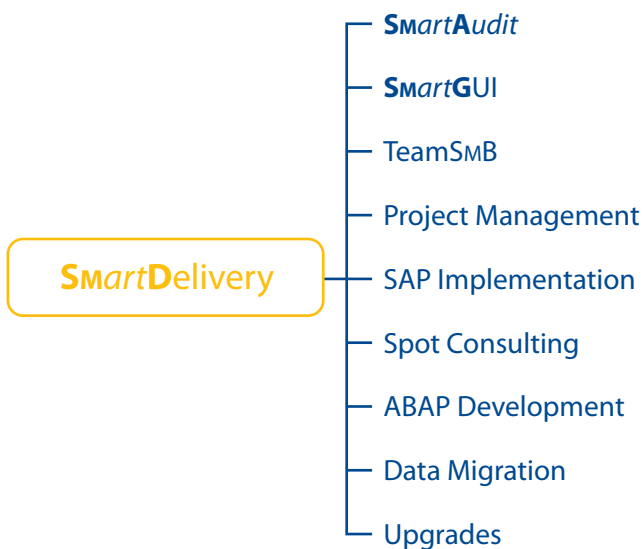


Solutions Overview

SmartDelivery is the mid-market focussed delivery solution developed by SMB Solutions to support SAP Channel Partners and SME customers during their implementation of SAP Baseline and Best Practices or other packaged SAP solutions.

SmartDelivery gives our customers access to a pool of experienced SAP consultants, who can ensure a timely and satisfactory delivery of their investment in SAP. Our aim is to ensure that all projects with which we are engaged are referenceable, showing customer satisfaction with their implementation. This helps build long-term relationships and leverages future additional license sales.

THE **SmartDelivery** ENABLEMENT MODEL



SmartDelivery is a flexible package of services and deliverables to enable Channel Partners to introduce best practices into their implementation strategy and activities.

SmartDelivery offers SAP competency and is available on a pay-as-you go basis. Freed from investing into a complete SAP practice infrastructure, partners can focus on generating maximum licence revenues.

THE **SmartDelivery** ENABLERS

SmartAudit

SmartAudit offers:

- Independent Project Audit
- Steering Committee attendance

SMB will engage with the SAP Channel Partner's customer on ad-hoc basis therefore providing reassurance for both your clients and your organisation. It's a quality and results insurance for your customers while it secures a higher deal closure rate for yourselves.

SmartGUI

SmartGUI is a package of product and service deliverables aimed at simplifying and enhancing the usability of the SAP Graphical User Interface (GUI).

SmartGUI helps you with:

- Screen simplification
- Functional processes optimisation
- Portal creation

SMB Solutions, as a reseller of GuiXT in the UK, has also developed a library of GuiXT-based systems enhancements – **SmartGUI** building blocks - which can be used on a ad-hoc basis or for on-going developments.

TeamSMB

SMB has developed a competency based consultancy model which insures specialist SAP skills covering all functional and technical areas of SAP.

SMB consultants have multi-modular skill sets, mid-market expertise and up-to-date training, methodology and strategy experience.

PROJECT MANAGEMENT

Mid-market specialist project managers with knowledge of established SAP specific methodology are available to help you make your project a success.

SAP IMPLEMENTATION

SMB Solutions consultants bring to you years of cross-industry experience in all the various components of the SAP software product suite and SAP's rapid implementation methodology.

SPOT CONSULTING

"No jobs are too small" for TeamSMB members. At SMB Solutions, we understand that you may have a gap that needs immediate and short cover.

ABAP DEVELOPMENT

We specialise in short ABAP Development assignments relieving you of keeping an internal (but underused) resource.

DATA MIGRATION

The **SmartDelivery** package includes a comprehensive data migration service incorporating the ASAP Methodology principles.

UPGRADES

Managing a successful upgrade when you are relatively new to the SAP sphere should not be daunting. Many of our consultants have lived throughout upgrades and bring you that experience.

A PAY-AS-YOU-GO RESOURCING SOLUTION

Our **SmartDelivery** solution gives our customers access to highly experienced SAP expert consultants.

This easy and flexible access to a vast pull of SAP expertise facilitates an efficient knowledge transfer to your internal resources. Your training investment is reduced and optimised while you ensure your workforce is rapidly and appropriately trained in SAP products and methodology.

With the **SmartDelivery** solution, you can delay the creation of a consulting group and focus on sales. Relieved of the constraint of maintaining a strong consulting arm, you can concentrate on a rapid solution penetration strategy in the market.

SMB SOLUTIONS

SMB Solutions (SMB) is the dedicated SAP consultancy and software services division within SMB Group Ltd, with business activities in the UK and Overseas. Our target market is the SAP SME market place including subsidiaries of larger organisations. We work directly with mid-enterprise customers as well as SAP SME Divisions and the SAP Partner community.

SMB understands the needs of mid-enterprise companies and their business system requirements. Our approach means that we work in partnership with them to ensure that the solution delivered is in line with their needs and the implementation process has minimum impact on business operations.

Additional consulting and software solutions are available from SMB Group. For further information please refer to our website at www.smbolutionsgroup.co.uk or e-mail: info@smbolutionsgroup.co.uk