

Dear Friends & Colleagues

Warm Greetings and Happy New Year - 2009!

I hope you have a pleasant break over the Holiday Season and are ready to tackle key business issues in the New Year. We are looking forward to exciting 2009.

### Recent Publication

Recently Mitresh Kundalia, Director - SAP Practice, had an article published in the leading SAP publication, SAP Financials Expert, published by WIS.

#### **Manage User Favorites to Improve End-User Productivity**

Like the favorites on the web, SAP also offers Favorites. Simple idea is, instead of browsing through hundreds of transactions in the standard SAP menus, users can create their own Favorites menu. However, you can do much more than just storing the favorites - in the paper, the author describes some not so well-known Favorites features with real-world examples, which can improve the End-User productivity significantly. Some of the key features are - using folders / subfolders, using upload/download, managing transactions and other favorites, favorites to manage functions and roles and more.

As our valued customer, we would like to share with you this article. You can download this article using the link to our web-page.

<http://www.QSandS.com/NewsLetters.html>

We have published many white [papers and presentations](#), which cover many of the business challenges you wrestle with everyday. If you want to discuss business cases involving these presentations or white papers or specific to your industry, please contact us.

### New Initiatives

- QS&S offers [On-shore & Off-shore](#) Delivery Model.

Our global presence offers high touch service to our customers. We offer a delivery model with a flexible mix of On-shore & Off-shore service to provide the most effective and efficient solutions to our customers world-wide. QS&S offers the most cost-effective and reliable global delivery model providing design, development and support solutions.

Given the recent events with off-shore IT vendors, it has highlighted that it is critical to choose the most reliable IT partner. Switching to QS&S is fast and easy. We offer an easy switch solution where QS&S can provide a smooth transition with minimal impact to business operations. Our tiger team will take over the support & development functions in as short as two weeks and providing a seamless transition.

- QS&S now offers '**More for Less**' programs to **Reduce Costs Not Quality**

Especially in these trying times, every customer is looking for opportunities to reduce costs. However, simply cutting all the IT budgets by 20% across-the-board is not going to solve the problems – in fact, it will create more problems, if the projects are strategic and mission-critical.

One of the IT Directors of a world-class company told me that he is looking to his partners to provide “more value for the same dollar”. With that simple but very clear message from our customers, we now offer '**More for Less**' program, which **provide more value to our customers for less costs** - reducing IT Costs without affecting the Quality. We achieve extraordinary results by deploying various operating models and utilizing an array of tools and techniques:

- Lowest Cost Structure in the Industry – Savings passed on to customers
- Pre-built Solutions & Process Designs
- Single Point-of-Contact Program & Portfolio Management
- Fixed-Price ERP Upgrade
- Group Currency Conversion Toolkit
- User-Exits Cockpit
- New G/L Testing – Strategies, Build & Execution

Please refer to [http://www.QSandS.com/More\\_for\\_Less.html](http://www.QSandS.com/More_for_Less.html) for more information.

- QS&S now offers **New G/L Implementation & Migration** consulting services

Specifically, if you are planning to migrate from Classic G/L to the New G/L, we work along with SAP Americas for the SAP General Ledger Migration services. This is a mandatory service from SAP that ensures that all relevant data is transferred quickly and safely while you implement the New G/L.

- QS&S now offers **Group Currency Conversion** services

With the planned transition to New G/L, many customers have found that Group Currency was not activated at initial SAP go-live and is now causing issues for New G/L implementation. Our team can provide the required consulting expertise and QS&S proprietary tools for Group Currency Conversion. QS&S provides a highly competitive solution when compared to the cost of SAP SLO services.

- QS&S **Consulting Team** – Senior Leadership with extensive expertise

Just recently, we have successfully completed few projects and our senior lead consultants are available to take up the new challenges. Please refer to <http://www.QSandS.com/Available.html> for more information.

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## Upcoming Events

- **SAP Financials and GRC – 2009 Conference** [www.SAPFinancials2009.com](http://www.SAPFinancials2009.com)

QS&S sponsors upcoming SAP Financials & GRC – 2009 conference being held March 17-20 in Las Vegas. Please stop by our booth to learn more about our New G/L services.

We are proud to announce that QS&S will be sponsoring the upcoming 'SAP Financials & GRC 2009' conference as an exhibitor, to be held during March 17-20 in Las Vegas. In addition, QS&S directors will be delivering many sessions, including Jump-start sessions on 'New G/L' & 'Global Rollouts'. We look forward to meeting you at the conference.

QS&S directors are invited to speak at the upcoming SAP Financials & GRC – 2009 conference. This year, we will be presenting on following sessions:

- Jump-start Session: What every SAP customer now needs to know about SAP General Ledger (New G/L)
- Jump-start Session: Successful SAP global rollouts: A beginner's guide to the legal, business, and cultural complexities, and the SAP tools you need to master
- Realize tremendous savings with this EU tax strategy and SAP configuration
- Lessons from the field to help you master document splitting in SAP General Ledger
- Technical tools, tasks, and techniques to simplify your global rollout of SAP financials functionality
- The indispensable guide to SAP functionality for profitability analysis
- Derive greater value from SAP profitability analysis by taking advantage of frequently overlooked functionality
- Tips and tricks to configure multiple currency types
- 10 self-help tools and techniques that improve users' SAP experience and reduce reliance on technical staff

- **Upcoming New G/L Book by** 

**"Accomplish Balanced Segment Reporting using Document Splitting in the New G/L"** –  
by *Mitresh Kundalia*

SAP Press, a premier publisher of the technical and strategic books for the SAP community, selects QS&S's detailed Guide-book on 'Achieve IFRS/IAS Segment Reporting in the New G/L' for upcoming publication.

Please stay tuned for release details... <http://www.QSandS.com/books.html>



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## About QS&S

Quality Systems & Software (QS&S) is a Business & Technology consulting firm with special focus on maximizing ERP investment. QS&S offers full-scale SAP services including - [Global Roll-outs](#), [New G/L](#), [GRC](#), [GTS](#), [Fresh implementations](#), [Upgrades](#), IT Support, Remote Consulting, Offshore Development and more. Our experienced team is ready to take on new initiatives and projects up to \$10 million. For more information, please visit us at <http://www.QSandS.com> to review our offerings and services.

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**QS&S - Proud sponsor of SAP Financials & Managing Projects conferences**

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