



QUICK FACTS

Company

- Name: Compass Pharma Services LLC
- Location: Clifton, New Jersey
- Industry: Consumer products
- Products and services: Make-to-order packaging for leading pharmaceutical companies
- Employees: 200
- Web site: www.compasspharma.com

Challenges and Needs

- Inability to optimize production planning to minimize asset downtime
- Numerous time-consuming manual activities
- Disparate systems and disconnected processes unable to support growth and business change

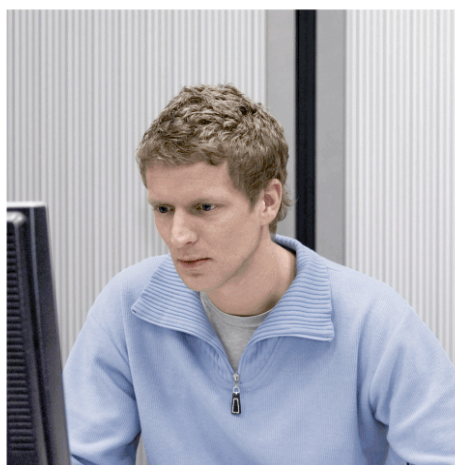
Why SAP® Business ByDesign™

- On-demand hosting model that lowers IT investment
- Flexibility and scalability to support new business lines
- Complete solution that will increase efficiency of overall operations
- Intuitive user interface and built-in learning environment for rapid adoption
- Greater visibility into sales and orders for efficient production planning

“We see SAP as a very important partner in our future growth and are excited to be one of SAP’s first SAP Business ByDesign customers.”

“SAP has done a tremendous job of translating our business requirements into an easy-to-digest business flow within SAP Business ByDesign – it’s clear that SAP really took the time to understand how smaller businesses think and operate.”

Kevin Flanagan, CEO, Compass Pharma Services LLC



QUICK FACTS

Company

- Name: Sunflower Corporation
- Location: Boulder, Colorado
- Industry: High tech
- Products and services: Natural and hybrid lighting systems
- Web site: www.sunflowercorp.biz

Challenges and Needs

- Complete, on-demand business solution that will put processes and best practices in place for aggressive marketing and manufacturing ramp-up following finalization and approval of the initial product
- Support for continuously evolving business operations and processes

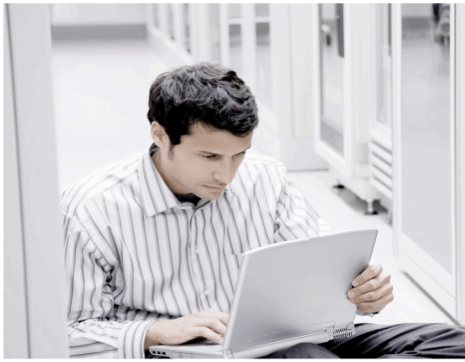
Why SAP® Business ByDesign™

- Low cost of ownership with on-demand software, volume knowledge transfer, built-in learning environment, and automated service and support
- Visibility into customer relationship management, logistics, and production to support management reporting and analysis across the entire business
- Ability to adapt and scale as business processes change and the company grows
- Easy deployment, maintenance, and configuration, with lean IT resources

“We want to be sure that the software we invest in will meet our needs today, as we first go to market, as well as down the road, when business is off and running. SAP Business ByDesign gives us an integrated solution that spans all our business needs and has the flexibility we need to expand. It doesn’t lock us into where we are today; like our lighting systems, it will continue to enable opportunities for productivity and efficiency for many years to come.”

Peter Novak, CEO, Sunflower Corporation





QUICK FACTS

Company

- Name: MindWorks Inc.
- Location: Broomfield, Colorado
- Industry: Professional services
- Products and services: Developing and supporting SAP® enterprise software solutions
- Revenue: US\$14 million
- Employees: 25 plus 40 to 50 outside contractors working on projects at any one time
- Web site: www.mindworks.com

Challenges and Needs

- Rapid growth: 2 years on regional list of 100 fastest-growing companies
- Complex professional services business model: 70% of work contracted for delivery; more than 5,000 external contractors in database
- Insufficient visibility into project profitability and external contractors
- Project data in separate silos, limiting the capability for integrated analytical, reporting, and billing functionality
- Inefficient data entry processes across geographically dispersed offices with limited IT resources

Why SAP® Business ByDesign™

- Built-in analytics give better visibility into projects, external contractors, customer relationship management, financials, and business data
- Interconnection of crucial information and processes with integrated solution
- Integrated budgeting and reporting functionality
- On-demand hosting for low total cost of ownership
- Scalable, flexible, and extensible solution to accommodate growth

“With SAP Business ByDesign, we have the ability to improve our current business process efficiency, analytical reporting, and billing functions – along with the flexibility to adapt and take advantage of our great opportunities for growth in the future.”

Dan McNerney, CEO, MindWorks Inc.



QUICK FACTS

Company

- Name: WIMA Spezialvertrieb elektronischer Bauelemente GmbH & Co. KG
- Location: Berlin, Unna, Aurich, and Mannheim – Germany
- Industry: High tech
- Products and services: Plastic film capacitors, paper capacitors, and supercapacitors
- Web site: www.wima.com

Challenges and Needs

- Competition driving the need to cut costs and accelerate production times
- No transparency into costs
- Fragmented production, procurement, and supply chain processes
- Lack of process integration geographically and functionally

Why SAP® Business ByDesign™

- A single, complete, on-demand solution that unifies the IT landscape
- Support for integrated, end-to-end processes to enable geographically distributed employees to work as a unified team to achieve business objectives
- Access to centralized data and built-in analytics for complete cost transparency and targeted cost cutting
- Flexibility and scalability to support change, agility, and growth

“To WIMA, SAP Business ByDesign is attractive for a number of reasons. First, we trust SAP; its reliability and use of best practices are well known. Second, SAP Business ByDesign will greatly simplify our IT landscape, giving us a single integrated solution instead of many separate pieces and clear visibility across our entire business. We’re impressed by how flexible and extensible the solution is – fully supporting our ability to adapt quickly to market conditions and increase competitiveness.”

Wolfgang Westermann, CEO,
WIMA Spezialvertrieb elektronischer Bauelemente GmbH & Co. KG

