mySAP ERP 2005 Technology Facts

Solution Management mySAP ERP
SAP AG

Benefits of mySAP ERP

Technical Transition Options
Enterprise Service Architecture
Summary
Footprint of mySAP ERP Versus SAP R/3

Scope of SAP R/3

Your suppliers and partners

Your organization

Your customers

Footprint of mySAP ERP Versus SAP R/3

mySAP ERP Drives Efficiency

Your suppliers and partners

Your organization

Your customers

PRODUCTIVITY AND EFFICIENCY FOR BOTTOM LINE GROWTH
Footprint of mySAP ERP Versus SAP R/3

mySAP ERP Offers One Solution for Differentiation and Efficiency

Your organization

Your suppliers and partners

Your customers

DIFFERENTIATION FOR TOP LINE GROWTH

PRODUCTIVITY AND EFFICIENCY FOR BOTTOM LINE GROWTH

Footprint of mySAP ERP Versus SAP R/3

mySAP ERP Gives Improved Insight

Your organization

Your suppliers and partners

Your customers

STRATEGIC BUSINESS INSIGHT

DIFFERENTIATION FOR TOP LINE GROWTH

PRODUCTIVITY AND EFFICIENCY FOR BOTTOM LINE GROWTH
Footprint of mySAP ERP Versus SAP R/3

Your suppliers and partners

Your organization

Your customers

One Solution for All

STRATEGIC BUSINESS INSIGHT

DIFFERENTIATION FOR TOP LINE GROWTH

PRODUCTIVITY AND EFFICIENCY FOR BOTTOM LINE GROWTH

FLEXIBILITY TO ACT TODAY

Benefits of mySAP ERP

Technical Transition Options

Enterprise Service Architecture

Summary
**Things to Consider when Transitioning**

- **License Type**
  - Type of contract you are on

- **Transition from Existing Landscape**
  - System Architecture and Deployment Options
  - Upgrade effort
  - Maintenance Consideration

**Industry Solutions**

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**Moving from SAP R/3 to mySAP ERP**

<table>
<thead>
<tr>
<th>SAP R/3 World</th>
<th>mySAP ERP World</th>
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<tbody>
<tr>
<td>SAP R/3</td>
<td>Contract Conversion (if necessary)</td>
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<tr>
<td></td>
<td>mySAP ERP Business Suite</td>
</tr>
<tr>
<td></td>
<td>mySAP ERP World</td>
</tr>
</tbody>
</table>

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Architecture of mySAP ERP

Legend

ERP ABAP
ERP Java
Net Weaver

EP ERP EP Content
BW ERP BW Content
XI ERP XI Content
mySAP ERP 2005 – Component View (installable units)

SAP ECC 6.0

ABAP Components

Add Ons ABAP

Java Components

Java Web Applications

Additional Components

SAP Solution Manager

Front End

SAP SRM 5.5 Server

Mobile

Mobile Direct Store Delivery 2.0

SAP NetWeaver 2004s

SAP ECC 6.0 – Details

SAP ECC 6.0

Additional Add Ons for SAP ECC 6.0

SAP Catalog 2.5

BI Content

SAP SRM

SAP NetWeaver 2004s Usage Type AS-ABAP

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### Usage Types with SAP NetWeaver 2004s

<table>
<thead>
<tr>
<th>Previous NW components providing certain capabilities</th>
<th>Usage Type with SAP NetWeaver 2004s</th>
<th>Short name</th>
<th>Required stacks</th>
</tr>
</thead>
<tbody>
<tr>
<td>BW</td>
<td>Business Intelligence</td>
<td>BI</td>
<td>ABAP</td>
</tr>
<tr>
<td>BW + Web AS</td>
<td>BI Java Components</td>
<td>Bi-Java</td>
<td>Java</td>
</tr>
<tr>
<td>Web AS + certain Java comp.</td>
<td>Development Infrastructure</td>
<td>DI</td>
<td>Java</td>
</tr>
<tr>
<td>Web AS</td>
<td>Mobile Infrastructure</td>
<td>MI</td>
<td>ABAP+Java</td>
</tr>
<tr>
<td>EP</td>
<td>Enterprise Portal</td>
<td>EP</td>
<td>Java</td>
</tr>
<tr>
<td>XI + Web AS</td>
<td>Process Integration</td>
<td>PI</td>
<td>ABAP+Java</td>
</tr>
<tr>
<td>Web AS</td>
<td>Application Server</td>
<td>AS-ABAP</td>
<td>ABAP</td>
</tr>
<tr>
<td>Web AS</td>
<td>Application Server Java</td>
<td>AS-Java</td>
<td>Java</td>
</tr>
</tbody>
</table>

