

Implementation costs to consider with SAP Crystal Solutions for small to midsize business

SAP Solution Brief
SAP Solutions for Small, Midsize Businesses

THE BEST RUN



Stay in control of your budget and scale your investments based on your needs

SAP believes that small enterprises should implement business intelligence in phases by starting with small steps, achieving success at it, and then building upon it. Such an approach provides for organizational learning on small budgets, where incremental progress is manageable.

There are 4 categories of costs you should consider when planning for an investment in SAP Crystal: software acquisition, infrastructure, implementation and education costs.

SAP Crystal Reports, the de facto standard in reporting, can help you help you to stay in control of your budget and business needs. This software continues a two-decade tradition of excellence in providing powerful, user-friendly, and dynamic reporting functionality.



SAP Crystal solutions are developed for the investment cycles of small to midsize companies

1

Software costs

2

Infrastructure costs

3

Implementation costs

4

Education costs

5

Digital buy

6

Discuss your project



1 Software costs

Single user or Small Business: SAP Crystal Reports 2016 (1 NUL)

- Starts at \$495 USD
- 1 named user creating reports (1 NUL)
- Unlimited number of reports distributed manually to an unlimited number of recipients.
- This is a one-time purchase for the software license with no recurring fee. There is no maintenance for this product.

Small Enterprise or Start-up: SAP Crystal Server 2016 (1 NUL)

- Starts at \$1,034 USD
- 1 named user creating reports (1 NUL) with access to our free mobile app.
- Unlimited number of scheduled reports distributed automatically to an unlimited number of recipients.
- This is a one-time purchase for the software license with no recurring fee. First year's maintenance (includes upgrades and technical support) is purchased with license.

Medium-sized Enterprise: SAP Crystal Server 2016 (1 NUL + 5 CAL)

- Starts at \$11,439 USD
- 1 named user creating reports (1 NUL) with access to our free mobile app.
- 25 users in total (up to 5 at the same time) running reports on demand with a web browser or a free mobile app (5 CAL).
- Unlimited number of scheduled reports personalized for each user and distributed automatically to an unlimited number of recipients.
- This is a one-time purchase for the software license with no recurring fee. First year's maintenance (includes upgrades and technical support) is purchased with license.

2 Infrastructure costs

1. Report generation and distribution:

Single user or Small Business: SAP Crystal Reports 2016 (1 NUL)

- PC running MS Windows 10

Small Enterprise or Start-up: SAP Crystal Server 2016 (1 NUL)

- Server running at least MS Windows Server 2012 or Linux Server (SUSE, Red Hat, Oracle) – including virtual.

