment decisions to ongoing maintenance. The solution delivers conceptual design and engineering as well as product and project estimating functions, and it integrates with geographical information systems and computer-aided design, manufacturing, and engineering systems so you can track information no matter where it goes.
- **Gather and interpret business intelligence**  
Sophisticated data warehousing and comprehensive analytics enable you to gather and use valuable, timely business intelligence. Track performance assessments, completion estimates, and cost performance measurements. Make adjustments based on incoming economic data and changing conditions. And identify and deal with potential problems – from cost overruns to slipping schedules – early and proactively.
- **Collaborate across organizations and systems**  
Enterprise portals give employees and partners access to the full range of information, applications, and services they need to work and collaborate via the Internet. This technology allows users to access systems regardless of location or computing platform.
- **Participate in online marketplaces**  
Use both industry and private exchanges in order to work smoothly with suppliers, outsourcers, and customers and aggregate buying and selling to take full advantage of economies of scale.



- **Manage and control costs**

Track capital investments, monitor projects and contracts, and keep close tabs on expenditures with real-time financial information. Streamline the financial supply chain to help your company improve agility and business performance.

- **Take advantage of e-procurement**

Streamline the purchasing of goods and services using a comprehensive end-to-end solution for managing the entire purchasing cycle, and conducting both ad-hoc and strategic direct and indirect business-to-business procurement.

- **Attract and retain the right talent**

A range of Web-based tools that handle multiple languages and countries gives you the flexibility to manage people working around the globe. And SAP has standard payroll solutions for more than 35 countries. Employee self-service capabilities and human resource analytics help you to increase employee satisfaction, develop employees, and get the most out of your investment in people.

## **COLLABORATING ON RESULTS**

mySAP Engineering & Construction gives you integrated, real-time information about schedules, costs, engineering, subcontractors – everything you need to manage projects and processes at locations around the world. By putting mySAP Engineering & Construction to work, you can help your company:

- **Reduce risk and exposure**

Real-time information about markets, projects, and operational performance warns you early of shifts in demand, economic conditions, customer requirements, and so on.

- **Increase customer satisfaction**

The ability to deliver on time and on budget builds customer loyalty. Sophisticated customer relationship management capabilities help you improve customer service, understand your customers needs, segment customers, and increase sales and retain your best customers over the long term.

- **Manage projects more effectively**

Accurately plan and schedule operations and deliverables, track costs against your budget in real time, and react to changing conditions to avoid major disruptions to your company and workforce.

- **Expand your reach**

The ability to collaborate, manage the supply chain, participate in e-marketplaces, and create links through enterprise portals helps you work successfully with suppliers, partners, and customers, and manage everything from large, complex projects to focused virtual teams on a global basis.



## BUILDING THE BOTTOM LINE



mySAP Engineering & Construction can help your company collaborate, plan, and coordinate with increased precision and speed – and that can help cut costs and boost sales.

Build your bottom line by increasing efficiency and eliminating redundancy and waste. Use your human resources wisely, streamline your financials processes, and develop more accurate estimates. Use your marketing resources more effectively, and track projects in detail throughout their life cycles. And identify precisely where costs are being incurred throughout the extended enterprise – and then take effective steps to reduce them.

On the sales side of the equation, a range of capabilities – from customer relationship management to e-selling – can help you find new business opportunities with customers and partners, make sales and marketing campaigns more effective, and anticipate market needs. And all of these things help you identify and take advantage of opportunities as they arise.

### **FAST START, SMOOTH OPERATION**

SAP offers a variety of implementation options for mySAP Engineering & Construction, including a proven rapid implementation methodology and a hosted solutions approach. That means your company can be up and running quickly and cost-effectively with a solution that meets your specific needs – whether you're a Fortune 500 company or a new start-up.

mySAP Engineering & Construction helps you control your IT costs over time. Because it's a fully integrated, comprehensive, single-source solution, you avoid the extensive, expensive up-front integration costs – and ongoing maintenance and upgrade expenses – that come with pieced-together, best-of-breed solutions.

### **TAKE THE NEXT STEP**

With mySAP Engineering & Construction, you can reach new levels of responsiveness, speed, and efficiency, and you can compete more effectively for customers around the world.

Learn more about how mySAP Engineering & Construction can help your company thrive in today's changing global markets. Call or visit our Web site at [www.sap.com/eng-construct](http://www.sap.com/eng-construct)

# COMPARE FEATURES AND BENEFITS, AND YOU'LL CHOOSE mySAP ENGINEERING & CONSTRUCTION

## FEATURE

## BENEFIT

Real-time, global information about markets and the business

- Find and resolve problems and understand and meet customer needs
- Identify and respond to changes in the economic environment
- Improve decision making
- Drive quality- and process-improvement efforts

Comprehensive supply chain management tools

- Greater cost control
- Collaborative planning
- Increased automation of buying and selling processes
- Increased responsiveness to customers

Role-based enterprise portal technology

- Gives users inside and outside the company access to the entire range of relevant content that they need to work and collaborate

Comprehensive customer relationship management tools

- Attract new customers with customized products
- Recognize customer needs early on
- Retain existing customers through improved service

Comprehensive contract and program management

- End-to-end work management, from initial contact to delivery of a final product
- Control costs and keep projects on track
- Collaborate in the design, management, and maintenance of products

Anytime, anywhere mobility

- Gives people the information and applications they need to work effectively at project sites, the home office, and the shop floor

Rapid, cost-effective implementation

- Evolving methodologies and new options, such as hosted solutions, which significantly reduce implementation time and cost

Open flexibility

- Ability of mySAP Engineering & Construction to integrate with other SAP and non-SAP systems



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