



B4 Consulting accelerates the time to value of your SAP solution with SAP Best Practices. Pre-configured SAP Best Practices are built on real-world experience with hundreds of EC&O companies around the world.

With SAP Best Practices, 80% of your business needs are addressed so that B4 Consulting can focus on configuring the 20% of those business processes that differentiate your company. Our expert consultants have implemented SAP across business segments spanning commercial construction, general contracting, homebuilding, design/build, and engineer/ procure/construct.

The B4 Consulting team's experience at companies such as ABB, Alstrom, CTI Interiors, Jim Walter Homes, John Laing Homes, Kiewit Construction, and Raytheon will optimize your solution while reducing implementation times and costs.

SAP® for Engineering, Construction & Operations

Project-centric ERP Solution for EC&O

Engineering, Construction and Operations (EC&O) companies such as – general contractors, commercial builders, and heavy equipment operators – have always coped with the daily challenges of bad weather, unreliable subs, and supply shortages. Today, these challenges are increased by fierce competition, government regulations, materials volatility, shrinking skilled-labor pools, and inefficient use of project resources and materials.

Regardless of these challenges, at the end of the day you are charged with delivering a project on-time and on-budget while maximizing your productivity and profitability. This environment demands a single, proven and safe platform for collaboration, business process integration, and end-to-end project management. SAP and B4 Consulting deliver with SAP for EC&O.

A project-centric Enterprise Resource Planning (ERP) solution with SAP for EC&O you can:

- Integrate disparate systems for estimating, bidding, procurement, scheduling, and job costing
- Maximize productivity and profitability of project resources, including materials, equipment, and labor
- Leverage technology to strengthen collaboration among owners, designers, subcontractors, and suppliers
- Manage project-based procurement and logistics
- Improve business visibility to mitigate operational and financial risks

SAP for EC&O is delivered and implemented by B4 Consulting, a 100% SAP-centric professional services consultancy. We accelerate the time-to-value of this SAP solution with SAP Best Practices for EC&O.

Project-centric Platform for the EC&O Lifecycle

SAP for EC&O handles, on a project basis, bidding, planning, staffing, executing, milestone billing, and reporting. The solution helps ensure projects are created, planned, and staffed with the appropriate resources; complex service deliveries are managed; and associated projects executed within a given time-frame — all while monitoring quality requirements and contractual specifications.

This single-platform for EC&O lifecycle management standardizes and automates activities such as:

- Receipt of RFQ from building operator
- Creation of a project upon decision to bid
- Generation of Contract, upon project award
- Agreement on milestone billing
- Bid requests for sub-contracted phases of construction work
- Awards of bids to sub-contractors and purchase orders
- Purchase orders attached to project schedule
- Billing of milestones achieved
- Settlement to General Ledger

Future-proof Investment

SAP invests close to \$2B annually in R&D -- this means your SAP solution is continually enhanced to align with your needs. The solution delivers real hard-dollar savings in areas such as material and labor costs, cash management, and after-market revenue growth. These hard-dollar savings are multiplied by savings in indirect labor costs, improved equipment and tools utilization, increased productivity, and enhanced back-office operations.

SAP Best Practices Implementation

B4 Consulting is expert in accelerating the time to value of SAP for EC&O by implementing your solution with SAP Best Practices. This approach gives you an affordable, enterprise-class solution that features:

- Rapid Implementation
- Accelerated Rollout Based on Proven Methodologies
- Fixed Cost Determined by User Count
- Product Configuration Based on Baseline Package
- Optional Offerings such as Equipment Tool Management, Business Analytics & Multi-Country Support
- Implementation by B4 EC&O Domain Experts

SAP and B4 Consulting – the Right Partners for EC&O Companies

With more than 35 years of cross-industry experience with over 105,000 medium-sized customers worldwide, SAP is the best choice for organizations looking for a cost-effective and flexible enterprise solution. And, B4 is the *go-to* partner of choice for EC&O, integrating business processes and technologies globally for customers who want enhanced results from their SAP solutions. Dedicated to mid-market companies and large enterprises with subsidiaries, B4's EC&O expert team offers comprehensive services for Business Performance Management, Implementation and System Integration, and ongoing Application Management.

Contact B4 Consulting – we're ready to help you grow your business with SAP for EC&O.

b4 consulting®
we're all about your business

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