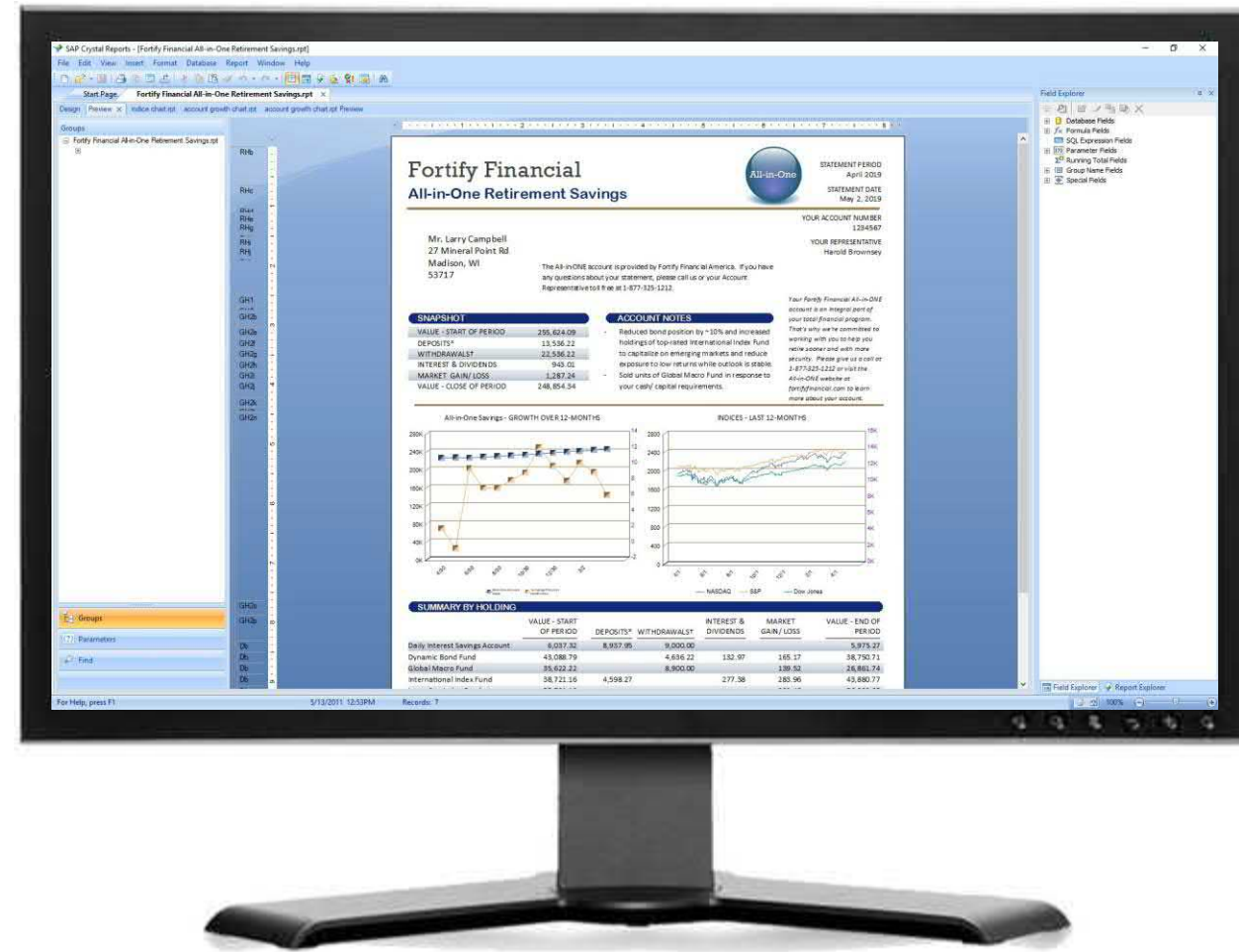
Medium-sized Enterprise: SAP Crystal Server 2016 (1 NUL + 5 CAL)

- Server running at least MS Windows Server 2012 or Linux Server (SUSE, Red Hat, Oracle) – including virtual.

2. Report reception:

- Dynamic reports: SAP Crystal Reports Viewer (free download for PC or MAC)
- Static reports: MS Excel, MS Word, pdf, html, csv, xml, text
- Report on mobile devices: free SAP BI app (iOS or Android)

→ The hardware requirements to run SAP Crystal Solutions are basic and typically they do not require investment in dedicated computer equipment.



3 Implementation costs

What databases do you need?

