



FABRICATED METALS

ForgeOne is a qualified SAP® Business All-in-One Partner Solution preconfigured to deliver the specialized industry functionality fast-growing midsize fabricated metals companies need to speed up product development, manage multiple product lines, automate order fulfillment processes, streamline supply-chain operations and improve customer satisfaction.

A turnkey solution for managing all facets of your fabricated metals business, ForgeOne is delivered to your organization in a way that maximizes flexibility and minimizes your total cost of ownership (TCO). The option of a fixed-cost, fixed-scope implementation reduces risk and accelerates time to value. On-demand software-as-a-service (SaaS) or on-premise delivery options accommodate virtually any budget. SAP Best Practices, based on more than 82,000 customer implementations over 35 years, enable you to quickly address your most immediate operational challenges while laying the foundation for growth.

Based on the world-class SAP ERP application, powered by the SAP NetWeaver® technology platform and incorporating business intelligence (BI) solutions from SAP BusinessObjects™, ForgeOne is offered exclusively by Optimal Solutions, an award-winning SAP consulting firm and trusted SAP partner.

ForgeOne FOR A DYNAMIC INDUSTRY

Today's fabricated metals company operates in a dynamic and challenging business environment characterized by:

- Rapid and dramatic order fluctuations
- Global demand and global competition
- Heightened sensitivity to environmental and corporate responsibility issues
- Ever-changing regulatory/compliance requirements
- Industry consolidation that necessitates flexible infrastructure
- Stringent requirements for providing a safe workplace for employees
- Complex challenges of managing multiple product lines
- Complex, dynamic customer needs
- Relentless drive to speed up order fulfillment cycles while reducing costs

These challenges require a comprehensive, integrated enterprise solution that addresses specific business functionality needs while providing management an overarching view of the entire enterprise.

ForgeOne SOLUTION OVERVIEW

ForgeOne is the only qualified SAP Business All-in-One partner solution available for midsize fabricated metals companies that combines industry best practices with SAP scalability. ForgeOne addresses fabricated metals challenges by providing a comprehensive set of functionalities:

- Business Planning
- Supply Chain Management
- Accounting, Procurement & Logistics Execution
- Order Management & Execution
- Operations Management
- Operational Compliance
- Enterprise Asset Management
- Supply Management
- Enterprise Management & Support
- Customer Relationship Management
- Analytics and Reporting from SAP BusinessObjects

ForgeOne's world-class financial reporting capabilities give fabricated metals managers real-time visibility into the entire financial supply chain and provide C-level execs with an accurate view of the drivers impacting cost and profitability throughout their organization. ForgeOne's integrated financial reporting and operational compliance processes deliver the enterprise-wide visibility and accurate, consol-

idated reporting needed to mitigate risk, correctly align resources and execution with strategic goals, and ensure your company always maintains compliance with legal and regulatory requirements.

ForgeOne provides budgeting, forecasting, operations, project systems and plant maintenance tools needed to successfully manage your current make-to-stock and/or make-to-order fabricated metals product lines while concurrently enabling you to identify potentially rich market trends, quickly adapt your operations, and successfully introduce new products at an optimal price point. ForgeOne provides the visibility and flexibility you need to increase revenue per customer and per channel by enabling faster order fulfillment rates, minimizing lost sales and markdowns, and increasing inventory turnover.

ForgeOne’s advanced functionality covers every facet of operations – from new product development to order management to supply chain planning to product delivery. Product costing and actualization reports track real-time performance. Pre-defined contract-to-cash processes automate the full sales cycle – from contract creation to order fulfillment, transportation, delivery and customer invoicing.

ForgeOne’s supply chain management capabilities ensure supply and demand sync tightly throughout your operations. Automated, standardized business processes cover all core business operations, diving faster fulfillment cycles, lower inventory requirements, reduced working capital requirements, better partner and supplier performance and stronger customer ties. Simply put, it is the most complete solution money can buy.

THE BENEFITS OF AN ALL-IN-ONE APPROACH

COMPLETE, INTEGRATED, SCALABLE BUSINESS MANAGEMENT APPLICATIONS

- Fully integrated business and analytical applications from SAP and SAP BusinessObjects technology
- Support for industry-standard business processes based on SAP Best Practices developed from more than 82,000 customer installations across more than 25 industries
- Investment security based on a robust, secure solution that grows with your business

RAPID, COST-EFFECTIVE IMPLEMENTATION

- Fixed-scope approach reduces risk and accelerates implementation for rapid time-to-value
- Fixed-priced, Software as a Service (SaaS) and subscription-based pricing available
- Significant return on investment documented through Value Engineering

UNPARALLELED EXTENSIBILITY, ADAPTABILITY AND INTEGRATION

- Preconfigured industry solutions for maximum fit and minimal customization
- Out-of-the-box support for practically any job role/function – accommodates your organizational structure
- Solutions that can be extended and modified using the unparalleled power of the SAP Business Suite

MINIMAL ORGANIZATIONAL DISRUPTION

- On-demand options eliminate the need for in-house IT support
- “Start small” approach facilitates adoption while minimizing disruption
- Full-service help desk available to handle user issues

ForgeOne – BROUGHT TO YOU BY OPTIMAL SOLUTIONS AND SAP

A leader in SAP solutions-based business transformation, Optimal has more than 15 years of experience helping companies like yours achieve operational excellence, sustainable growth, and a clear-cut competitive advantage through SAP services and

solutions delivered on time and on budget. Put your trust in Optimal Solutions and SAP – you’ll have the support of two world-class technology providers dedicated to meeting your needs and ensuring your success – now and for the long term.

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