### Installable Units in the Landscape (Example)

#### Systems
- Main SAP NetWeaver systems (with SID), configured for a certain purpose, indicated by one/several active usage type(s) — extendable by further usage types

#### Standalone Engines
- Additional installable units (with or without SID) working as standalone engines, but not full-blown SAP NW systems, providing ONE specific (server) functionality in combination with one or more usage types — not extendable

#### Clients
- Client programs/tools used by (many) people from their local PC to access the functionality offered by the NW systems or standalone engines in the landscape (not necessarily provided by SAP)

#### Examples
- SAP GUI
- Visual Comp.
- MS IE
- BI
- BI-Java
- EP
- AS-ABAP
- AS-Java
- TREX
- RTC Application Sharing Server
**mySAP ERP 2005 based on NetWeaver 2004s Usage Types**

- ERP Instance 1 (ECC) requires NW Usage Types active on NW Systems:
  - NW System
  - AS-ABAP
  - AS-Java
  - BI
  - PI

- ERP Instance 2 (XSS) reflects in:
  - Master Guides
  - Landscape Guide
  - Installation Guides/Tools
  - Configuration Guides/Tools
  - Admin Guides/Tools

---

**Minimal System Landscape**

- NW 2004S usage types: AS-ABAP, AS-JAVA, EP, BI-JAVA, BI, PI, DI, MI
- SAP Solution Manager
- NW TREX**

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*) For detailed information about support of embedded NetWeaver components in ERP see note 855554

**) TREX has to be installed only, if the search engine is needed

***) PI is included only for internal use inside mySAP ERP, and not for external communication
Extended System Landscape

- **ERP ABAP components**
  - NW 2004s usage type: AS-ABAP

- **SEM**
  - FINBASIS
  - NW 2004s usage types: AS-ABAP, AS-JAVA, BI, PI, DI, MI

- **ERP JAVA components**
  - NW 2004s usage types: AS-JAVA, EP, BI-JAVA

- **NW**
  - TREX

  SAP Solution Manager

Extended System Landscape with Firewall

- **ERP ABAP components**
  - NW 2004s usage type: AS-ABAP

- **SEM**
  - FINBASIS
  - NW 2004s usage types: AS-ABAP, AS-JAVA, BI, PI, DI, MI

- **ERP JAVA components**
  - NW 2004s usage types: AS-JAVA, EP, BI-JAVA

- **NW**
  - TREX

  SAP Solution Manager

  WFM_CORE
  - cProject Suite
  - LSO FE
  - LSO CP
  - NW 2004s usage types: EP, AS-ABAP, AS-JAVA

  XSS
  - Biller Direct
  - eRecruiting
Individual System Landscape

**ERP ABAP components**

- NW 2004s usage types: AS-ABAP
- NW 2004s usage types: AS-JAVA, PI
- NW 2004s usage types: AS-ABAP, AS-JAVA
- NW 2004s usage types: AS-JAVA
- NW 2004s usage types: AS-JAVA, PI
- NW 2004s usage types: AS-JAVA, MI
- NW 2004s usage types: AS-JAVA
- NW 2004s usage types: AS-JAVA, BI
- NW 2004s usage types: AS-JAVA, BI

**SAP Catalog**

- NW 2004s usage type: AS-ABAP
- NW 2004s usage type: AS

**MDMP**

There is no MDMP Support for mySAP ERP 2005

Please see [http://service.sap.com/globalization](http://service.sap.com/globalization)
For most projects the potential upgrade downtime is under 10 hours
Average 7.0 hours

Average project time: 5.3 months
Benefits of mySAP ERP

Technical Transition Options

Enterprise Service Architecture

Summary

3 Ways Industry Functionality is Deployed - Today

<table>
<thead>
<tr>
<th>Industry Solution</th>
<th>Industry Solution</th>
<th>Add-On</th>
<th>Industry Solution</th>
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<tr>
<td>SAP ECC Core</td>
<td>SAP ECC Core</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Extension</td>
<td></td>
<td>Core</td>
</tr>
</tbody>
</table>

Issues

- Add-Ons had different release cycles
- Delayed availability of support packages and legal changes
Industry Consolidation in mySAP ERP 2005

Market Forces
- Strong demand for deep industry specific offerings in the ERP market
- Strong focus on lowering TCO

SAP’s Response
- With mySAP ERP 2005 almost all industry solutions will be synchronized within the standard release
- Business Function Sets will be the mechanism to activate industry and generic functionality in mySAP ERP 2005
- Business Function Sets are controlled by the switch framework

mySAP ERP 2005: Industry Extensions are represented in Business Function Sets

SAP ECC
SAP ERP Central Component 6.00

SAP Switch Framework
- Industry Business Function Sets
  - SAP Discrete Industries Mill Products
  - SAP Media
  - SAP Telecommunication
  - SAP Oil and Gas
  - ...