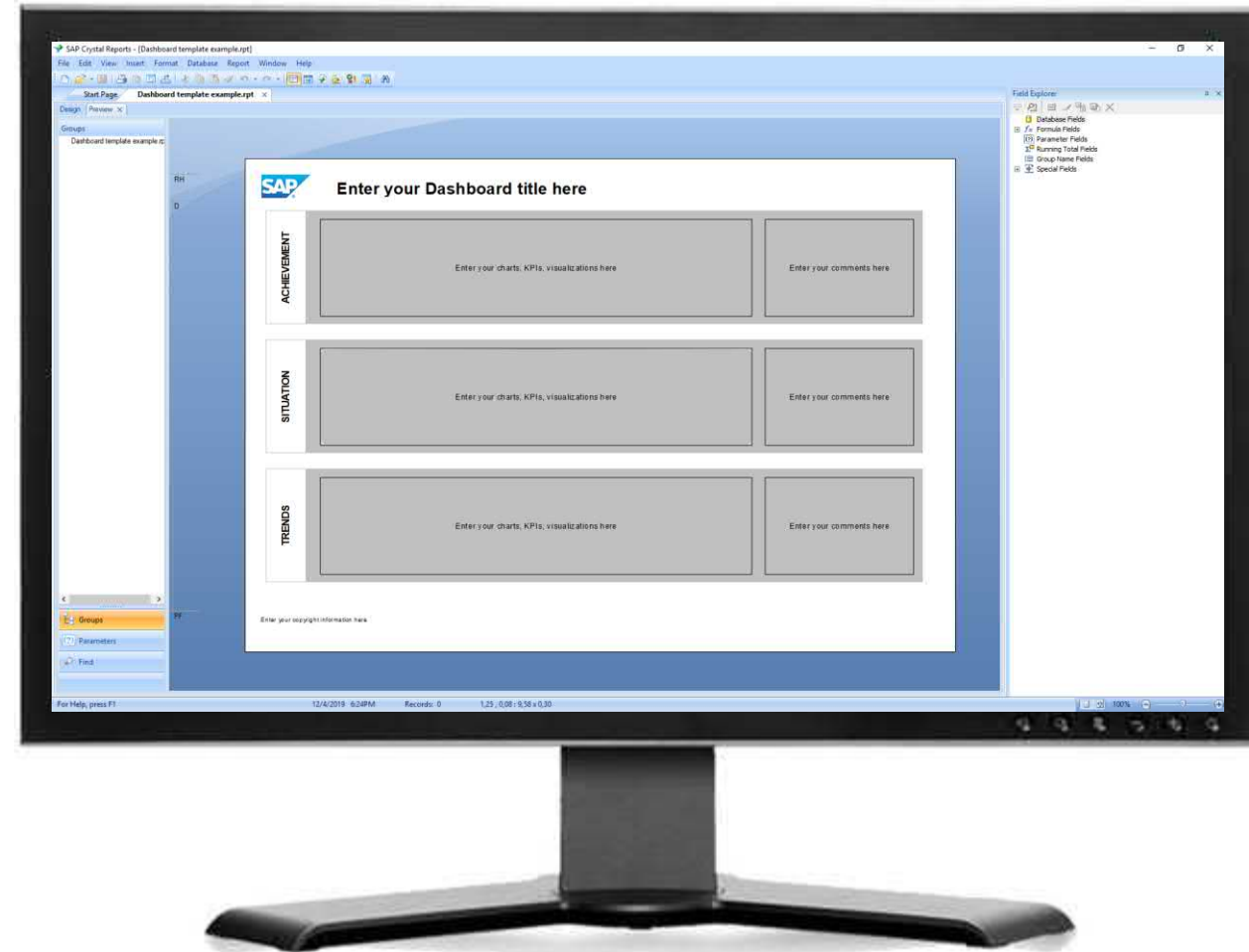
- You probably already have one or multiple data sources containing all the data you need to understand and run your business.

→ SAP Crystal Solutions can handle data stored in most of the data sources available in the market.

What user profiles do you need?

- Somebody collecting your data with administrative access to them.
- Somebody analyzing your data with the business background to understand it.
- Somebody designing charts, reports, dashboards, ... with your data and a sense for visual representation.

→ SAP Crystal Solutions are easy to learn and to use if you are familiar with MS Access or MS SQL Server from a database perspective and MS Excel, MS Word and MS PowerPoint from a data analysis perspective.



4 Education costs

What user training is available?

- We have step-by-step guides for both SAP Crystal Reports and SAP Crystal Server.
- You will learn how to use the Crystal solution with practical cases illustrated with screenshots.
- There are no pre-requisites required to use these guides.

