WHY CODESTONE FOR SAP

codestone
INSPIRE · TRANSFORM · ACHIEVE
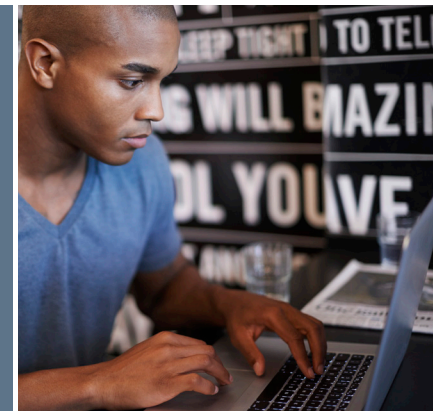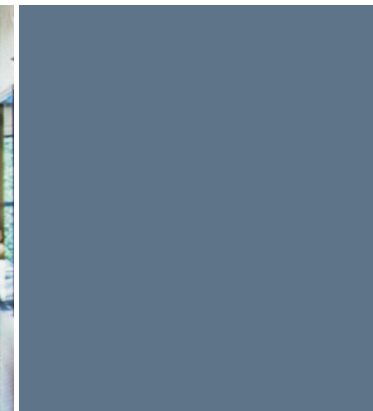
SELECTING THE RIGHT PARTNER

THAT CAN DELIVER ON YOUR BUSINESS NEEDS

Whether you are embarking on a move to an SAP solution or an existing SAP user looking for help in maximising your investment, selecting the right partner is key and can make the difference in unlocking the full potential of your business. In our experience, there are three fundamental pillars that contribute to being the very best SAP partner.

Expertise – across the SAP application portfolio in order to provide the best possible advice on which solutions best meet your needs and be able to tailor the application to deliver a solution that is fully aligned to your requirements.

Experience – from delivering SAP solutions for organisations like yours. Working with other organisations in your sector of a similar size and stage of development enables us to add value in terms of sharing best practice.

Capability – not only in terms of delivery, but in integrating your solution into your business and complementary systems - assisting you in driving user adoption and being there to support you 24x7.

CODESTONE – EXPERTS IN SAP

Codestone was SAP's first Business One Partner in the UK; the first to achieve Gold Status, a Master VAR and has one of the largest dedicated SAP Business One teams in the UK. We now support over 3,000 end-users across more than 300 UK sites and a further 35 international sites.

For almost two decades we have been helping our customers to maximise their investment in SAP solutions. Our expertise extends beyond solely SAP Business One, covering SAP Business ByDesign, SAP HANA, SAP AnyWhere and the broad range of SAP Eco-System Partners.

ERP, and in particular SAP, is in our DNA. We understand every aspect of SAP Business One and SAP Business ByDesign from core financial accounting through to eCommerce, CRM, Stock Management, Manufacturing and Distribution. We also understand how this is best applied in each industry sector including Food & Beverage, Wholesale & Distribution, Chemical, Manufacturing and Retail.

Our expertise also extends to placing SAP in your environment. Our IT Services team help customers to either deploy SAP within their on-premise environment or to deliver SAP as-a-service, fully managed from the Codestone Cloud.

EXPERIENCE

A TRACK RECORD OF SUCCESS

What makes a good SAP consultant is the combination of expertise and experience. Understanding of SAP can be gained in the classroom, but real experience is earned working with clients and successfully delivering many SAP-based projects.

At Codestone we have almost two decades of experience. This spans deployments for small businesses through to large multi-national corporations. It includes many different sectors from Chemical to Manufacturing, from Food & Beverage to Wholesale & Distribution and it covers every element of the business from financial management through HR, CRM, Stock Management, Procurement and Process Management.

However unique you think your specific requirements are, it is highly likely that we have experienced it before and have implemented similar capabilities for other customers.

This wealth of experience enables us to know what good practice looks like and what is possible for our customers to achieve. We not only help our customers to deploy SAP-based ERP solutions, we help them to make the transformational changes that ERP enables. The result is a more efficient, effective and agile business.

OUR APPROACH

STRONG METHODOLOGY, FOCUSED ON CUSTOMER NEEDS

Our approach follows a proven methodology that we know delivers the best outcomes for our customers. It focuses on your needs and how we deliver the best possible solution to meet these needs. There are four fundamental elements to our approach:

Advise – We aim to offer advice from our very first meeting. We take the time to understand your business, your business needs and what you are looking to achieve from a solution. It is through understanding that our experts can then advise on what options are available and more importantly, what solutions would fit best for you.

Implement – We adopt the best of both "waterfall" and "agile" methodologies to manage your implementation. Your proposed solution will be thoroughly documented and supplemented with detailed project plan that clearly defines roles, responsibility and project governance. Our solution specialists will then work with you through implementation, configuration, data migration, training and user acceptance testing.

