

Quick Guide: How Channel Partners build Business All-in-One Solutions?



Applies to:

This paper elucidates the salient features on how the SAP and its Channel partners together develop the vertical solutions for the SMB segment. These vertical solutions that have been put up by the Channel partners and SAP together transform into a “SAP Business All-in-One solutions”. SAP All-in-One solutions in turn enable other midsize companies to benefit by the lessons learnt from thousands of leading companies across all industry segments.

Summary

Most of the midsize companies rely on primitive systems that lack business integration from the logistics and finance perspective. These disjointed systems can be a serious impediment to the organization’s success. More so, the organizations non affordability to invest on the sophisticated IT systems is also one of the daunting parameters that inhibit the company to attain its true objectives. In these confounded situations only SAP can help. SAP along with its Channel partners has devised and designed a comprehensive solution to accommodate proven business processes with deep industry specific functionalities that can be adapted to meet the unique and changing business needs of midsize companies in an affordable and predictable manner. These solutions are termed as SAP All-in-One solutions. These solutions are tailored to address core business software requirements of the most demanding midsize organizations in all types of industries and across all geographies. SAP All-in-One solutions are consumption ready or best fit to any particular midsize company with no or very less configuration unlike the configure-to-need syndrome. To build these All-in-One solutions SAP provides its Channel partner a unique platform blended with tools and methodologies called “Vertical Solution Development kit” (VSDK).

SAP Business All-in-One provides midsize companies with a single, seamless integrated ERP solution. It provides comprehensive support for basics like financials, order management, purchasing and other deep industry specific process. The built-in experience of SAP, its partners and its customers help to optimize all facets of business without distracting from the core focus. The main advantage of the built-in analytic applications enhances visibility across the company.

Designed to overcome the complexity of traditional ERP implementations, SAP Business All-in-One solutions include deployment accelerators and support for preconfigured business scenarios that facilitate fast installation and personalization of the solutions.

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Introduction to VSDK

The Vertical Solutions Development Kit (VSDK) is an integrated toolkit and methodology that provides a "one-stop shop" for partners who need development guidance from SAP. The methodology and tools are designed to speed up the development process and completion of deliverables for qualification. The roadmap of VSDK comprises different phases like Initialization, Knowledge preparation, Solution Development, Post Development and Sales and Service. All through these phases VSDK clarifies vividly to the partners on how to develop a vertical solution for the SMB.

Initialization: Become a my SAP All-in-One partner

This phase is the inception stage in the business solution development. SAP provides constant support to its Channel partners to develop industry specific solutions that focus on the small and medium size businesses. To guarantee high quality, the partner must invest in the development of solutions that are based on SAP Business Suite or SAP Best Practices. SAP has created a certification process to the partners in order to deliver sophisticated and world class business solutions to the SMB market. SAP assists its Channel partners in the Customer engagement Lifecycle process to ensure both brand awareness and lead generation. Consequently, the partners obtain the Channel Partnership Agreement with SAP.

Knowledge Preparation: Learn How to Develop Vertical Solution

This phase explicitly mentions on how to develop and qualify a solution if the partners want to use the SAP All-in-One Solution branding. Partners can start to develop the vertical solution only after attaining the Channel Partnership Agreement. SAP recommends attending the workshop 'How to build a solution' so that partners get a big picture of the solution development which in turn aids to begin the actual development cycle.

Development/Localization Scenario Selection

Scenario selection is a lynchpin phase in VSDK roadmap. Development of the vertical solution includes the following parameters that have to be determined to define development procedure- Development type, Development Method and Foundation for Development. Different development scenarios have different development procedures for the partners to follow.

Development type is the actual development objective which includes:

- Development of a new solution
- Enhancement or upgrade of an existing solution
- Localization of an existing solution only for legal requirements of a specific country

Foundation for Development is the foundation of the solution development. SAP recommends not to develop the solution from scratch in order to reduce the development effort.

- SAP Best Practices
- Other pre-configured solution
- Partner's own solution

Development Method is the most significant factor which defines the development procedure. Partners can decide on the development method using Building Block methodology or Non-Building Block methodology. Building Block methodology is used by SAP Labs to deliver the Best Practices. Partners can make a final decision about development method according to the actual situation.

