



SAP Solution for Metals Companies

Dell Services combines proven experience with SAP technology to help metals companies improve inventory management, reduce operating costs, and improve profitability with an SAP solution based on metals industry best practices.

To run a successful metal production business in today's complex marketplace, business leaders must have access to accurate, comprehensive information. But for companies that have grown through acquisition, the continuing use of different financial and procurement systems from recently acquired business units can make enterprise-wide integration and viewing of data difficult — if not impossible. To control costs, optimize operational efficiencies, and improve profitability, business leaders need real-time visibility into the information driving their business.

Get a solution tailored to your business needs

Based on lessons learned from years of developing and implementing ERP solutions for industry-leading manufacturers and in close collaboration with SAP, Dell Services has successfully implemented SAP software solutions at numerous U.S. metals companies, both large and small. Through this experience, we have developed a proven approach to make implementations highly predictable for our customers while providing the high degree of customization their businesses require.

Enjoy predictable results at a predictable price

To enable metals companies to reap the benefits of an SAP solution as quickly and easily as possible, Dell Services has developed a pre-packaged solution based on SAP 6.0. The Dell Services SAP solution provides an optional 16-week, fixed-cost base implementation that combines proven metals business processes, software, user role documentation, target metrics, target data templates, testing material, and training materials tailored to the specific requirements of the metals industry. Dell Services can also provide additional customization services based on specific customer needs.

Our base Dell Services SAP solution provides a strong foundation of features and functionality that take advantage of efficient industry best practices and processes and provide greater control of extended supply chains, closer customer collaboration, more efficient inventory management, and greater visibility of key financial indicators and accountability processes. All of this rich functionality greatly enhances any organization's Business Intelligence (BI) initiatives.

To help deliver the results you expect, Dell Services has a fully staffed, experienced SAP metals team that includes seasoned process consultants, architects, and technologists. Combined with our proven onshore and offshore applications and infrastructure solutions teams, Dell Services has a full range of capabilities to help your metals business achieve and sustain success.

At A Glance

Working with SAP, Dell Services has developed an out-of-the-box, preconfigured installation of mySAP specifically for fabricated metals manufacturers, enabling fast, easy, and cost-effective implementation of the SAP industry-leading ERP solution based on industry best practices and processes.

The Dell Services SAP Solution for Metals Companies includes:

- Business and Process Consulting
- Technology Architecture Planning
- 16-Week Base Implementation Option
- Data Templates
- User and Technical Training

Dell Services can help you design, implement, and manage your enterprise-wide SAP implementation. Our experience as a leading technology and systems integrator means you get the results you need at an affordable price.

The Dell Services SAP Solution for Metals Companies offers:

- Efficient user execution of processes
 - » Streamlined user interfaces for sales order capture, production order management, production data recording, linking of inventory with shipments, coordination of shipments across internal and external locations, coordination of outside processors, customer claims, and supplier claims
 - » Automated validation and balancing of recorded production results and third-party shipping transactions
 - » Graphical association of input and output batch numbers for production operations with multiple inputs and multiple outputs
- Efficient control of an extended supply chain
 - » Flexible, timely sourcing
 - » Cross-plant order promising (available to promise) without need for APO implementation
 - » Streamlined and sequence-controlled shipping and receiving processes for inter-plant, outside processor, and outside warehouse movements
 - » Baseline and add-on functions to automate reconciliation of multiple units of measure across order capture, purchasing, production, material management, shipping, and billing
 - » Support for international accounting requirements
 - » Automatic currency conversion
- Customer collaboration services
 - » Focused management processes for customer consigned and customer allocated inventory
 - » Metals planning and scheduling processes suitable for integration to electronic customer demand information
 - » SAP new product introduction collaboration framework
- Strategic use of inventory
 - » Streamlined cross docking
 - » Visibility of third-party inventory for planning purposes
 - » Add-on capability associating intermediate material forms, including by-products with end-item demand
 - » Automated cross-plant inventory planning based upon visibility of actual inventory and demand at each site
 - » System assisted production order optimization and combination to ensure valid characteristic-based input batch selection and minimized scrap
 - » Metals-specific adjustments to demand planning and material replenishment processes (MRP)
- Timely and accurate visibility of profitability and related accountability processes
 - » Standardized multisite fabricated metals key metrics, metric analysis processes, and accountability processes
 - » Order entry display of past sales, past margins, prices, and lead time information
 - » Key exception reports and management processes highlighting past due sales orders, past due shipments, past due production orders, past due purchased items, shipped not billed, largest purchase price exceptions, production plan vs. actual, inventory days of supply exceptions, and exceptions for contribution margin vs. plan
 - » Management analysis best practices for cost and profit analysis across selling, producing, and warehousing sites
 - » Baseline and add-on options available to support P&L reporting for customers, products, product lines, regions, etc.

For more information about any of our service offerings, please contact your Dell representative or visit dell.com/services.



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Dell Services is a North American
Services Partner, my SAP Services
Partner, and Certified ASAP Partner.