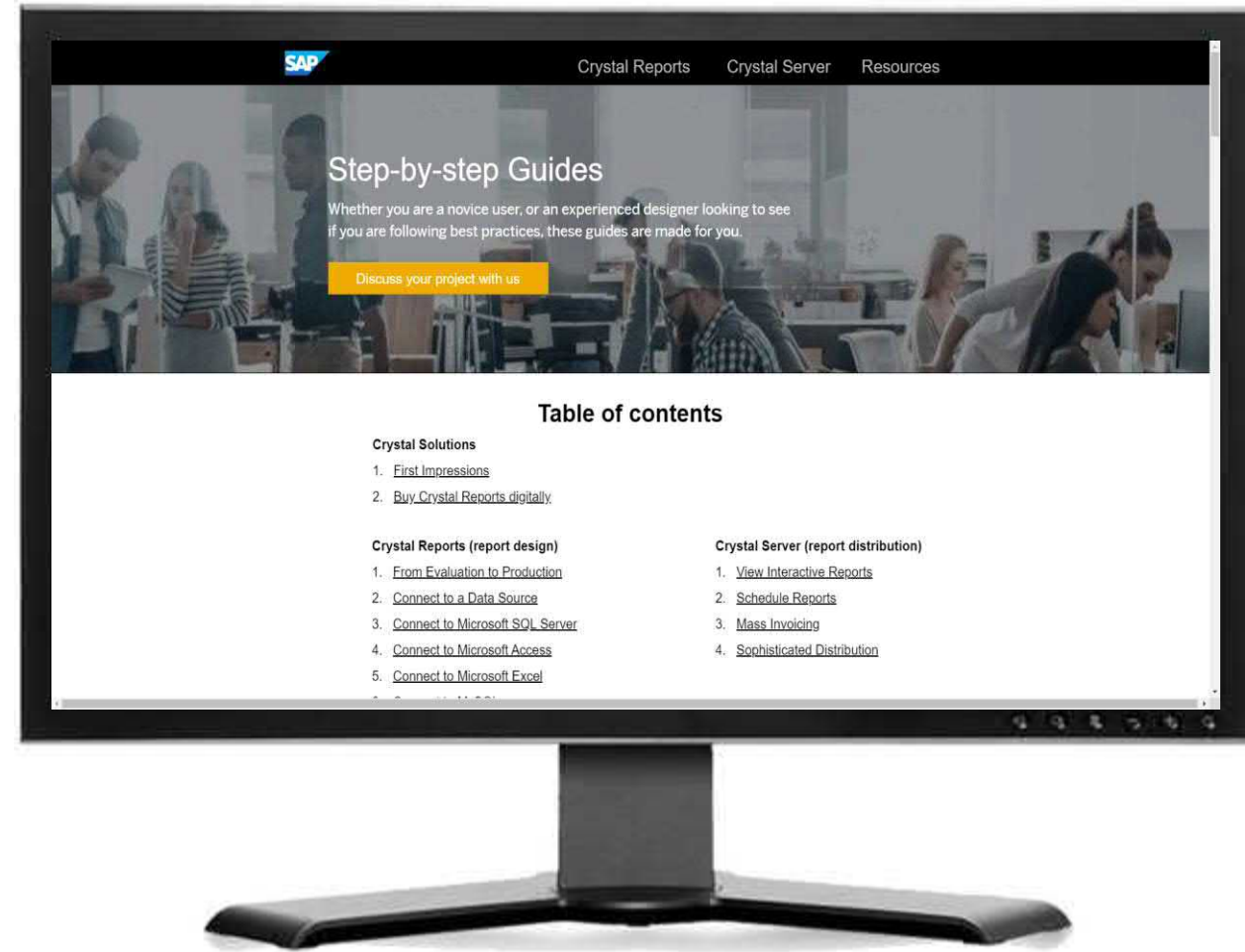
How long does it take to get trained?

- You should anticipate approximately 6 hours to go through the complete training material and recreate the listed examples.

→ Our step-by-step guides are accessible for free:
www.crystalreports.com/guides

Leverage the SAP Crystal User community for free

- Benefit from our 11,134 contributors and find your answers to more than 39,900 questions, or ask your personal question to the community.



5 Digital buy

Buy SAP Crystal Reports for 1 or many users

- Simply go to www.crystalreports.com/reports and click on the buy button.
- On SAP Store you can buy per invoice or with your credit card.

