Delivering "Best Fit" Solutions for YOUR company



Ανδρέας Ξηρόκωστας Διευθυντής Πωλήσεων SAP Hellas

Growth is Top of Mind



Q.

How important are the following goals over the next 12 months?

Was Now

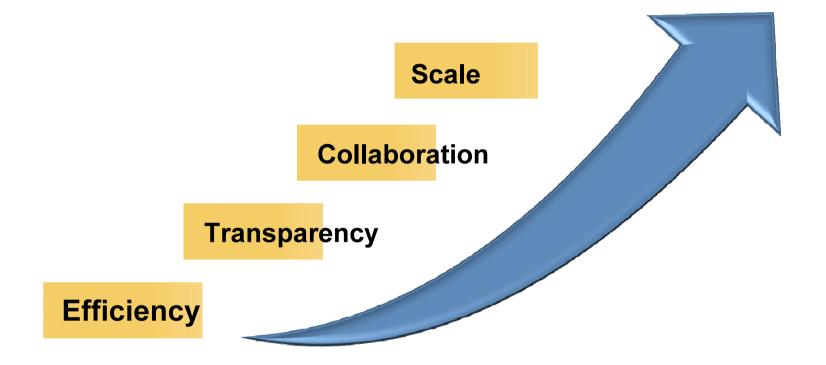
- 4.
- 1. Sales/Revenue growth
- 2. Reach new customers
- 1. 3. Improve customer service/retention
- 6. 4. Increase profit margins
- 5. 5. Increase market share



Sources: 2006 + 2008 BusinessWeek Market Advisory Board SME Surveys

Leveraging IT as the Foundation for Growth





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Firms that implement ERP systems experience 10% greater labor productivity, 15% higher asset utilization than firms that do not.



Sinan Aral, MIT Sloan School of Management, Based on a 10-year study of 700 SME companies

However, Many Still Face Dilemmas & Compromises





Wait...

- Outdated solutions become barrier to growth
- Cheapest, fastest way to go to market



Try "Off-the-Shelf"

- Vendor typically takes "One size fits all" approach
- Change your unique practice to fit how the software works



Custom Build It!

- Costly to build, maintain and support
- May not fit your new business needs / condition

SAP's Strategy to Serve Customers



Tailored to BEST FIT your needs,



The SAP Portfolio Tailored to BEST FIT Your Needs.. Now and in the Future







The Way You Do Business

- Designed specifically for Small and Midsize companies
- 1,000+ industry solutions, built w/ proven best practices



Your Budget and Timelines

- Flexible pricing models and financing to fit your budget
- Go live within weeks w/pre-defined processes and scope



Your IT Infrastructure

- On-premise or on-demand deployment
- Easy integration leveraging enterprise SOA



The Way Your Employees Vork

- Business intelligence capabilities for every business user
- Intuitive and easy to use, requiring minimal user training



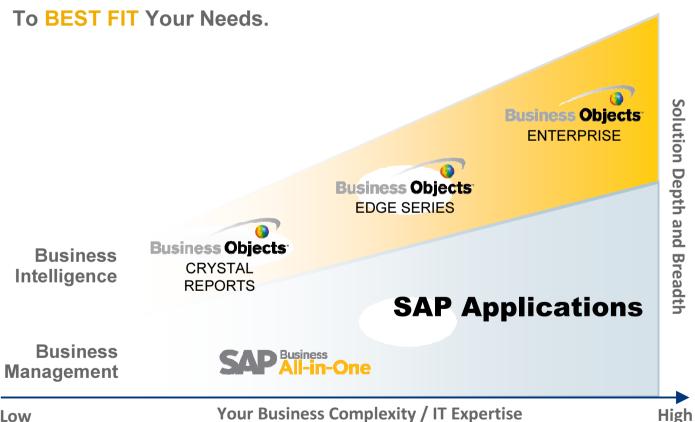
Your Future Growth Plans

- Start small and add new capabilities as you need them
- 35 years of experience helping businesses grow

What Does SAP Portfolio Offer?



A Comprehensive Portfolio of Business Management and Business Intelligence Solutions



Tailored by local partners to fit your unique needs



"SAP is flexible and easy to use"

"SAP has unparallel depth of functionality"

"SAP provides holistic & accurate business insight"

Thank you!