- Generic Business Functions
  - Financial Services
  - Global Trade
  - ...

Industry Extensions are technically represented in Industry Business Function Sets
Enterprise Extensions are technically represented in Generic Business Functions
mySAP ERP 2005: Industry Extensions can be activated via the Switch Framework

SAP Switch Framework

Add-On

Industry Business Function Sets

SAP ECC
SAP ERP Central Component 6.00

SAP Discrete Industries Mill Products
SAP Media
SAP Telecommunication
SAP Oil and Gas

Only ONE Industry Business Function Set can be activated via Switch

Generic Business Functions

Financial Services

SEVERAL Generic Business Functions can be activated via Switch

Core

Global Trade

Synergies of Industry Solutions in mySAP ERP 2005

<table>
<thead>
<tr>
<th>Exclusive Activation</th>
<th>Multiple Activation</th>
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</thead>
<tbody>
<tr>
<td>SAP ECC Industry Extension Healthcare 6.0</td>
<td>SAP ECC Enterprise Extension Consumer Products 6.0</td>
</tr>
<tr>
<td>SAP ECC Industry Extension Chemicals 6.0</td>
<td>SAP ECC Enterprise Extension Defense Forces &amp; Public Security 6.0</td>
</tr>
<tr>
<td>SAP ECC Industry Extension Contract Accounting 6.0</td>
<td>SAP ECC Enterprise Extension Financials 6.0</td>
</tr>
<tr>
<td>SAP ECC Industry Extension Discrete Industries &amp; Mill Products 6.0</td>
<td>SAP ECC Enterprise Extension FERC: Regulatory Reporting 6.0</td>
</tr>
<tr>
<td>SAP ECC Industry Extension Insurance 6.0</td>
<td>SAP ECC Enterprise Extension Financial Services 6.0</td>
</tr>
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<td>SAP ECC Enterprise Extension Global Trade 6.0</td>
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<td>SAP ECC Enterprise Extension Human Capital Management 6.0</td>
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<td>SAP ECC Enterprise Extension Incentive &amp; Commission Management 6.0</td>
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<tr>
<td>SAP ECC Industry Extension Public Services 6.0</td>
<td>SAP ECC Enterprise Extension Specific Sales Enhancements 6.0</td>
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<td>SAP ECC Industry Extension Retail 6.0</td>
<td>SAP ECC Enterprise Extension Joint Venture Accounting 6.0</td>
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<tr>
<td>SAP ECC Industry Extension Telecommunications 6.0</td>
<td>SAP ECC Enterprise Extension SCM 6.0</td>
</tr>
<tr>
<td>SAP ECC Industry Extension Utilities, Waste &amp; Recycling 6.0</td>
<td>SAP ECC Enterprise Extension Public Sector Management 6.0</td>
</tr>
</tbody>
</table>

Single Activation

Multiple Usage
Choosing the Business Function Set (BFS)

1. Select the BFS

   Transaction SFWS

2. Choose the Business Functions

3. Press activate
What to Consider When Upgrading to mySAP ERP

- No migration: a smooth upgrade to mySAP ERP
- Direct upgrade path from previous SAP R/3 releases to SAP ERP Central Component (SAP ECC) 5.0 and 6.0
- Hardware requirements for
  - SAP ECC 5.0 insignificantly higher than SAP R/3 Enterprise
  - SAP ECC 6.0 higher than ECC 5.0 (database growth)
- Over 200 satisfied ramp-up customers are using SAP ECC 5.0
- Excellent Services to help you get running today
mypSAP™ ERP

