

# 您当前系统超负荷的信号

## 了解系统何时达到临界点



the 1990s, the number of people in the world who are undernourished has increased from 600 million to 800 million (FAO 2001).

There are a number of reasons for this increase. One of the main reasons is the increase in the world population. The world population has increased from 5 billion in 1987 to 6 billion in 2000 and is projected to reach 9 billion by 2050 (FAO 2001).

Another reason is the increase in the number of people who are living in poverty. The number of people living on less than \$1 per day has increased from 1 billion in 1987 to 1.5 billion in 2000 (FAO 2001).

A third reason is the increase in the number of people who are living in urban areas. The number of people living in urban areas has increased from 1 billion in 1987 to 2 billion in 2000 (FAO 2001).

There are a number of ways in which we can reduce the number of people who are undernourished. One way is to increase the production of food. This can be done by increasing the area of land used for agriculture and by increasing the yield of crops.

Another way is to reduce the number of people who are living in poverty. This can be done by increasing the income of people who are living in poverty and by providing social services to people who are living in poverty.

A third way is to reduce the number of people who are living in urban areas. This can be done by providing housing and social services to people who are living in urban areas.

There are a number of challenges that we face in reducing the number of people who are undernourished. One of the main challenges is the need to increase the production of food. This is a challenge because the area of land used for agriculture is limited and the yield of crops is low.

Another challenge is the need to reduce the number of people who are living in poverty. This is a challenge because the income of people who are living in poverty is low and the cost of social services is high.

A third challenge is the need to reduce the number of people who are living in urban areas. This is a challenge because the cost of housing and social services in urban areas is high.

There are a number of ways in which we can overcome these challenges. One way is to increase the area of land used for agriculture. This can be done by reforestation and by expanding the area of land used for agriculture.

Another way is to increase the yield of crops. This can be done by using better farming practices and by using better seeds.

A third way is to reduce the number of people who are living in poverty. This can be done by increasing the income of people who are living in poverty and by providing social services to people who are living in poverty.

A fourth way is to reduce the number of people who are living in urban areas. This can be done by providing housing and social services to people who are living in urban areas.

There are a number of things that we can do to reduce the number of people who are undernourished. We can increase the production of food, we can reduce the number of people who are living in poverty, and we can reduce the number of people who are living in urban areas.

There are a number of things that we can do to overcome these challenges. We can increase the area of land used for agriculture, we can increase the yield of crops, we can reduce the number of people who are living in poverty, and we can reduce the number of people who are living in urban areas.

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拥有适合的软件和技术对于业务增长至关重要，然而很多公司却因为系统的约束而感到备受牵制。过时的应用程序、手动流程和层出不穷的集成难题会消耗掉大量时间与资源。那么，您如何知道何时您的系统达到了临界点呢？



# 何时更新系统

您的系统维护成本和流程局限性什么时候变得不堪重负以致于您必须更新当前系统？以下警示信号将提醒您是时候更换系统，以更好支持您现有业务发展了：

- 经常面临报告困扰
- 大量集成难题
- 系统僵化，灵活性受限
- 过多不能支持的业务流程
- 手动流程耗费时间与资源

似曾相识？如果是这样，您很可能就是在耗费宝贵的时间与精力，却只是为了满足自己的基本业务需求。那么就请考虑一下一款单一且完备的可扩展解决方案所能带来的好处吧。它能满足您的需求并随业务的发展而发展；它允许您从任何地方入手，使您能够首先解决最迫切的需求，然后随着业务的拓展增添用户、功能和地域支持。

在此之前，让我们来详细了解一下每个信号背后的信息。

## 信号：经常面临报告困扰

随着公司的发展，数据、计算和事务在数量和复杂性方面也会迅速增长。如果决策者经常要基于不完整或不准确的数据进行决策，或者不得不推迟决策，直到获得完整和准确的报告，那么关键的业务决策将受到严重影响。分析机构 Aberdeen Group 报告说，数据的及时性和准确性对于更明智的决策能力具有直接影响。该机构还表

示，众多一流公司正努力缩短获取信息的时间，生成数据的通用视图，并为业务决策者提供高质量的数据以提高业务绩效。

根据 Aberdeen Group 的报告，75% 的一流企业能够编辑、共享、存储和确定内容，为多个业务单位的用户提供完成其工作所需的各种工具和信息<sup>1</sup> – 使及时的报告能力成为卓越运营的一个关键要素。

为缓解报告方面的困扰，公司必须将关键业务结果以可视化的方式来提供，以便获得基于事实的决策，而非仅仅“凭感觉”的选择。发展迅速的中小企业可通过以下方式提高报告能力并增加可视性，即，用单一的集成式解决方案取代多种电子表单和数据核对，以提供精确信息的及时访问以及商务智能。

## 信号：大量集成难题

当前系统和基础架构超负荷的第二个信号是大量时间花费在整合离散的系统 and 协调多个来源的数据上。如果您的公司通过一次或多次收购壮大起来或在不同运营领域使用不同的系统，则可能会在故障排除和维护集成点上花费过多时间，从而无暇寻求机会以降低成本和提高生产力。在参与一项 Forrester Research 独立调查的中小企业中，半数以上表示在选择潜在软件时，“与其他系统的集成能力”是一个非常重要的标准。<sup>2</sup> Forrester 还将“改进应用程

序之间的集成”列为 IT 部门的四大业务目标之一。<sup>3</sup>

一款单一全面的应用程序可以处理所有关键业务活动，从而消除了集成多个系统的复杂性和开销。您在系统维护方面花费的时间更少，从而可以将更多时间用于计划和实施创新功能。由于集成点更少，因而公司可以专注于业务流程的系统性检查，识别削减浪费、冗余和成本的机会并确定其优先级。

