

B4 ProSuite™

SAP Business All-In-One for Professional Services

b4 consulting
we're all about your business

The Challenge

Today's business climate of fierce competition and well-informed customers makes it difficult to maintain market share - let alone grow your business. Professional services clients want smaller fixed-price contracts, which translate into project and delivery risks for you, as well as tighter margins. At the same time, global competition is forcing prices down and narrowing margins.

To succeed, you need to increase operational efficiencies and tightly control project-related costs. You also need to hire and retain the best people - as well as ensure project efficiency, optimize resource utilization and streamline processes for new-business development. Detailed time tracking and accurate billing are crucial, as is the need for greater visibility across the business.

The Solution

As small and medium enterprises grow, it is important for them to remain flexible and responsive to change. Their business management software must:

- Meet current and future business needs
- Be affordable to acquire, implement, and maintain
- Reflect best practices to ensure that companies leverage industry "lessons learned"

SAP® Business All-in-One solutions meet these criteria - and more. The modular portfolio of offerings is quick to deploy and easy to manage – yet can be augmented and reconfigured as business needs change. In addition, it is affordable with a low Total Cost of Ownership (TCO).

B4 ProSuite - Solution Scope

B4 ProSuite, an SAP Business All-in-One solution for Professional Services, is for business, engineering and technology services companies. It supports three key services areas: Professional Services Delivery, After Market Service, and Core Integration Processes.

Professional Service Delivery

Professional Services Delivery provides comprehensive capabilities for selling, planning, delivering and billing project-based services. You can create, structure, and staff projects with the right resources; manage complex service delivery; execute projects on time; and monitor quality requirements and contractual specifications.

Project timelines, scope, and staffing changes are handled through integrated project controlling. Engagement Management processes enhance service delivery: contracts align with customer agreements; times and expenses are recorded; and services can be priced and billed in various ways.

After Market Service

After Market Service tools enable service organizations to deliver world-class customer support including tactical and strategic service planning, service administration, transactional support, and operational and financial analytics. Service execution across the enterprise is integrated to create streamlined business processes for activities such: as budgeting; resource and product planning; field service; install management; customer self-service; spare parts management; market insight; and multi-channel campaign execution and measurement.

Integration Processes

Integration Processes comprise core enterprise applications required to run your business, including:

- Financial Accounting
- Consumables Procurement
- Business Planning

SAP and B4 Consulting – the Right Partners for Mid-sized Companies

With over 30 years experience in all types of industries and more than 15,000 small- and medium-sized customers worldwide, SAP is the best choice for organizations looking for a cost-effective and flexible solution. SAP Business All-in-One solutions are based on SAP ERP and include software functionality for Financials, Corporate Services and Operations and best business practices.

B4 Consulting, a gold-level SAP Channel Partner, is the right implementation partner for your B4 ProSuite solution. B4 Consulting enables small and mid-sized enterprises to solve their fundamental business and IT issues and derive optimal value from their SAP solutions. With B4 Consulting implementing B4 ProSuite, your business will realize:

- Reduced implementation time
- Reduced TCO with modular deployment
- Optimized business processes with preconfigured solutions
- Improved decision making and better visibility across the entire enterprise
- Long-term value with a trusted, global industry leader

To learn more about B4 ProSuite, contact:

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