Additional Information for SAP R/3 and SAP R/3 Enterprise Customers

Scope and General Value Proposition of mySAP ERP

Highlighted Additional Functionality in mySAP ERP

Transition Options to mySAP ERP
Footprint of mySAP ERP vs. SAP R/3

Scope of mySAP ERP vs. SAP R/3

Extension of Adaptable End-to-End Business Processes

ADAPTABLE business processes
Scope of mySAP ERP vs. SAP R/3

Evolved Technology Platform

ADAPTABLE business processes supported by FLEXIBLE platform

New Role-based Portal / User Interface

Improved PRODUCTIVITY and increased INSIGHT

ADAPTABLE business processes supported by FLEXIBLE platform
### General Value Proposition of mySAP ERP (1)

**mySAP ERP …**

- Allows to swiftly sense and respond to customer requirements in real time
- Provides advanced flexibility and adaptability in accelerating business strategies
- Enables businesses to adapt to market insights by extending processes beyond the enterprise to include their entire business ecosystem
- Is the best choice for gaining tight operational control of all activities
- Provides complete and integrated suite of next generation ERP applications tried and proven in companies of all sizes
- Delivers unsurpassed country-specific functionality, allowing true global reach
- Is perfectly prepared for deployment in more than 25 industries through pre-configured and extendible industry-specific functionality

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### General Value Proposition of mySAP ERP (2)

**Increases Insight for more assured Decision-Making**

- mySAP ERP deepens the understanding of activities across the entire business network by providing the right information, in real-time
- Strategic Enterprise Management and Analytics greatly enhance transparency and control
- Corporate Governance allows for more efficient management of internal controls to assure regulatory compliance (including Sarbanes-Oxley, Basel II and IAS) and to increase corporate trust

**Extends processes beyond the enterprise**

- mySAP ERP accelerates operations to the next level of efficiency by extending the reach of real time business processes
- Financial Supply Chain Management and Internet Sales allow for more efficient interaction with business partners thereby extending an already unrivaled comprehensive end-to-end operations functionality with full support of procure-to-pay and order-to-cash processes
- Even beyond operations business solutions for administrative areas like Travel Management and Recruiting provide a high level of third party integration in enterprise processes
People-Centric approach improves Productivity
- New approaches to people-centric usability provide greater interactive experience and increase user adoption, collaboration and productivity
- Collaborative functions, such as E-Recruiting and collaborative project management, and role-based portals and self-services, such as Employee and Manager self services bring ERP to every desktop

Provides Flexibility and Adaptability
- Enables seamless integration of end-to-end processes into one scalable industry solution
- Provides the option to incrementally add the right mix of functionality (SAP or non-SAP) as business scenarios demand over time
- Allows to consolidate and leverage existing assets – leading to better control and lower TCO in the ERP environment

Perfectly prepared for further mySAP solutions and integration with legacy environment
Examples of Delta from SAP R/3 to mySAP ERP

Industry support
New collaboration options
Financials supply chain management
New general ledger
RFID enabled scenarios
Internet sales
Product Modeling
Performance management

Analytics
Strategic Enterprise Management
Corporate governance
Sarbanes-Oxley

Adaptability
Insight
Flexibility
Productivity

Your Organization

Roles based functionality
Self Services - MSS / ESS
Travel Management
E-Recruiting / Learning
Self Service Requisitioning

Open technology platform
Guided procedures
Adobe® forms
Knowledge management
Portal
Mobile scenarios
Business information warehouse
Business process management

mySAP ERP – “deploy as you go”

Industry support
New collaboration options
Financials supply chain management
New general ledger
RFID enabled scenarios
Internet sales
Product Modeling
Performance management

Analytics
Strategic Enterprise Management
Corporate governance
Sarbanes-Oxley

Adaptability
Insight
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Your Organization

Roles based functionality
Self Services - MSS / ESS
Travel Management
E-Recruiting / Learning
Self Service Requisitioning

Open technology platform
Guided procedures
Adobe® forms
Knowledge management
Portal
Mobile scenarios
Business information warehouse
Business process management

Deploy what you need
mySAP ERP brings you added Functionality

- Extensive analytics, intuitively accessible portals
- Supports full procure-to-pay and order-to-cash processes
- Unique set of value-added services to greatly improve management of resources and assets

The following slides highlight some of these functionalities...