## 信号：系统僵化，灵活性受限

您的公司正准备进入新市场，推出新产品和服务，以及招募新员工。但扩展到新的区域或产品线意味着要应对僵化的系统——需要进行大量 IT 工作。业务线经理不希望等待系统支持。新员工无法访问完成工作所需的数据。IT 部门为试图找出另一种解决办法忙得焦头烂额。由于缺乏适当支持，初步结果与预期相差甚远。

您需要一个能够随您一起成长的足够灵活的解决方案——一个高度可配置的全面系统，能够迅速与您的业务相适应，而无需购买或集成其他软件。新的语言和货币支持应通过简单的鼠标操作即可完成，而无需经过数小时的编码和定制。具有模块化设计的解决方案可以轻松从小规模开始，专注于最迫切的需求，然后随着业务发展添加用户和功能。

### 信号：过多不能支持的业务流程

随着您扩展到新领域，您必须能够支持新的业务流程和发展需求。但是，拼凑起来的系统和电子表单无法支持整个业务流程。您需要全面集成的综合业务功能，帮助您简化核心流程并获得整个企业范围内的可视性——从市场营销、销售和服务到采购、计划、生产、财务管理和业务分析。

Forrester Research 的报告表明，在北美和欧洲，75% 的中小企业将整体功能列为选择软件时的一个“非常重要”的标准。<sup>4</sup>

您需要一款迅速成长中的中小企业特别优化的解决方案，一种能够适应和支持新业务流程的解决方案。

它必须支持行业特定的最佳实践，为您提供同行业中最佳运营公司的经营方式，同时提供足够灵活性以支持您的独特运营实践。

### 信号：手动流程耗费时间与资源

IT 部门历来的主要职能之一就是通过 IT 自动化和标准化提高流程效率 and 生产力并降低成本。如果您的业务仍然依赖于手动流程完成例行事务，那么一个有效的企业资源规划（ERP）解决方案可以帮助您简化

手动流程并实现其自动化，以省出时间用于具有更高价值的项目。该解决方案应具有各种控件和自动化警报，以帮助员工迅速做出响应，减少浪费，并避免出现问题。

系统维护成本和流程局限性是什么时候变得不堪重负，以至于必须更新当前系统？以下信号将表明是时候更换系统，以更好地支持您业务发展了。



# 利用卓越的SAP® 软件 获得发展支持

您的公司成长迅速，但您当前的系统却处处掣肘。集成难题、手动流程和数据处理消耗大量时间与资源，使您几乎无暇为新业务流程提供支持。您需要一种实惠、灵活且能快速实施的单一集成式业务管理解决方案。SAP 为中小企业提供了一系列 ERP 解决方案，可提高 IT 效率，简化流程，改进报告功能，并支持业务发展。

SAP® 中小企业解决方案经济适用，其自有的世界一流的灵活业务管理软件可随业务发展而扩展。从许可协议到月度订用计划，SAP 可为您提供适合您的预算、时间表和增长目标的解决方案。SAP 解决方案可减少企业在实施和管理解决方案时所需的资金和 IT 工作量，而将更多时间放在业务上。

每个完备的集成式 SAP 解决方案都具有您运营业务所需的所有功能 – 包括各种分析功能和最佳实施支持。SAP 中小企业解决方案可通过附加的深层次功能进行扩展，如预先集成的客户关系管理、供应商关系管理和商务智能功能等。

凭借其无可匹敌的处理本地和全球最苛刻业务需求的能力，SAP 解决方案可随着企业成长支持运营、地域和财务方面广泛

的新业务流程。

这对您来说意味着什么？更强大的报告功能，更好的系统灵活性，同时还可以摆脱集成的烦恼。简而言之，就是更好的软件，更优的支持和更少的压力。

现在就选用一款灵活的 SAP 中小企业解决方案来解决您的问题吧——让您的 IT 部门为公司的未来提供支持：

- **SAP BusinessOne** 应用程序可在一个应用程序中执行关键业务活动，消除了集成多个系统的复杂性和开销。它部署快速（仅需两周）并且只需很少的维护。
- **SAP Business ByDesign™** 解决方案可按需提供，无需付出高昂的 IT 基础架构和员工成本即可获得这款功能强大的 SAP 软件——一切均只需极低的月使用费。
- **SAP Business All-in-one** 解决方案提供的复杂应用程序和先进技术可轻松调整以适应不断变化的业务需求。
- **SAP Businessobjects™ Edge Business Intelligence (BI)** 软件是一款全面的 BI 解决方案，支持法定的即席分析报告功能。

## 了解更多

当您学会解读这些信号时，您将能够识别何时您的 IT 环境开始成为您业务发展的绊脚石。您会注意到各种集成难题、手动流程和数据处理正在消耗掉大量时间与资源，使您几乎无暇为新业务流程提供支持。但这并非都是坏消息。这正是一个契机，您可就此转向一款单一且完备的可扩展解决方案，它能够满足您的各种需求并随业务的发展而发展。有关如何利用灵活的 SAP 中小企业解决方案您的问题并将 IT 部门定位为公司的未来提供支持，如欲了解更多信息，请访问 [www.sap.com/sme](http://www.sap.com/sme)。

## 脚注

1. *Automating Extended Business Processes*, Analyst Insight, Aberdeen Group, 2010 年 2 月。
2. *The State of SMB Software and Emerging Trends:2010*, Forrester Research Inc., 2010 年 2 月 12 日。
3. Ibid.
4. Ibid.

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