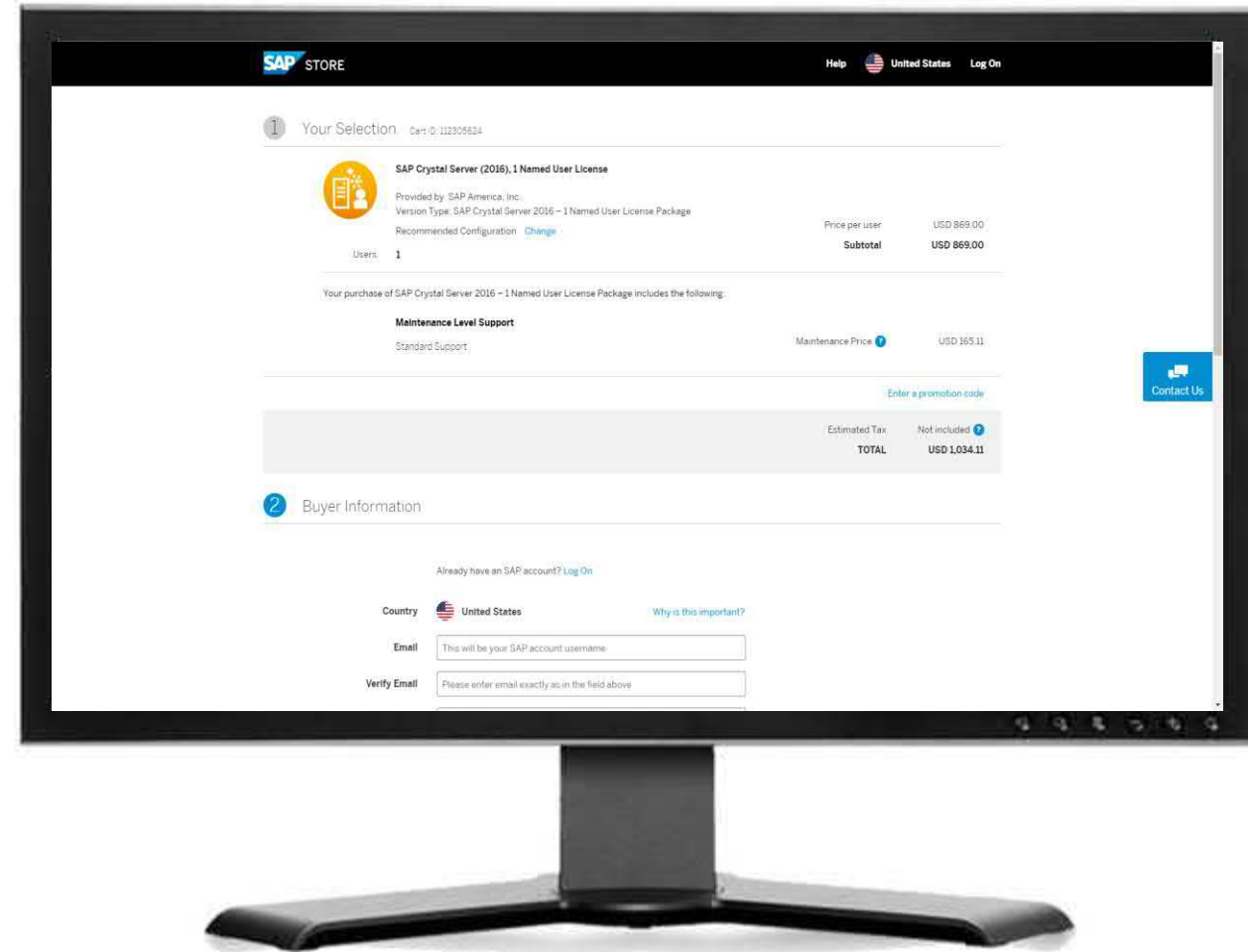
Buy SAP Crystal Server NUL or CAL

- Simply go to www.crystalreports.com/server and click on the buy button.
- On SAP Store you can buy per invoice or with your credit card.

Upgrade an older version of SAP Crystal Reports or SAP Crystal Server

- Contact us by email to discuss the current Crystal version you are using, so that we can share an update path with you. You can reach us at: customer care@sap.com

→ SAP Store is available in more than 100 countries.



6 Discuss your project

What objective do you have?

- Start a new project from scratch
- Replace an existing reporting system
- Resize an existing SAP Crystal environment
- Upgrade your current SAP Crystal implementation

What do you want to put in place?

