FAST-TRACK IMPLEMENTATION SERVICE FROM SAP® CONSULTING
ENHANCING CUSTOMER CHECK-OUT EXPERIENCE ACROSS YOUR STORES

The SAP® Point-of-Sale application offers unprecedented flexibility in world-class software and includes a powerful business-rule engine. With the fast-track implementation service from SAP Consulting, you can introduce the software quickly to enhance the customer check-out experience across your stores.

The challenges and concerns of implementing point-of-sale (POS) software solutions today for retail organizations like yours can be daunting and overwhelming, and you're familiar with many of them. They include the time required to implement, the cost of implementation, staff resource availability, skill set requirements, IT complexity, and PCI security considerations.

To overcome these challenges, you need a comprehensive POS solution and the very best implementation assistance. SAP knows your focus is on business value. We know your goals are to enhance the customer experience, in part by providing rapid checkout. You want to increase profitability and efficiency. You need to be able to adapt business rules quickly and provide ease of use for store personnel. The fast-track implementation service for the SAP® Point-of-Sale (SAP POS) application from SAP Consulting can help you reach your goals while accelerating your time to business value.

Service Overview

The fast-track implementation service is based on an implementation method and tools specifically designed to expedite the implementation of your SAP POS application. As a result, the service can deliver a high-quality, reliable implementation swiftly and at reduced cost to give you a real competitive edge. With the software support for your store processes up and running, you can focus on the ultimate objective of your software implementation – managing your business. There's genuine business value in that.

A Fast-Track Service

The fast-track implementation service jump-starts your SAP POS application to support your organization's POS business processes and facilitates the smooth introduction of the implementation into productive operation. In addition to support for industry-proven best practices, the service delivers implementation accelerators that provide support for a wide range of functions specifically designed and configured for SAP POS. These functions cover data protection, device integration, and management of software updates. They support PCI security, a personalized look and feel of the user interface, and multiple transaction types and pricing schemes as well as such store management functions as cash management, end-of-day operations, inventory management, and store setup.

Besides comprehensive functional support, the implementation accelerators deliver predefined configuration, predefined blueprint documentation, test plans, and test scripts, all to help accelerate your implementation and reduce risk. The retail hardening features within the SAP POS application itself – support for platform security, protection of data, manageable software distribution, and POS device integration – complement the implementation accelerators to help further reduce risk and accelerate your adoption of the software.

THE BEST-RUN BUSINESSES RUN SAP™

SAP®

The Team of Experts

To reach your goals as quickly as possible, the service is delivered by a world-class team of implementation experts who leverage a deep knowledge of the retail industry and POS software. Besides excellent service delivery, you will benefit from the team's ability to fine-tune the POS business processes critical for your company, create value, and reduce risk.

Figure 1 illustrates how the elements of the fast-track service work together to generate a rapid return on investment, lower project risk, and reduce the time frame in which the implementation is performed.

Reduced Costs, Saved Time

The fast-track implementation service can reduce the cost and time required for implementation through the use of best practices and implementation accelerators that only SAP Consulting provides. Using tested methods and specialized tools, the service consolidates the business blueprint phase into a business validation phase with the "to be" POS business processes already defined, configured, and documented.