Post Development

After the completion of the development of the vertical solution SAP qualifies the solution based on the qualification guidelines. Therefore it is important for the partners to check the guidelines to make sure that solution has met all the requirements. SAP provides a BOM list according to which the partner has to submit all the deliverables as per the required format.

Sales and Service

Consequently, having packaged the vertical solution partner move on to the marketing, sales, service and maintenance cycle. SAP will support the partner during all these areas.

Objective

To present and share the experience of Intelligroup that demonstrated its expertise in building a SAP All-in-One solution for Live Stock industry vertical. At this moment the Live Stock vertical constitutes the Feed Manufacturing and integrated Poultry breeding business lines.

How Intelligroup attained BAIO status in SAP Mena?

Intelligroup started the journey of building All-in-One solution with the Channel Partnership Agreement from SAP MENA. The SAP/ Partners relationship is a reciprocal one and SAP helps its partners during the development of whole solution lifecycle through VSDK methodology. During the "Initialization" phase there was an interaction between SAP and the Intelligroup Sales team in order to get the business plan qualified. At this juncture SAP explained Intelligroup what exactly it required from SAP All-in-One solution.

Intelligroup then moved to the next step in the VSDK roadmap – "Knowledge preparation" to understand the tools and technologies that has to be applied during development of solution. There are several presentations and tutorials provided by SAP's VSDK kit which enabled Intelligroup to have a thorough approach in designing the solution.

The next stage in the development procedure of the solution was very critical as Intelligroup had to decide on the parameters on which the complete solution has to be designed. Intelligroup went ahead to select the 'Development type' to be a new solution as it planned to deliver a unique and complete package in the Live Stock segment with emphasis on the Poultry business line. Intelligroup has implemented SAP ECC6.0 to one of the Poultry Manufacturers and having had this expertise it focused to build a vertical in this specific domain. Eventually, the foundation of the solution development could be related to Partner's own solution. Intelligroup followed the Building Block method as recommended by SAP. Building Block method is a systematic detailed method which requires greater development time and effort and also initial investment of partners during the first development cycle. However in the long term, the Building Block method is more cost effective and will save time when continuously having to refine your solution for different customer implementations and the development of new solutions for different industries. This solution catered to the needs and the requirements of Poultry manufacturers. Many custom built transactions and reports were tailored according to the requirements of this business line.

Development Type	Development Method	Foundation for Development
New Solution	Building Block Methodology	SAP Best Practices
Enhancement/Upgrade of an Existing Solution	Non-Building Block Methodology	Pre-Configured Client
Localization of solution per Legal Requirements		Partner's Own Solution

Subsequently, during the 'Post Development' phase Intelligroup presented the solution to SAP for the qualification and got the stamp of approval. As Intelligroup has made use of the guidelines in the preceding VSDK phases it was well prepared for this moment and was able to proceed through the qualification process quickly without any hassles. During this process Intelligroup also assembled and submitted all the deliverables requested by SAP.

Once the solution has been successfully packaged and parceled, attention turns to the final stage in the VSDK roadmap – Sales and Service. The aim of this phase is to increase the effectiveness of the Intelligroups sales and marketing efforts through SAP collaboration for this particular industry vertical.

Value Proposition of Intelligroups BAIO Solution

- Poultry specific best practices to streamline end to end process (Farm to Fork cycle)
- Framework that is 70% done & then focus on the 30% that's unique
- Flexibility & Re-usability of fully Pre-configured prototype
- Visibility into transactions
- Cost and risk reduction
- Time Savings (12-16 weeks) including the Go-Live support phase
- Incorporate world-class business practices
- Tailored to the industry needs (designed in accordance with the requirements of Poultry manufacturers)

Related Content

www.service.sap.com/smb-developmentkit

<http://www.sap.com/solutions/sme/businessallinone/index.epx>

http://www.2020software.com/products/SAP_Business_All-in-One.asp

For more information, visit the [Business Process Expert homepage](#).

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