Manage – Once your project is delivered, you will be in the hands of our highly responsive and competent support team. Our UK support centre is manned 24×7 with SAP and IT infrastructure specialists. We align this service to your needs and to the hours you require, providing technical support, application support and a fully managed service.

Improve – Ensuring that our customers gain the maximum from their SAP deployment and IT infrastructure is a key goal at Codestone. As such, we take the time not just to respond if something fails, but to proactively monitor the usage, adoption and value of the solutions we deliver. Our consultants strive to assist you in continually improving how you use and maximise your investment.

A COMPLETE SOLUTION

AUGMENTED WITH SAP ECO-SYSTEM PARTNERS

With the experience of over 300 SAP-based ERP deployments, we can truly claim to be experienced at helping organisations apply business management and business automation applications. Through this experience we have built-up a broad portfolio of complementary technologies and applications that enable our customers to automate and control every aspect of their business.
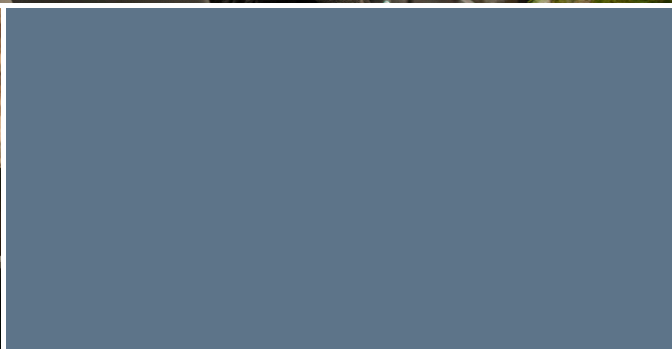
It is our expertise in these eco-partner solutions that enable us to deliver 100% of your requirements and a solution that delivers a real positive impact on your business.

Capabilities we provide through Eco-System partners include:

• **Scanning** – Enable you to control and track purchases from order to payment.

• **Business Process Management** – including workflow management, document automation and multi-channel eCommerce.

• **Usability Package** - providing intuitive end-user tools to tailor your SAP application.

• **Manufacturing** – delivering highly tailored solutions for discrete and process manufacturing.

• **Customer Messaging** – through a fully integrated SMS server and application.

• **Business Applications** – designed and developed for your unique needs.

DEPENDABLE SUPPORT

THERE WHEN YOU NEED IT – 24X7

At Codestone we provide our customers with 24×7 Support and Managed Services from our UK-based Network Operation Centre. With many of our customers running round the clock operations, it is essential that we are there when they need us and not just to take a ticket, but to have highly trained and experienced technicians available to help them.

We offer a broad portfolio of support and managed services across all of the solutions and applications we provide. We recognise that each of our customers are different and therefore enable you to define the service that you need. We then tailor your support and managed service plan delivering the services you need to the defined SLAs in the hours you require covered.

Capabilities we provide through Eco-System partners include:

- **Support** – addressing solutions issues and also answering your 'how to' questions

- **Managed Services** – providing a full administration and service wrap around your SAP solution.

- **Proactive Monitoring** - ensuring that potential issues are identified and addressed before they impact usage.

- **Support Portal** – enabling customers to raise tickets and track progress online 24x7.

- **Change Requests** – taking care of both user changes and system enhancements.

- **Adoption Reporting** – monitoring system usage and how information is flowing through your organisation.

WHY CODESTONE

IS BEST SAID BY OUR CUSTOMERS

"*Codestone have been highly professional in understanding our business needs throughout the whole project. We are confident that if we need any assistance, they will be there and able to help.*"

Gary Parkinson
Sales & Marketing Manager - House of Sarunds

"*It's good to know you've got a partner you can trust and rely on. Codestone implemented exactly what we needed, and they did it on time and within budget.*"

Keith Bilham
Financial Director, Plascoat Systems

"*We looked at a number of things when selecting an implementation partner: cost, capabilities, service and so on, but it was our shared values that made Codestone stand out for us.*"

Peter Scrimshaw
Langmead Farms

WANT TO SEE WHAT WE CAN DO

TALK TO US

If you are considering making the step change to SAP or an existing SAP user looking for a partner who can help you maximise your investment, we would love to talk to you. The best way to truly understand how we tick and the value we can add is to speak with one of our consultants.

They will take the time to understand your business needs and will offer you advice on which SAP solution will best meet your requirements and how Codestone can help you deploy and evolve this solution to positively impact your business.

You can contact the team at Codestone in three ways:

0370 334 4000
enquiries@codestone.net
www.codestone.net

SAP Gold Partner

SAP Business ByDesign™

codestone
INSPIRE · TRANSFORM · ACHIEVE