The service also shortens the testing phase of your implementation, while increasing implementation quality and reducing risk. As part of the implementation service, SAP Consulting provides a high-quality knowledge transfer based on its POS industry expertise and in-depth SAP product knowledge, giving you the opportunity to learn from the best while accelerating your staff's learning curve.
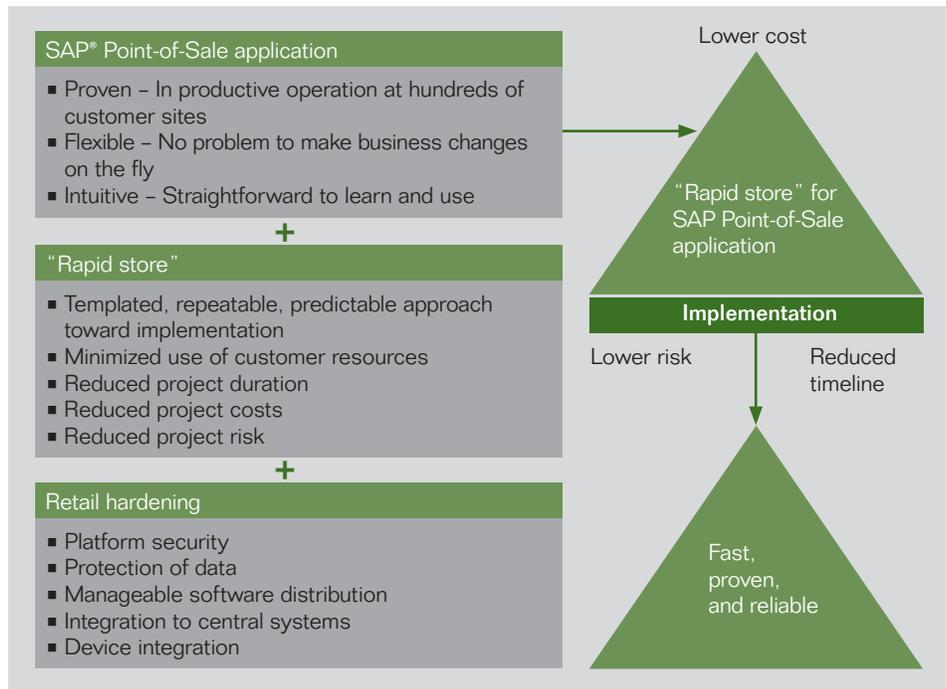

SAP® Point-of-Sale application
- Proven – In productive operation at hundreds of customer sites
- Flexible – No problem to make business changes on the fly
- Intuitive – Straightforward to learn and use

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"Rapid store"
- Templated, repeatable, predictable approach toward implementation
- Minimized use of customer resources
- Reduced project duration
- Reduced project costs
- Reduced project risk

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Retail hardening
- Platform security
- Protection of data
- Manageable software distribution
- Integration to central systems
- Device integration

Lower cost

"Rapid store" for SAP Point-of-Sale application

Implementation

Lower risk   Reduced timeline

Fast, proven, and reliable

Figure 1: Fast Return on Investment with Fast-Track Implementation Service from SAP

Traditional Implementation

Timeline | Jan Feb Mar Apr May Jun Jul Aug Sep
- Project preparation
- Blueprinting
- Configuration and development
- Testing phases
- Pilot phase

Fast-Track Implementation

Accelerated timeline with "rapid store" | Jan Feb Mar Apr May Jun Jul Aug Sep
- Preparation phase
- Validation phase
- Configuration
- Testing
- Pilot phase

Five-month reduction*

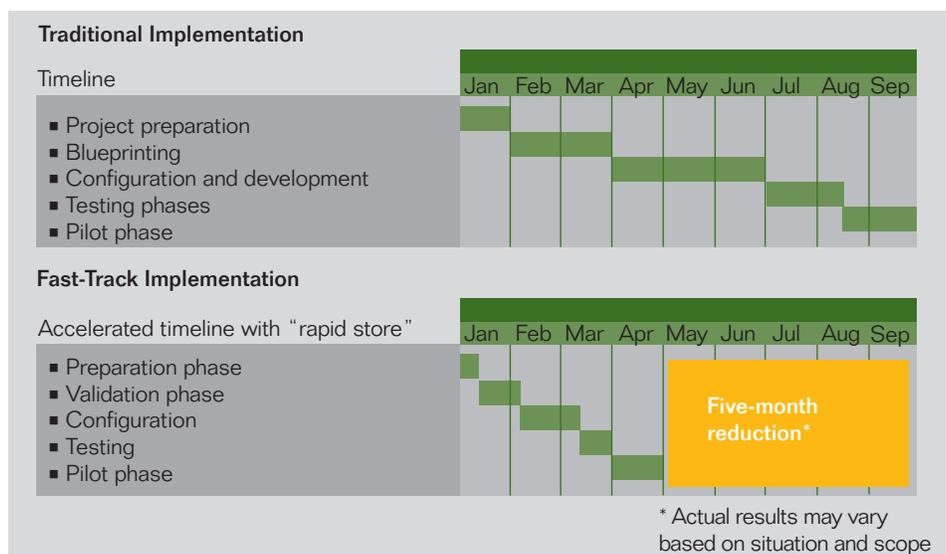* Actual results may vary based on situation and scope