- Mobile Infrastructure, portal connects people
- Aggregate and analyze information across technology and the organization via SAP Exchange Infrastructure
- Model, execute, and monitor processes across technology and the organization via SAP Mobile Infrastructure
- Open system architecture enables easier integration

- Self-service portal increases flexibility and productivity
- Motivate employees to achieve, and design innovative reward strategies
- Streamline invoicing and payment processes

- Ensures adherence to new legal obligations
- Empowers employees and improves HCM, reducing costs
- Includes Internet Sales to boost revenues

Self-Services and Roles

- Analytics
- Financials
- Human Capital Management
- Operations
- Corporate Services
- SAP NetWeaver™
From SAP R/3 to mySAP ERP – Self-Services & Roles

SAP R/3 Enterprise

Human Resources
- Employee Self-Services
- Manager Self-Services

Additional functionality in mySAP ERP

Employee Self-Services
- Time-Posting Corrections
- Home/ Area Page & Roadmap Concept

Manager Self-Services
- Requisition Request
- Equipment Management
- Approval Processes
- Interactive Forms/ Portal Management
  - Capabilities for IT Staff
  - Home/ Area Page & Roadmap Concept

Roles in Operations
- Purchasing Agent
- Internal Sales Representative
- Plant/ Production Manager

Roles in Financials and Analytics
- Business Unit Analyst

No people-centric web interface available in SAP R/3
The Value of Self-Services & Roles within mySAP ERP

Because Self-Services & Roles address the following needs...
- Improved and automated workflow
- System-wide access to one consolidated and consistent business process view
- Appropriate role based functionality
- Empower people with easy access to information they need

...our customers enjoy these benefits:
- Increased user adoption, collaboration and employee motivation
- Improved business processes result in increased efficiency and productivity
- Improved service levels
- Informed decision making

Role-based portals improve Productivity

by providing easy access to information, applications and services in order to get tasks completed faster

Your benefits
- Central point of access based on user role
- Relevant budget, process and decision information always available
- Information actively “pushed” out to user
- Integrated knowledge management to find relevant structured and unstructured information quickly
From SAP R/3 to mySAP ERP – Analytics

SAP R/3 Enterprise

SAP R/3 Reporting

Additional functionality in mySAP ERP

- Strategic Enterprise Management
- Financial Analytics
- Operations Analytics
- Workforce Analytics
## The Value of Analytics within mySAP ERP

Because Analytics addresses the following needs...
- Better understanding the company’s environment and value drivers
- Optimization and automation of planning on all management levels
- Analysis of internal and external factors
- Real-time business results
- Flexible consolidation of company results

... our customers enjoy these benefits:
- Faster strategy execution
- Improved business insight for more informed decision making
- Lower cost of finance functions
- Increased transparency and corporate trust

### Strategic Enterprise Management increases Insight

by providing the right planning and evaluation tools to steer the organization

### Your benefits
- Improved decision support and control
- Shorter closing cycle times
- Improved forecasting accuracy and timeliness
- Enhanced efficiency in finance processes
Analytics increase Insight

by providing real-time business information across all business activities

Your benefits
- Improved decision-making
- Better access to key internal and external information across the business
- Streamlined internal and external reporting
- Cause and effect analysis available to detail required

The Content of Analytics within mySAP ERP — Part 1

Strategic Enterprise Management
- Legal & Management Consolidation
- Balanced Scorecard
- Risk Management
- Management Cockpit
- Strategic Planning
- Value Based Management
- Financial Statement Planning
- Investment Planning
- Stakeholder Relationship Management

Financial Analytics
- Financial & Management Reporting
- Financial Planning, Budgeting & Forecasting
- Profitability Management
- Product & Service Cost Management
- Overhead Cost Management & ABC/M
- Payment Behaviour Analytics
The Content of Analytics within mySAP ERP — Part 2

Operations Analytics
- Procurement Analytics
- Inventory & Warehouse Management Analytics
- Manufacturing Analytics
- Transportation Analytics
- Sales Analytics
- Customer Service Analytics
- Program & Project Management Analytics
- Quality Management Analytics
- Enterprise Asset Management Analytics

Workforce Analytics
- Strategic Alignment
- Reporting & Benchmarking
From SAP R/3 to mySAP ERP - Financials

SAP R/3 Enterprise (FI, AM, TR, EC-CS)

Financial Accounting
- Financial Statements
- General Ledger & Sub Ledgers

Cash and Liquidity Management (without Liquidity Planner)
- In-House Cash *

Additional functionality in mySAP ERP (FSCM, Corporate Governance)

Financial Accounting
- New General Ledger
- Fast Close Support

Corporate Governance
- Management of Internal Controls
- Whistleblower Complaints

Financial Supply Chain Management
- Credit Management *
- Electronic Bill Presentment & Payment *
- Dispute Management *
- Collection Management
- In-House Cash *
- Cash & Liquidity Management
- Treasury & Risk Management *

