

# Preconstruction

Improve win rates and maximize project profits.

Premanufacturing Operations | Sourcing and Contract Management | Opportunity and Proposal Management | Virtual Design and Construction

SWISS PROPERTY

## Managing the Entire Building Lifecycle

Read how SWISS PROPERTY uses SAP S/4HANA® to integrate all its business processes in order to reinvent the way it manages residential real estate.

[Watch the video >](#)

Day & Zimmermann

## Empowering Field Sales

Read how Day & Zimmerman uses SAP® Hybris® solutions to identify new sales opportunities and give field reps mobile access to real-time customer data.

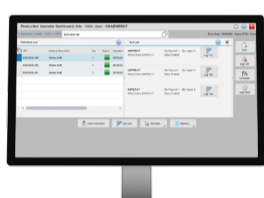
[Read the business transformation study >](#)



## Premanufacturing Operations

Identify and prioritize critical material issues and maximize enterprise-wide visibility across supply, production, inventory, and demand.

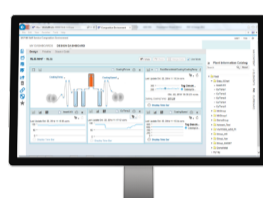
- ✓ **Handover to Manufacturing**  
Simplify and accelerate the transition of engineering master data into manufacturing production data.
- ✓ **Production Scheduling**  
Help ensure the feasibility of production plans with integrated production scheduling.
- ✓ **Production Warehouse**  
Improve your enterprise productivity with efficient production and process material flow.
- ✓ **Enterprise Performance Management**  
Enable continuous improvement with integrated, accurate operational performance data.
- ✓ **Project-Driven Manufacturing, Procurement, and Assembly**  
Run seamlessly integrated processes with project-driven manufacturing, procurement, and assembly.
- ✓ **Extended Production Operations**  
Manage shop-floor operations with real-time insight, monitoring, data collection, and analytics.
- ✓ **Quality Management and Compliance**  
Improve operations with quality management and compliance.



### SAP Manufacturing Execution

Enjoy native integration with the SAP ERP application to digitalize process planning, execution, and traceability. Boost operational visibility with near-real-time information from solutions based on the Internet of Things (IoT).

[Learn more](#)



### SAP Manufacturing Integration and Intelligence

Give shop-floor workers actionable information to boost their productivity. Use the industrial IoT and other machine-to-machine technologies to foster insight from real-time events and Big Data processing.

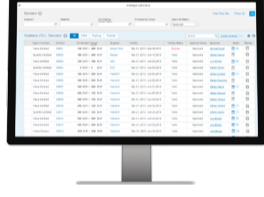
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## Sourcing and Contract Management

Reduce risk and cost through increased savings opportunities, sourcing efficiency, and contract and supplier compliance.

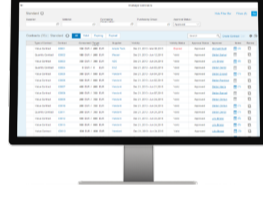
- ✓ **Spend Classification and Enrichment**  
Drive trusted and confident decisions based on insightful spend analysis, classification, and enrichment.
- ✓ **Category Management, Projects, Workflow**  
Improve collaboration and get smart about sourcing through strategic sourcing solutions.
- ✓ **Contract Authoring, Execution, and Repository**  
Drive compliance and realize savings you negotiate using contract authoring, execution, and repository.
- ✓ **Source Assignment**  
Find, negotiate, and contract the most qualified, reliable sources and suppliers efficiently.
- ✓ **Strategic Sourcing**  
Collaborate better and source smarter.
- ✓ **Direct Material Sourcing**  
Manage all spend types, including advanced direct materials, using a single solution.
- ✓ **Procurement Contract Management**  
Maximize savings and compliance by optimizing procurement contract management with SAP S/4HANA.



### SAP Ariba® Sourcing

Support the full strategic sourcing process, helping users improve sourcing management and decrease time to value. Manage supplier profiles, create efficiencies across spend categories, and increase spend under management.

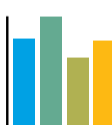
[Learn more](#)



### SAP S/4HANA

Create, renew, and monitor procurement contracts centrally in SAP S/4HANA with real-time data and visualizations tailored to the needs of procurement officers. Make better, faster, and more-confident procurement decisions.

[Learn more](#)



## Opportunity and Proposal Management

Boost business development for growth.

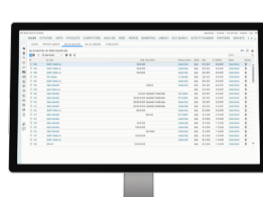
- ✓ **Sales Analytics**  
Gain visibility into pipeline, sales performance, and forecasts using sales analysis in the cloud.
- ✓ **Lead Management**  
Improve sales efficiency and increase revenue with advanced lead management capabilities.
- ✓ **Opportunity and Pipeline Management**  
Streamline sales processes and improve pipeline predictability with collaborative opportunity management.
- ✓ **Sales Collaboration**  
Improve win rates through sales collaboration across the value chain.
- ✓ **Account and Contact Management**  
Stay focused on what customers need with help from account and contact management.
- ✓ **Proposal Development**  
Collaborate to create accurate estimates for bids.



### SAP Jam™ Collaboration

Blend business processes with tools for collaboration and self-service publishing to foster sharing and discussion across department boundaries. Help ensure access to the right data at the right time for critical decision-making.

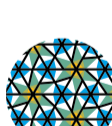
[Learn more](#)



### SAP Hybris Sales Cloud

Understand each customer's unique challenges and how to help achieve their goals. Gain easy access to customer information, real-time analytics, and social selling tools – anytime, anywhere. Work smarter and win more deals.

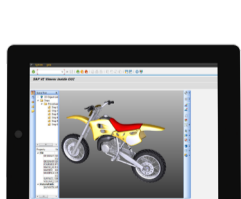
[Learn more](#)



## Virtual Design and Construction

Get better collaboration step-by-step.

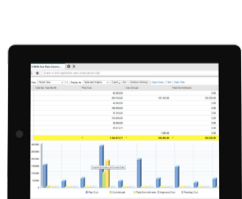
- ✓ **Design and Construction**  
Govern design and construction processes and projects using 3D visualization models.
- ✓ **Asset Management Visualization**  
Monitor and take immediate action by navigating each asset virtually through visual asset management.
- ✓ **Project Management Visual**  
Build and manage projects that visually communicate the way forward.



### SAP 3D Visual Enterprise

Use 3D digital-twin capabilities in business information modeling to enhance design and construction project management from concept through delivery. Accelerate decision-making, maximize productivity, and improve quality.

[Learn more](#)



### SAP Commercial Project Management for SAP S/4HANA

Provide 3D visualizations for design and engineering tasks. Prioritize critical tasks to allocate resources wisely. Improve communication between the team and other stakeholders. Anticipate changes before they cause delays.

[Learn more](#)



## Interested?

Reach out with comments, questions, or feedback.

[Contact us](#)