

SOFTWARE PROVIDERS



Accelerated implementation with a fixed price

In today's business environment, software providers must be able to easily process bundled sales agreements in which software, hardware, maintenance and services are grouped into a single order. Software companies need to also automate the revenue recognition process associated with these complex orders. This comprehensive functionality should allow software companies to recognize revenue per GAAP standards and as outlined by the vendor specific objective evidence guidelines.

Fit For Your Business

The SAP Business All-in-One solution for the Software Provider industry is a mid-market solution that incorporates proven SAP Best Practices. This allows for an accelerated implementation approach with a fixed price. The RJT *FIT Series* for Software Providers utilizes SAP Business All-in-One and can be operational in 16 to 20 weeks. Additional scope can be added from the a la carte menu or catalogue also with fixed pricing. The added functionality can be integrated sequentially in phases or simultaneously depending on the customers' needs, readiness, and organizational change and learning capabilities. The phased approach allows functionality to be deployed in controlled release cycles allowing for early realization of ROI and increasingly deploying more functionality with lower risk of business disruption.

RJT'S KEY DIFFERENTIATORS

LOWER COST: Often the lowest cost solution with a customer service strategy to maintain commitment.

FOCUS ON BUSINESS VALUE: By using SAP Best Practices of tried and tested business processes to address customers' pain, opportunity for growth, and business scalability.

INDUSTRY KNOWLEDGE: Understanding the Software Provider's industry needs as exemplified by RJT's successful SAP Business All-in-One implementation at a \$100 million software company in Southern California, on time and on budget.

SOFTWARE PROVIDERS

Customized for the Software Industry

The RJT *FIT Series* for the Software Provider industry is designed to support software development companies with industry specific business processes.

The key industry solutions in the offering are:

- Automated revenue recognition processing
- Enabling VSOE compliance
- Sales of software bundled agreements
- Subscription-based software license agreements
- Software maintenance and support renewal agreements
- Spot consulting with fixed price billing
- Sales contracts with fixed price and time & materials billing
- Capturing software research and development costs

Business Benefits

- Reliable and predictable total cost of ownership (TCO)
- Adapting to growth with software that scales to meet changing needs
- Lower implementation costs and time
- Predictable project scope and costs
- Minimize IT staff dedicated to supporting on-premise business solutions
- Quicker “go-live”

Operational Benefits

- Reduced enterprise operating costs
- Automated revenue recognition processing
- Reduced financial closing cycle time
- Improved order accuracy and order processing time
- Improved labor efficiency
- Reduced software upgrade and maintenance costs

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PROVEN SOLUTION

By choosing the RJT *FIT Series* Software Provider solution you are bringing into your business the successful and reliable SAP Business All-in-One solution. Through the use of SAP Best Practices, the SAP Business All-in-One solution brings to the table a solid foundation of pre-configured solutions that include proven business scenarios that maximize the potentials of SAP solutions.

Bring together RJT Compuquest's years of industry experience and the strong reputation of SAP, and your result is a dependable partner with a proven solution to help you meet your business needs.

If you would like more information on the versatile RJT *FIT Series* of industry solutions, please visit our website.

www.RJTCompuquest.com