* Supplementary engine

* Volume/Usage based pricing

Corporate Governance

supports superior corporate governance business practices and reduces the costs of achieving compliance in financial and managerial reporting

Your benefits
- Greater scrutiny
- Sarbanes-Oxley and Basel II compliance
- Shareholder protection
- Reduced risk of noncompliance
- Reduced costs
Financial Supply Chain Management

enables companies to efficiently manage their financial relations with customers, dealers and vendors

Your benefits
- Efficient processing of payments and irregularities
- Improved liquidity planning
- Consistent company-wide credit policy
- Proactive credit risk management
From SAP R/3 to mySAP ERP
– Human Capital Management

SAP R/3 Enterprise

Employee Life-Cycle Management
- Applicant Tracking
- Compensation
- Training & Employee Development
- Performance Management
- ...

Additional functionality in mySAP ERP

- E-Recruiting and Talent Relationship Management *
- SAP Learning Solution *
  - Enhanced functionality such as collaboration features, content integration, content authoring, portal-based access, and correspondence management
- SAP Tutor *

Performance Management
  - Enhanced functionality such as improved attachment processing, appraisal calibration and template management.

* Volume/Usage based pricing

E-Recruiting improves Productivity

by enabling companies to effectively acquire and manage their talent base

Your benefits
- Find suitable high quality candidates to fill positions quickly
- Discover hidden potential in your internal talent pool
- Align recruitment activities to enterprise strategy
- Reduce sourcing and administration costs
- Simplify outsourcing of recruitment tasks
Enterprise Learning improves Productivity

by allowing companies to develop individual talent and ensuring a properly-skilled workforce

Your benefits

- Enable employees to pick up new skills with a combination of classroom training and E-Learning
- Speed-up understanding of new or changed processes
- Seamless integration to external learning content
- Employees can learn at their own pace using their preferred learning methods
From SAP R/3 to mySAP ERP – Operations Value Generation

SAP R/3 Enterprise (MM, SD, PP, ...)

Additional functionality in mySAP ERP

- Procurement
  - Self-Service Requisitioning
  - Purchasing Printforms with Adobe

- Inventory & Warehouse Management
  - RFID Enablement *

- Manufacturing
  - Documentary Batch

- Mobile Sales for handhelds
  - Customer Management
  - Sales Order Management
  - Material Management

- Internet Sales
  - B2B Scenario
  - B2C Scenario *

* Volume/Usage based pricing
* Delivered as solution package

Self-Service Requisitioning improves Productivity

by allowing companies to optimize and control internal procurement and increase purchasing efficiency

Your benefits

- Employees can create and easily manage their own requisitions for MRO materials and services according to your company's rules
- Faster and more cost effective procurement process
- Improve purchasing power
- Reduced administrative burden in your purchasing department
RFID

lets enterprises optimize the supply chain right through to the end-consumer

Your benefits
- Automated data capture
- Reduction of errors from data entry
- Hands-free warehouse execution
- Increased stock and delivery accuracy
- Compliance with industry mandates (DOD manifest, consumer products customers)

Your solutions
- RFID-Enablement
- SAP Auto-ID Infrastructure
- SAP Event Manager
- Warehouse Manager
- Warehouse Worker

From SAP R/3 to mySAP ERP – Operations Support

SAP R/3 Enterprise (PS, QM, ...)

Master Data

Project Management

Quality Management

Maintenance

Additional functionality in mySAP ERP

Life-Cycle Data Management
- Trials in Recipe Management *
- Easy Document Management System
- Product Modeling Environment
- CAD Desktop Integration *
- Collaboration with partners and suppliers
- Guided Procedures

Program & Project Management
- Resource-related down payments & billing

Quality Management
- Trial-specific stability studies
- Quality Improvement

Enterprise Asset Management
- Maintenance Cost Budgeting

* Volume/Usage based pricing
Collaborative Project Management

enables enterprises to collaborate internally and externally on projects in innovative ways

Your benefits
- Real-time collaboration
- Manage resources across organizational boundaries
- Track and create milestones with ease
- Monitor deliverables from various parties at a glance

Your solutions
- WebServices@cProjects
- Multiproject Management
- Document Management
- Project Status Reporting
- Project Versioning and Simulation

Flexible Process Management

provides companies with control and overview of all process-related activities

Your benefits
- Easily set up and execute collaborative business processes
- Optimization of workflows
- Pre-configured content
- Contextual entry help