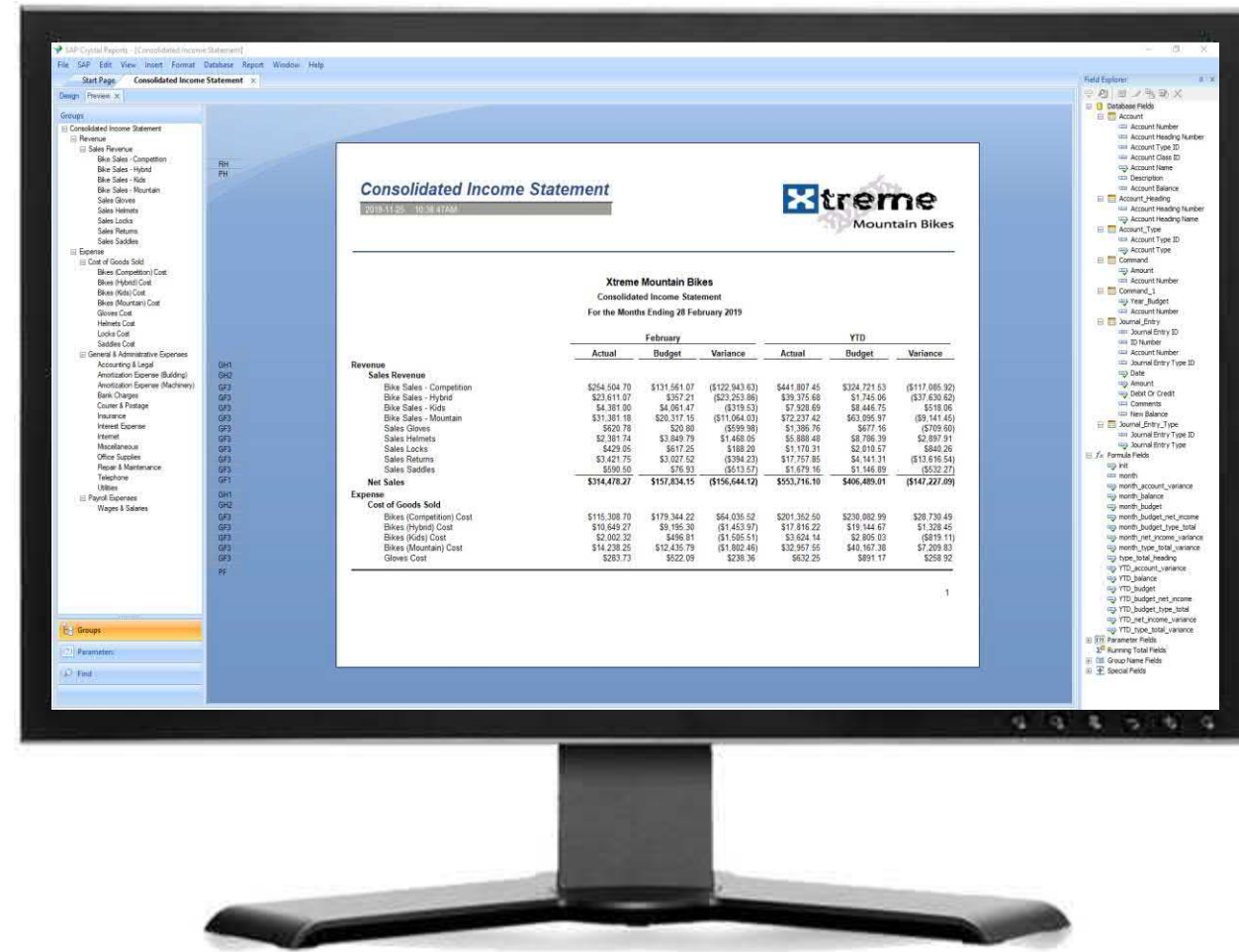
- Enterprise reporting
- Departmental application
- Public-facing reporting
- Customer communication

What challenges do you face?

- Create a more Intelligent Enterprise
- Rely on a single version of your data truth
- Make relevant reports available to each team member
- Replace your manual report creation processes

→ We can assist you with all of these for free, and help you to understand what investment will be required, and what return you will be able to generate. You can reach us at:

customercare@sap.com



Trust SAP Crystal solutions to run your small to midsize business



Affordable

for small and medium sized businesses



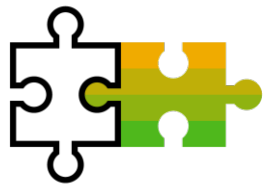
Secured

connect to all your data sources



Powerful

pixel-perfect design capabilities for the power user



Flexible

report interaction for the end user



27 years of experience

the de-facto standard for desktop reporting



4.2 out of 5 stars

average user rating on Trustradius, Capterra, G2crowd



28 languages

supported natively



1,000,000+ users

run Crystal products around the world

Examples of small to midsize customers who run SAP Crystal Solutions for their Analytics and Reporting needs

- Cities, counties, regions, commissions, boards, government authorities, industry authorities, commissions, military and intelligence organizations, police and fire departments, law enforcement centers, sheriff offices, courts of justice, prisons.
- Schools, children centers, daycare, libraries, retirement houses, event centers, museums, national parks, amusement parks, stadiums and sport centers, harbors, airports, bus and train companies.
- Start-ups, independent shop owners, organic stores, green businesses, circular economy players, contractors, co-working spaces, digital marketplaces.
- Truck and taxi companies, car dealers, rental companies, repair shops, logistics companies, warehouses, builders, manufacturers.
- Publishing houses, press groups, local newspapers, digital news groups, accountants, banks, financial groups, insurances, trading firms.
- Consulting companies, staffing companies, employment agencies, software and hardware companies.
- Hospitals, health organizations, medical system companies, doctors, nurses, dental companies, day treatment centers.
- Pharmacies, drugstores, laboratories, pharmaceutical companies.
- Non-profit organizations, charities, non-governmental groups, associations, cooperatives, sports teams, sports federations.
- Application developers, services partners, consultants.

© 2020 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 <https://www.sap.com/about/legal/privacy.html> for additional trademark information and notices.