# 20 Most Promising SAP Solution Providers

SAP—in its present form, running in the veins of small, mid to large companies is gaining more momentum due to its capability to fulfil niche requirements with the power of Cloud. The spectrum of SAP products is not only allowing companies to manage and optimize businesses but is also proving to be an integral part of their information systems architecture.

With the market embracing different modules of the software, the demand for interaction and collaboration between application suites to streamline business is witnessing ascend.  Most SAP solution providers are therefore offering integrated solutions that could be deployed on-premise as well as through a private cloud placement, sensing the need of the small and medium enterprise businesses.

The pioneer—SAP, has allowed many companies to step forward and build tools to integrate SAP ideas into different business verticals as it guarantees consistency of data throughout the system and the company itself, enabling clients perform and deliver better results.

These myriad innovations call for experts to transform SAP software and technologies into solutions that address strategic business needs. This is where SAP consulting companies play the role of a propeller to drive the company into achieving excellence. The expertise of the consultants to provide right data at the right time enables the marketplace to acquire sustainability, flexibility and succeed through innovation. Most players in this space offer advisory and process consulting through to implementation to support and hosting.

In this edition of CIO Review, we bring to you "20 Most Promising SAP Solution Providers 2014" and "20 Most Promising SAP Consulting Companies 2014", featuring the best vendors and consultants providing technologies and services related to SAP. The companies featured have showcased extensive business process knowledge, in-depth integrated and innovative strategies combined with talent base across locations.

A distinguished panel comprising of CEOs, CIOs, VCs, analysts including CIO Review editorial board has decided the top companies that are at the forefront of tackling challenges in the SAP market in the U.S.

## 3C Software

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### CIO SAP Solution Providers 2014
#### 20 Most Promising SAP Solution Providers

An annual listing of the top 20 companies that have the expertise and experience to enhance SAP platforms enabling enterprises to transform and optimize their business processes.

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## Company:
3C Software

## Key Person:

Matthew Smith
President and CEO

## Description:
3C Software provides cost and profitability solutions to meet the analysis needs of business leaders

# 3C Software
# End-to-End Cost and Profitability Solutions

"Today's CFOs want to understand the future before it happens. Whether they are anticipating market changes, deciding to acquire a company, or preparing to launch a new product, smart CFOs know the impact on costs and profits first," says Matthew Smith, President & CEO, 3C Software. Headquartered in Atlanta, Georgia, 3C Software provides cost and profitability solutions to enterprises.

Focusing on finance and operation leaders, 3C Software's ImpactECS platform has the ability to model any business scenario using logic and data unique to the company's business processes and requirements. "Working with mission-critical data within an organization is not something that business leaders take lightly," says Smith. Beginning with a stand-alone desktop application in 1989, ImpactECS

calculates costs and profits starting with the most granular cost detail and can roll up to compute overall corporate profits. Having this level of detail makes it possible for business leaders to drill into any result to determine the cause and make more informed recommendations on the best path forward. "Companies use ImpactECS to build sophisticated models for standard and actual costing, variance analysis, inventory valuation, forecasting and budgeting, rate building, quoting and estimating, post-production costing, profitability, scenario analysis and more," says Smith.

The unique combination of an enterprise-level solution with the flexibility to build any type of business model stands as the key differentiator for the company. "With ImpactECS the business users, not IT, owns model design and management," says Smith. The platform is designed to handle any

Matthew Smith

across different verticals including chemicals, food and beverage, financial services, textile and apparel, and metals. For instance, 3C Software has helped the single largest semiconductor manufacturer to deliver a fully integrated Cost of Sales system for their core business. With ImpactECS, the company not only reduced the overall close cycle, but was also able to increase cost visibility and cost analysis. They were able to perform allocations to determine the cost per activity, value inventories for every work-in-process and finished goods item, calculate inventory reserve values for lower cost of market, demand, and discretionary accounts and forecast costs for future activities at each manufacturing stage. The ImpactECS installed base includes well known companies including Coca Cola, Fruit of the Loom, Tyson Foods, MillerCoors, GLOBALFOUNDRIES, Shaw and Sealed Air.

## "With ImpactECS, the business users, not IT owns model design and management"

has evolved into an enterprise platform with a comprehensive toolkit and complete interoperability with SAP ERP to meet the needs of world class organizations.

"ERP systems are great at handling transactional data but are often limiting when it comes to analytical tasks," says Smith. ImpactECS houses the model logic and leverages data from ERP and other systems to build dynamic cost and profitability models. ImpactECS

modeling scenario without the need for source code modification. "All of our implementations are led by 3C Software accounting and technology experts who work directly with the client's finance, accounting, operations and IT teams to develop models," Smith adds. Customer requirement drives the implementation plan and is segmented into phases that meet the company's business needs.

3C Software serves manufacturers, distributors and services organizations

Going forward, 3C Software is focusing more on sectors like finance and healthcare that could benefit from forward-looking modeling capabilities to gain a competitive advantage. "We'll continue to expand the capabilities of the ImpactECS platform, build deeper knowledge in our existing industries, and expand our offering to new industries," says Smith. CR