



SAP Business All-in-One

INTRODUCING G3G ALL-IN-ONE



"This has been a transformational project. We now have a proper end-to-end system from procurement to materials. We're excited to see what else we can do with the solution!"

Richard Glasspool, Director,
OGN Group

"G3G has come up with practical solutions to have systems and reporting up quickly in the most cost effective and resilient manner".

Jonathan Simpson, Group
Finance Director at Semperian
PPP Investment Partners

"Formulating a close partnering approach with OGN enabled a rapid implementation timeframe of 16 weeks. This exceeded expectations from within the business."

"We required a robust and scalable solution that could manage all our costs and materials. We selected SAP because it was clear it could deliver this for us."

Richard Glasspool, Director,
OGN Group

What is All-in-One?

All-in-One is a proposition from SAP which is built on top of SAP's flagship ERP product. It takes over 40 years of implementation experience and best practice processes, and delivers a more "out of the box" solution which has been designed for the mid-market, by significantly reducing the implementation time and therefore the time to benefits realisation.

This gives mid-market organisations access to the world's leading ERP solution for an affordable entry point.

"Saying we have SAP inspires confidence in our clients."

Richard Glasspool, Director, OGN Group

What is provided by G3G?

Whilst the All-in-One templates provided by SAP enable a more "out of the box" approach G3G has extended these templates by pre-configuring additional processes to enable a significantly higher percentage fit with the out of the box solution. These template extensions are common across all G3G customers, and enable a true "packaged software" approach to the project engagement.

In addition to the **G3G All-in-One template extensions**, G3G incorporates a unique **Rapid Deployment Approach*** designed specifically for mid-market All-in-One deployments which are often constrained within a cost conscious and business case centric environment. The collective G3G implementation experience and SAP's best practice is coupled with the G3G Rapid Deployment Approach to enable organisations to navigate through the entire process of ERP selection and implementation

*The G3G Rapid Deployment Approach incorporates elements of SAP's own ASAP Focus methodology

G3G All-in-One Approach Overview

Before starting your assessment of SAP, it is essential that you understand the philosophy behind G3G's Rapid Deployment Approach – the focus of the approach is getting customers to adopt standard processes and the associated system configuration first – before changes are requested to accommodate customer specific requirements. This approach leads to a reduced total cost of ownership of the All-in-One solution and ensures that developments tailored to your specific needs are only requested once you have a complete understanding of the standard functionality available with the SAP solution.

With more typical ERP implementations within super-large organisations a detailed design is first undertaken after comprehensive business requirements gathering and documentation has been completed. This adds cost and results in a project that is not viable for the midsize enterprise as it is simply too expensive. The use of best practices and our implementation expertise allows a pre-existing scope to be delivered. In essence, we are following an "Assemble to Order" approach, not an "Engineer to Order".

By staying focussed on delivering the agreed scope within the accelerated timeframe, you have a significantly reduced risk and shortened time frame that minimises disruption to your business. The best practices we provide direct you toward a more process-based view of your business and this forms a solid foundation for future improvements.

The benefits of this approach can be expressed in three areas: Quality, Time and Cost:

- Quality, because we implement a tried and tested set of industry best practices which undergo continuous improvement, and we follow a tried and tested implementation approach

- Time, because the installation of best practice means the project team do not spend any time building the system, which significantly reduces the timeframe. The time they do spend with you in training is based on existing documentation, and data migration is based on existing migration tools
- As a result, Cost is significantly reduced – the cost related to a shorter implementation timeframe and the cost related to a reduced error rate arising from a better quality solution

During the engagement occasions will arise where customers are tempted to introduce new requirements. It is very important to limit these and focus on delivering the foundation that comes from the pre-determined scope. Once the foundation has been delivered, further improvements can be made with lower risk and less effort than would be the case if these improvements were addressed in the initial implementation.

Based on previous experience G3G's approach starts well before terms are agreed and contracts have been signed. Many customers suffer from being "sold" something that is very different to what the project team arrive to deliver. The G3G process is a single process that covers both Evaluation and Implementation; this gives you confidence in the delivery team, as they are engaged in a pre-sales capacity as well as total clarity and alignment of what you expect, and what G3G is contracted to deliver.

"Our partnership with G3G is key to maximising Sony Music's return on SAP technology. The business understanding and technical excellence that G3G brings has allowed us to realise the benefits one would expect from an SAP investment and extend it even deeper into our core, mission critical business processes."

Miles Braffett, Chief Information Officer, Sony Music



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