Figure 2: Traditional Versus Fast-Track Implementation

By using SAP Consulting to speed up your implementation of SAP POS, you can save substantially in consulting costs and internal costs. SAP Consulting has the largest number of consultants certified in the SAP POS application of any system integrator. Taking advantage of this expertise in conjunction with the fast-track implementation service of SAP POS can trim as much as five months from your implementation timeline. Using the fast-track implementation service, the goal is to implement the software from project preparation to store pilot in as little as 16 weeks.

Figure 2 compares the timelines of a traditional implementation and a fast-track implementation, highlighting the time savings possible with the fast-track implementation.

Benefits of Fast-Track Implementation

The fast-track implementation service of SAP POS delivers a highly reliable implementation technique through SAP consultants who are expert in retail

The fast-track implementation service jump-starts your SAP POS application to support your organization's POS business processes and facilitates the smooth introduction of the implementation into productive operation.

POS operations to give you a prompt return on your investment. The service is clearly scoped so you know what you're getting, and you can be confident it will fulfill your business needs. The shorter implementation time frame effectively caps costs at the project level, reducing your total cost of implementation. Because the service supports predefined business processes proven to be highly effective for retail store POS operations, project risk is reduced and many common pitfalls are eliminated, which results in a smoother going-live process and fewer corrections to the live implementation. The net result is your business value is realized faster. And because the service establishes a solid software foundation, it facilitates future innovation by providing you with functionality you can build on with confidence.

By taking advantage of the fast-track implementation service of SAP POS, you can experience a reduction in project cost, in the number of corrections when in production, in the total cost of operations, and in project risk, as well as improvement in alignment between the implemented solution and customer requirements.

Advantage of SAP® Services

You want the best implementation for your SAP® software. In SAP, you have a winning implementation partner to maximize your implementation success.

SAP has been active in the retail industry for over 12 years and has over 400 customers. SAP supports fast and efficient implementations with a full lifecycle engagement that covers all phases from planning and building to running your software. Our goal is 100% solution success, which means you can look forward to getting business value from your implementation project in the shortest possible time.

At SAP, we are dedicated to seeing that your project is completed on time and within budget and yields the business results you expect. As your implementation partner, SAP gives you executive management commitment, executive sponsorship, and a dedicated account team. SAP has delivery expertise, business and program management expertise, and SAP product and retail POS expertise. We are responsive to changes in the retail industry and keep pace with retail industry trends.

Summary

The SAP® Point-of-Sale (SAP POS) application offers unprecedented flexibility in world-class software and includes a powerful business-rule engine. By taking advantage of the fast-track implementation service from SAP Consulting, you can introduce the software quickly to enhance the customer check-out experience across your stores.

Business Challenges

- Create a positive customer check-out experience
- Change business rules quickly
- Enhance customer experience
- Increase efficiency of store operations
- Contain growth and complexity of IT systems

Key Features

- **Expedited implementation** – Benefit from a highly reliable implementation technique that streamlines your costs and reduces the implementation time frame
- **Fine-tuned business processes** – Base your POS operations on software designed for prebuilt business processes proven to be highly effective for POS operations
- **Preconfigured settings** – Speed up implementation by minimizing hands-on configuration
- **Knowledge transfer** – Accelerate your staff's learning curve and gain insight into SAP products

Business Benefits

- **Quick business results** by starting with prebuilt, tested business processes that have proven to be highly effective for the retail business
- **Faster realization of business value** through swifter deployment and reduced project risk
- **Reduced cost of implementation** through a shorter implementation time frame
- **Enhanced profitability** through a smoother going-live process and fewer corrections after the implementation is in productive operation
- **Facilitation of future innovation** by establishing a solid software foundation to build on

For More Information

Contact SAP to learn more about how the fast-track implementation service of SAP POS can help you. Call your SAP representative today at +1 866-609-1124 or visit us on the Web at www.sap.com/usa/services/consulting.

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