

## SAP Practice at a Glance

Our SAP Practice partners with our clients to deliver complete business solutions that drive clients' market leadership by ensuring IT investments are aligned with business strategies.

### Core R/3

- More than 50 completed projects to date
- 125 consultants with R/3 expertise

### Business Intelligence (BI)

- 70 turn-key solutions
- One of the largest SAP BI competencies with more than 100 experts in US and India

### Customer Relationship Management

- More than 40 experts
- Recognized "Thought Leaders" by industry publications and analysts

### Human Capital Management (HCM)

- Recognized as the second largest SAP HCM organization in North America
- Have completed more than 90 engagements to date
- 80 dedicated resources

### Supply Chain Management

- Successfully led multiple "firsts" and tailored solutions
- More than 75 consultants with in-depth process knowledge

### NetWeaver

- 40 dedicated resources
- More than 25 successfully completed SAP Portal engagements

### Upgrades

- Dedicated practice since 1999
- Five clients upgrading to 6.0
- More than 70 completed upgrades

### Support Service

- On-site, offshore, off-site
- More than 40 active clients

Business Value Analysis, Strategy and Assessment, Product Demo / Workshop, Pilot / Proof-of Concept, Implementations, Change Management, Upgrades, Managed Services, Hosting

Global SAP Services Partner, Global SAP Technology Partnership, Powered by NetWeaver, Mid Market Partner in four US regions

## Value Proposition

## Core Competencies

## Services

## SAP Partnership / Certifications

## Industry Awards and Recognition

- SAP Services Award of Excellence
- SAP Pinnacle Award Finalist for Customer Services
- Recognized as an industry leading Enterprise Resource Planning Integration Services Provider by Gartner (April 2005)
- Recognized as an industry leading North American Supply Chain Management Consulting and Integration Service Providers by Gartner (August 2005)
- Macroscopic®, strategic methodology recognized as an industry leader by Gartner, Inc. (August 2002)
- Offshore facilities are SEI CMM Level 5 certified

## Highlights

- More than 500 skilled consultants in the US averaging six years of experience implementing SAP and more than 400 SAP resources offshore
- Completed more than 250 SAP engagements including implementations, upgrades (several 5.0 and 6.0 ramp-up), and support
- SAP Competency Centers in the US, UK and SAP headquarters in Germany

## About Fujitsu Consulting

A trusted provider of management and technology consulting to business and government, Fujitsu Consulting is the North American consulting and services arm of the \$40.6 billion Fujitsu group. Fujitsu Consulting integrates the core expertise of the Fujitsu companies and its partners to deliver complete business solutions in the areas of IT governance, information management, legacy systems modernization, application outsourcing and business process outsourcing. Through its full range of consulting, implementation and IT management services and its industry-recognized strategic approach, Macroscopic®, Fujitsu Consulting enables clients to build more value into their IT investments and drive their leadership in the marketplace.

*We work with you to create solutions and produce results that drive your business.*

### Headquarters & United States

343 Thornall Street  
Suite 630  
Edison, NJ 08837  
United States  
Tel: +1 732 549 4100  
Fax: +1 732 549 2375

### Canada

Simcoe Place  
200 Front Street West  
Suite 2300  
Toronto, Ontario  
Canada M5V 3K2  
Tel: +1 416 363 8661  
Fax: +1 416 363 4739

### Quebec

1000 Sherbrooke Street West  
Suite 1400  
Montreal, Quebec  
Canada H3A 3R2  
Tel: +1 514 877 3301  
Fax: +1 514 877 3351

### India

A-15, MIDC Technology Park  
Talwade, Pune – 412 114  
Maharashtra, India  
Tel: +91 20 2769 0001  
Fax: +91 20 2769 2924