Your Solution
- Guided Procedures as toolbox for creating effective workflows
- Pre-defined content
- Integration of Adobe® Interactive Forms
From SAP R/3 to mySAP ERP
- Corporate Services

SAP R/3 Enterprise

Travel Management

Environment, Health & Safety *

Real-Estate Management *

Additional functionality in mySAP ERP

Travel Management
- 360 Degree Travel Management (web-based single access point for travel and expenses)

Environment, Health & Safety *
- Data Import from external content providers

Incentive & Commission Management *
- Enhanced Management of Incentive Compensation Plans
- Calculation of Variable Compensation
- Compensation Results Analysis

Real-Estate Management *
- Simplified Property Management
- Service Charge Settlements

* Volume/Usage based pricing
° Volume/Usage based pricing for commercial and residential use, no additional pricing for corporate use
**From SAP R/3 to mySAP ERP – SAP NetWeaver**

- SAP R/3 Enterprise
  - Scalability
  - Performance
  - Administration
  - Monitoring

- SAP GUI

- ALE

- Workflow

**Additional SAP NetWeaver capabilities coming with mySAP ERP**

**People Integration**
- Enterprise Portal
- Collaboration
- Multi-Channel Access

**Process Integration**
- Business-to-Business
- Business Process Management
- Connectivity
- Message Handling

**Information Integration**
- Business Intelligence
- Knowledge Management
- Master Data Management

*Additional pricing for engines and adapters may apply*
The Value of SAP NetWeaver™ within mySAP ERP

Because SAP NetWeaver™ addresses the following needs...

- Aligning business processes, information and people
- Providing integration capabilities across technologies and organizational boundaries
- Quick adaptation of processes based on an open and flexible application platform

... our customers enjoy these benefits:

- A significantly lower total cost of ownership (TCO)
- Improved employee productivity
- Ability to rapidly react to changing business requirements
- Leveraging of existing investments with new technologies while reducing integration complexity and effort at the same time

Reduce TCO and enable innovation

SAP NetWeaver™ allows for innovation while containing costs at the same time

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<thead>
<tr>
<th>TCO Today</th>
<th>TCO 3 years from now</th>
</tr>
</thead>
<tbody>
<tr>
<td>10%</td>
<td>40%</td>
</tr>
<tr>
<td>30%</td>
<td>20-25%</td>
</tr>
<tr>
<td>60%</td>
<td>35-40%</td>
</tr>
</tbody>
</table>

INNOVATION
CONSOLIDATION
OPERATION
Highlighted Additional Functionality in mySAP ERP

Scope and General Value Proposition of mySAP ERP

Transition Options to mySAP ERP

Technical View

License View

Transition Aspects
Evolution of ERP

SAP R/3 (Releases up to 4.6C)

SAP R/3 Enterprise
- SAP Enterprise Extension Set
- SAP R/3 Enterprise Core

SAP Web Application Server

SAP Basis

mySAP ERP Evolution

Additional Components
- Self-Services
- Self-Service Requisitioning
- Internet Sales
- Strategic Enterprise Management
- ... and more

Additional Components
- Self-Service Requisitioning
- Internet Sales
- Strategic Enterprise Management

mySAP ERP Edition 2003

mySAP ERP Edition 2004

APPLICATION PLATFORM
- J2EE
- ABAP
- DB and OS Abstraction

INFORMATION INTEGRATION
- Bus. Intelligence
- Knowledge Mgmt
- Master Data Mgmt

INFORMATION INTEGRATION
- Bus. Intelligence
- Knowledge Mgmt
- Master Data Mgmt

PROCESS INTEGRATION
- Integration
- Business Process Mgmt

PROCESS INTEGRATION
- Integration
- Business Process Mgmt

PEOPLE INTEGRATION
- Multi-Channel Access
- Portal
- Collaboration

PEOPLE INTEGRATION
- Multi-Channel Access
- Portal
- Collaboration

mySAP ERP and SAP NetWeaver

Some examples of functionality leveraging NetWeaver technologies

- Self-Services, Collaborative Folders, and Collaborative Projects
- Strategic Enterprise Management, Manager Self Services, ...
- Financial Supply Chain Management, Self-Service Procurement
- Self-Services, Adobe Printing Forms
The License View – Part 1

License stays the same, SAP R/3 Enterprise is the next version of SAP R/3

mySAP ERP Edition 2003
Additional Components
Self-Services
Self-Service Requisitioning
Internet Sales
Strategic Enterprise Management
... and more

