



# Close Ties with **SAP Development** Create Real Added Value



**Alfred Kärcher GmbH & Co. KG**  
Winnenden, Germany  
[www.kaercher.com](http://www.kaercher.com)

**Industry**  
Industrial machinery and components

**Products and Services**  
Cleaning technology and devices

**Employees**  
12,000+

**Revenue**  
€2.33 billion (2016)

**SAP® Solution**  
SAP Solution Manager 7.2

The global market leader for cleaning technology maintains an overview over its SAP landscape with **SAP® Solution Manager**. By switching to the powerfully optimized new version, the company became an early adopter and worked closely with the SAP developers.

## Before: Challenges and Opportunities

- Upgrade to the new version of SAP Solution Manager due to new functions, revised architecture, and the user interface
- Implement essential changes without risk with support from SAP

## Why SAP

- Highest level of expertise in the SAP Solution Manager environment
- Direct contact with the SAP development team with two-way communication
- Early access to the new version of the software, including intensive training as part of the SAP Early Adopter Care program

## After: Value-Driven Results

- Simple and efficient implementation project
- Quick replies to all technical questions during the project
- Extensive knowledge building through close collaboration with SAP experts
- Software feedback relayed directly back to SAP development team

---

**30–40%**

time saved in project due to continuous contact with SAP

---

**Minimal**

costs, as working closely together meant training was not required

---

**“An initially higher outlay on coordination and planning **paid off incredibly quickly** over the course of the project. Our CEO was really enthusiastic about SAP’s dedication.”**

Alexander Merz, Solution Manager Consultant, Alfred Kärcher GmbH & Co. KG



© 2017 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See <http://global.sap.com/corporate-en/legal/copyright/index.epx> for additional trademark information and notices.