



CONSENSUS INTERNATIONAL

SAP® RAMP-UP SAVES TIME AND REDUCES RISK FOR SAP BUSINESS ONE RESELLER

“I’d definitely recommend SAP Ramp-Up to any other company in a situation like ours. . . . The early access gave us a three-month head start selling the product – a real competitive edge.”

Andres Castrillon, President,
Consensus International

QUICK FACTS

Company

- Name: Consensus International
- Location: Doral, Florida
- Industry: Professional services
- Products and services: Implementation and support services for the SAP® Business One application
- Employees: 4
- Web site: www.consensusintl.com
- Implementation partner: In-house

Challenges and Opportunities

- Implement IT necessary to run a start-up company
- Gain the necessary understanding of the software to sell and support it effectively
- Standardize on a single version of the software for internal use and resale
- Get a head start in sales

Objectives

- Ensure a fast and easy implementation
- Quickly become proficient in using the software
- Minimize risk of missing schedule, exceeding budget, or failing to meet usage needs
- Guarantee access to SAP developers and executives
- Keep costs low

SAP Solution and Services

- SAP Business One
- SAP Ramp-Up program

Implementation Highlights

- Accessed latest release of SAP Business One prior to its general availability (via SAP Ramp-Up)
- Completed implementation in 2 months, meeting all schedule and budget goals
- Received immediate attention from SAP Ramp-Up team
- Realized rapid knowledge transfer via SAP Ramp-Up

Why SAP

- Comprehensive functionality for running operations
- Ease of implementation
- Strong foundation for the company’s business
- Extra resources and support available through SAP Ramp-Up

Benefits

- Got the business up and running quickly
- Fulfilled all functionality requirements
- Avoided the need to learn and track multiple software versions
- Gained a 3-month head start going to market

Third-Party Integration

- Database: Microsoft SQL Server
- Hardware: HP
- Operating system: Microsoft Windows



As a start-up reseller of the SAP® Business One application, Consensus International needed to get its business up and running with the software as quickly, easily, and safely as possible, while gaining the familiarity necessary to successfully sell and support it. The SAP Ramp-Up program helped the company satisfy all of its objectives by providing early access to the latest version of SAP Business One and by ensuring thorough knowledge transfer and direct contact with SAP developers and executives.

Program Provides Early Access to New Release

Consensus specializes in providing SAP Business One and related support to American firms that conduct extensive international business, especially in Mexico and Colombia, where the

“It was very comforting to know that SAP’s developers and executives were there for us and would provide their immediate attention if we needed them. It eliminated the risks that are so often associated with implementing new software and being an early adopter.”

Andres Castrillon, President,
Consensus International

company has sister operations. The start-up’s first step was to implement SAP Business One itself. At the time of the company’s formation, SAP was preparing a new version of SAP Business One, but the general release was not yet available.

“We wanted to expose our personnel to the new version right away, because that’s what they’d be selling and supporting. We also wanted the innovative check register functionality and ease-of-use features for running our business,” says Andres Castrillon, president of Consensus International. “We certainly couldn’t afford to learn and track both versions, but we didn’t want to put the business on hold and wait for the general release either. So we approached our friends at SAP, who offered SAP Ramp-Up as the ideal solution because it allows for early access to new applications. Not only did that solve our problem of having to deal with two versions, but it also gave us a head start on getting ready to sell the product.”

Thorough Knowledge Transfer Eases Implementation

Under the SAP Ramp-Up program, SAP delivered the new version of SAP Business One and offered Consensus a variety of knowledge transfer opportunities – extensive documentation, seminars, workshops, and online help. This enabled Consensus to quickly learn about the new software and its

implementation methodologies. SAP made sure its development staff was available to help Consensus with any issues that arose; it also alerted its senior executives to the project so that they were prepared to give high priority to any escalated issues.

“Implementation was straightforward with all the excellent documentation and training we received, and we needed very little direct help from SAP people,” reports Castrillon. “We had only one occasion where we needed

“SAP Business One is ideal for companies like ours that can’t afford a lengthy, complex implementation. It’s delivering all the functionality we need. We could close our books in a day or two if we had to.”

Andres Castrillon, President,
Consensus International

to ask the developers a question, and they gave us a very complete answer within 20 or 30 minutes. It was very comforting to know that SAP’s developers and executives were there for us and would provide their immediate attention if we needed them. It eliminated the risks that are so often associated with implementing new software and being an early adopter.”

Consensus Gains Three Months Going to Market

Consensus finished the implementation in less than two months, on schedule and within budget, and began using SAP Business One for internal needs such as implementing workflows and managing expenses. "SAP Business One is ideal for companies like ours that can't afford a lengthy, complex implementation," says Castrillon. "It's delivering all the functionality we need. We could close our books in a day or two if we had to."

At the same time, the sales and support staff members began familiarizing themselves with the application and were ready to begin selling it as soon as SAP made the general release.

"I'd definitely recommend SAP Ramp-Up to any other company in a situation like ours," says Castrillon in closing. "The knowledge transfer opportunities enabled us to implement and use SAP Business One with very little help, and the early access gave us a three-month head start selling the product – a real competitive edge. That's one of the reasons why our revenue stream has started out so strong."

50 087 994 (08/01)

©2008 by SAP AG. All rights reserved. SAP, R/3, mySAP, mySAP.com, xApps, xApp, SAP NetWeaver, Duet, Business ByDesign, ByDesign, PartnerEdge, and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and in several other countries all over the world. All other product and service names mentioned are the trademarks of their respective companies. Data contained in this document serves informational purposes only. National product specifications may vary.

These materials are subject to change without notice. These materials are provided by SAP AG and its affiliated companies ("SAP Group") for informational purposes only, without representation or warranty of any kind, and SAP Group shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP Group products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.