

Industrial Machinery and Components

How can SAP® solutions enable you to change the game?

With SAP Business Suite powered by SAP HANA®, plus a strong line of business applications and the Web-enabled SAP HANA Cloud Platform, SAP is uniquely positioned to help industrial machinery and components (IM&C) companies compete. SAP software enables IM&C companies to run, grow, and transform their business networks to better serve customers and create new revenue streams.

What do SAP solutions help customers do?

R&D/engineering



Be first to market with innovative new solutions.

Sales and marketing



Enable the sales force to make targeted offers.

Supply chain



Become agile to operate across a global solution-provider network.

Manufacturing



Respond to market demands with high-quality, compliant products.

Aftermarket service



Transform business networks to create new revenue streams.

Key facts

-19% Manufacturing cost
Where production costs and variances are monitored in real time*

-69.5% Lost orders
Where management reviews orders, pipeline, and delivery performance*

What are the benefits?

SAP solutions help you create innovative products and new revenue streams through:

- Faster response to market demands because of efficient engineering and production
- Improved customer satisfaction due to service-based business models and targeted offers

Why SAP?

With more than 40 years of experience in the manufacturing sector, SAP software provides rich line-of-business functionality, manufacturing-specific business networks, and an innovative, cloud-based platform that is integrated into core enterprise processes.

Customers

- ▶ [Schindler Group](#)
- ▶ [Gebhardt](#)
- ▶ [Nordyne](#)

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