



**All-in-One  
SAP Mid-Market Solutions**

## **SAP FAST-START FOR HIGH TECH**

**A FULLY INTEGRATED FRONT AND BACK  
OFFICE WHOLESALE & DISTRIBUTION  
SOLUTION**

### **BENEFITS**

- ❖ As a result of its highly focused functionality, SAP Fast-Start for High Tech enables you to:
- ❖ standardise on industry best practices throughout your entire organisation
- ❖ reduce costs, by improving sales, procurement and warehousing processes
- ❖ gain unique insights into the profitability of product lines and customers
- ❖ improve delivery times through better warehouse management
- ❖ reduce stock-outs and improve inventory management
- ❖ improve traceability and quality control, decreasing the risk of defective products being supplied to your customers
- ❖ save time and effort in the event of manufacturer product recalls
- ❖ improve the storage and handling of diverse products
- ❖ increase the effectiveness of sample and literature distribution.

Right across the Wholesale & Distribution sector companies have a unique set of business imperatives to manage: large stocks of inventory; a large and diverse customer base; tight delivery targets; aggressive pricing and discounting for example. But, even within the industry, there are significant differences. For companies working with high tech products, capabilities such as service management, component cost control and product configuration can be particularly important.

So, when it comes to choosing a business solution, it follows that a one-size-fits-all system just won't do, even if it is for the Wholesale & Distribution industry. Such systems simply will not deliver the specific functionality and, more importantly, the detailed insight into their business that high tech product distributors need.

### **DESIGNED FOR YOUR BUSINESS**

SAP Fast-Start for High Tech, on the other hand, has been specifically designed to meet your needs. Based on their extensive knowledge of the sector and how it works, Chelford have taken the relevant functionality and best practices from SAP's unrivalled business solutions and configured them to address your precise requirements.

### **A BROAD RANGE OF CORE MODULES**

Like other solutions in the range, SAP Fast-Start for High Tech is built on a broad range of core modules from SAP's market-leading business suite. These include Enterprise Management, Financial and Management Accounting, Customer Relationship Management, Sales Cycle Management, Supply Chain Management and Stock & Warehouse Control. Together these modules form the backbone of a companywide, integrated system that will start achieving a return on your initial investment quickly.

This backbone can then be supplemented by a range of fixed scope value packs: for Human Resources; Payroll; Manufacturing or Electronic Sales for example, to ensure the final implementation is personalised to your individual environment.

**SAP Fast-Start for High Tech, one of a unique set of SAP All-in-One Wholesale & Distribution solutions, delivers a fully integrated, front and back office SAP system, straight out-of-the-box. Based on Chelford's extensive industry experience it incorporates preconfigured functionality which meets the specific needs of High Tech product distributors and ensures a rapid time to benefit.**



## SUPPLEMENTED BY SPECIFIC CAPABILITIES

SAP Fast-Start for High Tech goes one step further than a business system, because it is specifically configured to provide the capabilities distributors of high tech products require.

### Product variation

Managing product variants is often a key requirement of the high tech market. SAP Fast-Start for High Tech provides the capability to support variant configuration with assembly processing and/or manufacturing, sales BOMs with support for stock, non-stock and service materials.

### Component stocks

The control of component stocks is critical in a market where component stocks have a short lifecycle and prices are constantly dropping. SAP Fast-Start for High Tech allows you to closely review and monitor inventory levels, manage component replacement and substitutions with FIFO sequencing and to control supply through supplier performance monitoring and supplier returns.



### Service

Exploit the profitability potential of your service organisation. SAP Fast-Start for High Tech supports a multi-channel service

organisation with service operations management, resource planning and optimisation. SAP Fast-Start manages service engineers, materials with serial numbers and warranty, and spare parts inventories for van stocks and repairs.

### Sales & Marketing

Enhance your sales and marketing opportunities. SAP Fast-Start includes the capability to manage direct mail campaigns. SAP supports prospects and customers in a common database, has the ability to generate and manipulate address lists with user-defined selection criteria and can create mailing lists for printing, e-mailing or calling.

### Financial/Management Reporting

Reporting on and analysing data and information is critical. SAP Fast-Start for High Tech provides comprehensive tools for profitability and sales reporting, standard trade reporting for VAT, Intrastat and EC Sales List, operational reports for financial statements and cash flow. Tools for user defined queries, on-line analysis and export to Excel provide a flexible and easy-to-use reporting capability.

## IMPLEMENTATION STRAIGHT OUT-OF-THE-BOX

Chelfords attention to detail has not only been put into the functionality of SAP Fast-Start for High Tech. It has also been used to develop automated implementation procedures and a standard Train & Go implementation methodology. Consequently SAP Fast-Start can be implemented out-of-the-box. As a result deployment times are reduced substantially, as are the associated risks, ensuring you gain the fastest possible time to benefit. Configure and price your new software solution online in minutes at

[www.chelfordsolutions/configurator](http://www.chelfordsolutions/configurator)

## FOR COMPANIES LIKE YOURS

If your company:

- ❖ is primarily a distributor who may do some assembly
- ❖ is generally dealing with large numbers of suppliers and customers
- ❖ has a variety of customers, ranging from large retailers to small specialist shops to end consumers
- ❖ has suppliers who are typically manufacturers and who vary from large to small has its own label products, as well as branded goods
- ❖ often deals with very large inventories and needs to manage large stock levels
- ❖ deals with short delivery times and customer service is vital
- ❖ needs accurate margin visibility because pricing and discounting is critical
- ❖ has a sales and marketing focus, often running a series of campaigns to promote their products
- ❖ needs flexible profitability reporting and sales analyses to
- ❖ highlight profitable lines and customers easily
- ❖ has end user customers who often buy your product 'sold unseen', which can result in higher levels of customer returns

then SAP Fast-Start for High Tech has been designed specifically for you.



For further information call Chelford SAP Solutions

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