SAP R/3 Enterprise
SAP Enterprise Extension Set
SAP R/3 Enterprise Core

mySAP ERP Edition 2004
Additional Components
Self-Service Requisitioning
Internet Sales
... and more

Composite Applications
SAP ERP Central Component 5.00
Self-Services
Strategic Enterprise Management
SAP ECC Extension Set
SAP ECC Core

SAP Web Application Server
SAP Basis
SAP R/3 up to 4.6C
SAP R/3 Enterprise
SAP R/3 Enterprise Core
SAP Enterprise Extension Set
SAP ECC Extension Set
SAP ECC Core
SAP Web Application Server
SAP Basis
The License View – Part 2

License changes from SAP R/3 to a mySAP ERP license

Additional Components
- Self-Services
- Self-Service Requisitioning
- Internet Sales
- Strategic Enterprise Management
  … and more

mySAP ERP Edition 2003
SAP R/3 Enterprise
SAP Enterprise Extension Set
SAP R/3 Enterprise Core

mySAP ERP Edition 2004
Additional Components
- Self-Service Requisitioning
- Internet Sales
- Composite Applications
- Strategic Enterprise Management
SAP ERP Central Component 5.00
SAP ECC Extension Set
SAP ECC Core

SAP Web Application Server
SAP Basis
SAP R/3 Enterprise
SAP R/3
SAP R/3 Enterprise Core
SAP Enterprise Extension Set
SAP R/3 Enterprise Core
SAP NetWeaver™
Application Framework
APPLICATION PLATFORM
- Life Cycle Mgmt
- PEOPLE INTEGRATION
  - Multi-Channel Access
  - Portal
  - Collaboration
- INFORMATION INTEGRATION
  - Bus. Intelligence
  - Master Data Mgmt
- PROCESS INTEGRATION
  - Integration Broker
  - Business Process Mgmt
- APPLICATION PLATFORM
  - ABAP
  - J2EE
  - DB and OS Abstraction

SAP NetWeaver™ 04
Additional Components
- Self Services
- Composite Applications
- SAP ERP Central Component 5.00
- Strategic Enterprise Management
- Self-Services

Technical View
License View
Transition Aspects
## Transition Aspects – License View

### mySAP Business Suite contract
(formerly ‘mySAP.com contract’)

- Includes functionality in mySAP ERP, SCM, CRM, PLM, and SRM, all enhanced by SAP NetWeaver.
- Available to existing and new customers

### mySAP ERP contract

- Includes functionality for analytics, finance, human capital management, operations, and corporate services, all enhanced by SAP NetWeaver.
- Available to existing and new customers

### SAP R/3 Contract

- Includes the functionality of SAP R/3 and SAP R/3 Enterprise.
- Available to existing customers only

## License View – Recommendations

### mySAP Business Suite

All customers with functional requirements beyond Enterprise Resource Planning (for example, SCM, CRM...) should consider contract conversion to mySAP Business Suite.

### mySAP ERP

All customers with functional requirements in the area of Enterprise Resource Planning only should consider contract conversion to mySAP ERP.
Transition Aspects – Upgrade View

Mainstream maintenance:
- SAP R/3 Release 4.6B and below: until end of 2003
- SAP R/3 Release 4.6C: planned until Q1/2010
- SAP R/3 Enterprise: until Q1/2010
- SAP ECC 5.00: end of mainstream maintenance

Upgrade View

- MySAP Business Suite contract
- MySAP ERP contract
- SAP R/3 contract

License View

Upgrade View – Options

Based on the current release, customers have different options

- SAP R/3 4.6C
  - Stay until 2006 or upgrade
- SAP R/3 Enterprise (Ext. Set 1.10)
  - Stay until 2009 or upgrade
- SAP R/3 Enterprise (Ext. Set 2.00)
  - Stay until 2009 or upgrade
- SAP ECC
  - Stay until 2006 or upgrade

Choosing the right option depends on the customer’s business targets and requirements

Customers on these releases should upgrade as soon as possible!
Transition Aspects – Implementation View

mySAP Business Suite contract

mySAP ERP contract

SAP R/3 contract

License View

Implementation View

SAP Self-Services
SAP Enterprise Portal
SAP Strategic Enterprise Management
SAP Business Warehouse

Upgrade View

SAP R/3 Release 4.6B and below
SAP R/3 Release 4.6C
SAP R/3 Enterprise
SAP ECC 5.00

mySAP ERP Customers – A Selection
Thank you!