



mySAP BUSINESS SUITE & SAP R/3 ENTERPRISE



- ➔ **The Evolution of Collaborative Business with the mySAP Business Suite**
- ➔ **The Evolution of SAP R/3**
- ➔ **Strategic Development Directions at SAP**
- ➔ **Value Proposition of SAP R/3 Enterprise**

SAP has listened ...



.. to customers, analysts and the market

Reduce Costs

- Improve efficiency
- reuse rather than replacing existing IT systems
- Decrease TCO of IT solutions

Faster ROI on IT investments

- Software implementations must quickly pay for themselves
- Leverage existing investments with new technologies
- Limit risks with smaller and incremental implementations

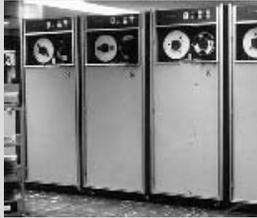
More flexibility in purchase, implementation and upgrade

- More options in purchasing, implementing and migrating IT landscapes
- Reduce project and investment risk

.. mySAP ERP is just one more step that SAP is taking to help our customers achieve these goals

What is ERP?

→ Depends **when** you ask:



1979

**No definition –
SAP was still busy
inventing it!**



1989

**ERP = Standard Business
Software (= SAP!)**



1999

**ERP = Old
→ E-Business = New !**



Today

**E-Business no longer
replacement
but extension of ERP**

How is ERP defined today?

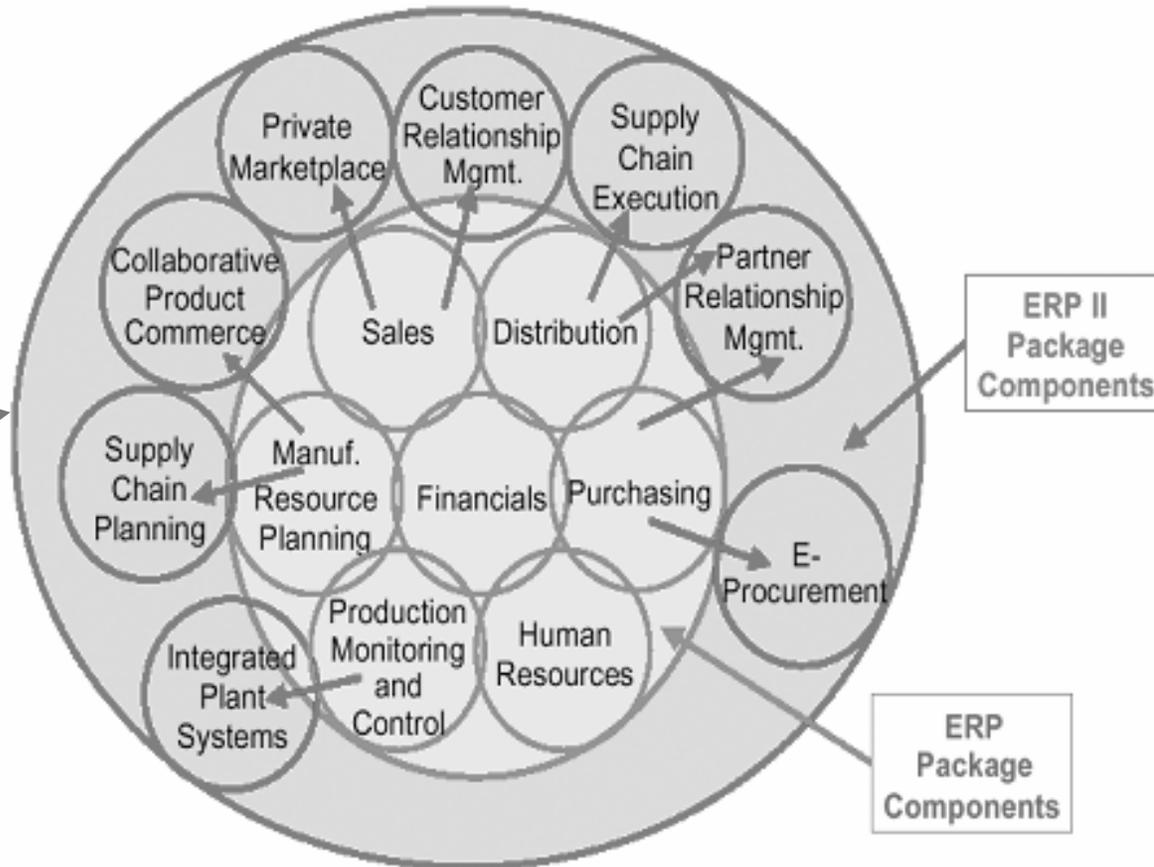
No universally accepted definition today.
Some Examples:

Press

- 'Backoffice admin & operations applications common to most companies'

Analysts

- 'ERP = HR + Finance + Corporate Functions + Blue Collar Operations'

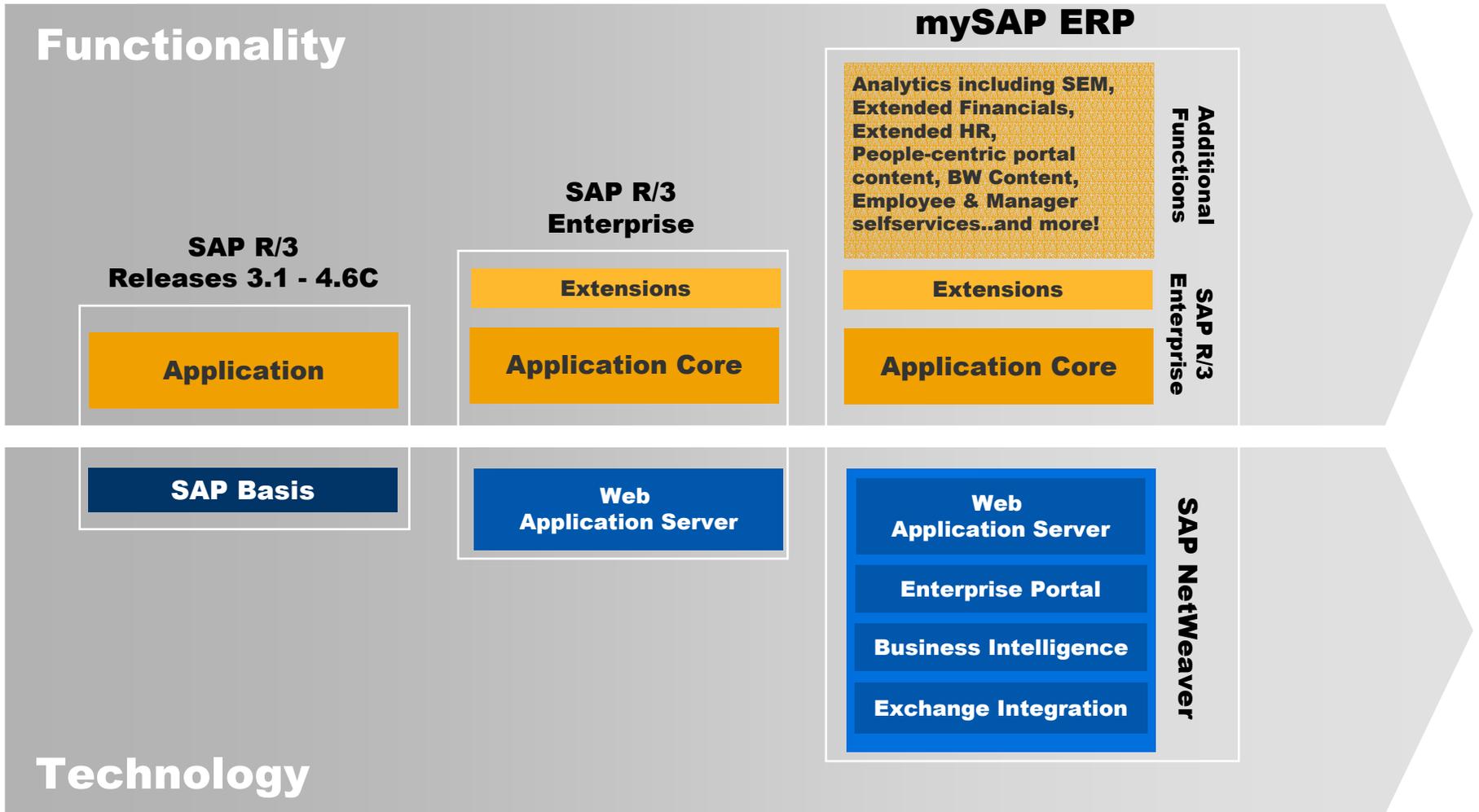


Source: Gartner Research

Other

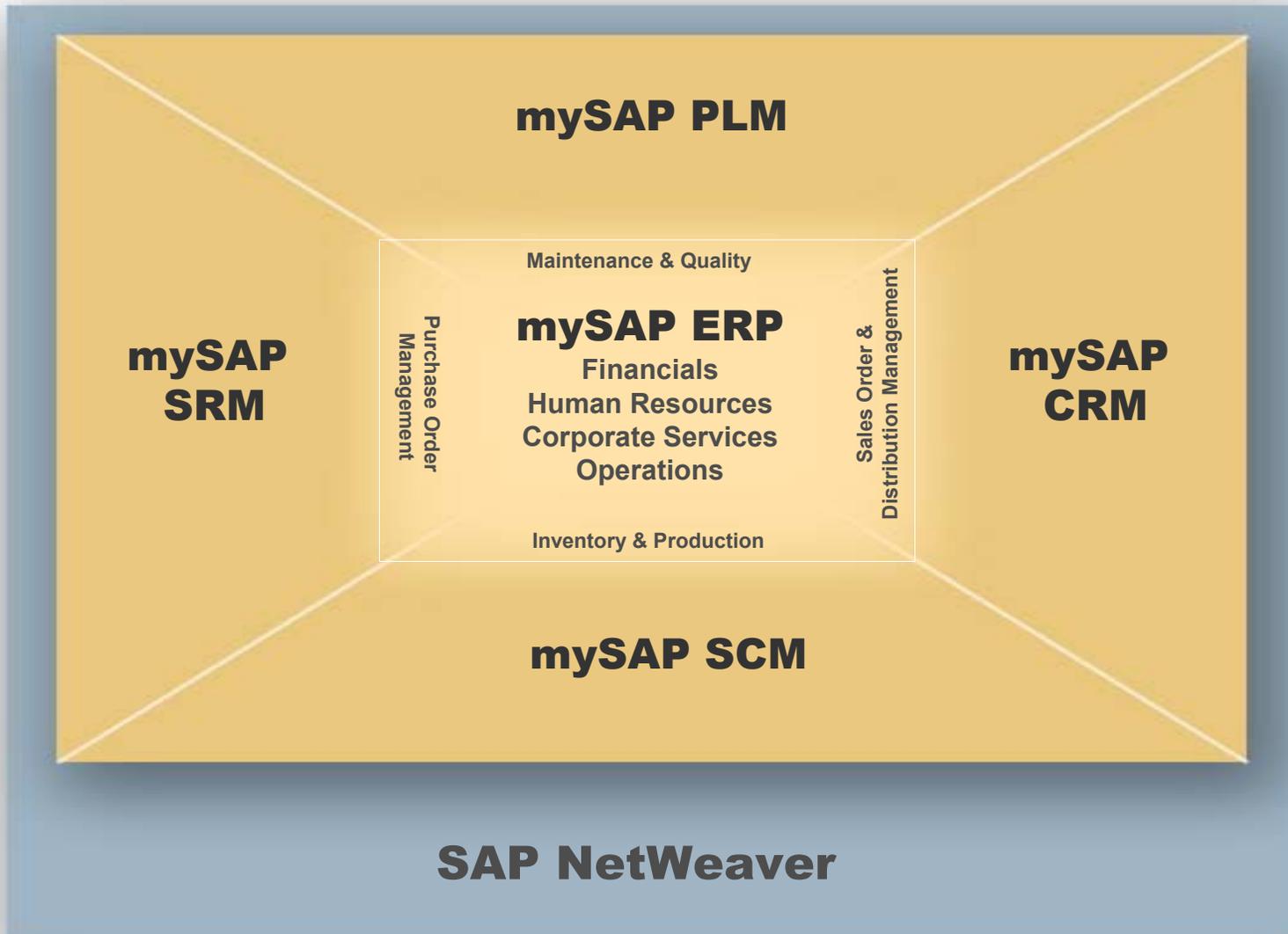
- 'HR + Finance + Purchasing + Distribution + Technology'

What is the evolution from R/3 to mySAP ERP?



mySAP Business Suite & mySAP ERP

mySAP Business Suite



mySAP ERP Solution Map

mySAP ERP – Edition 2003

	Manager Self Services			Employee Self Services			
Analytics	Strategic Enterprise Management		Financial Analytics	Workforce Analytics		Operations Analytics	
Financials	Financial Accounting		Management Accounting		Financial Supply Chain Management		
Human Resources	Employee Relationship Management		Employee Lifecycle Management		Employee Transaction Management		
Operations Management	Purchase Order Management	Inventory Management	Production Management	Maintenance & Quality	Distribution Management	Sales Order Management	
Corporate Services	Corporate Real Estate Management		Travel Management		Incentive & Commissions Management		
SAP NetWeaver	People Integration		Information Integration		Process Integration		Application Platform

R/3 Enterprise enhanced and extended within mySAP ERP

- SAP R/3 Enterprise is enhanced by mySAP ERP through extended functionality, usability, Business Content and SAP NetWeaver infrastructure
- Ease of use is enhanced through standardised user interfacing approaches
- R/3 Enterprise is completely compatible with and incorporated within mySAP ERP

mySAP ERP – Edition 2003

Analytics	Strategic Enterprise Management		Financial Analytics		Workforce Analytics		Operations Analytics	
Financials	Financial Accounting		Management Accounting		Financial Supply Chain Management			
Human Resources	Employee Relationship Management		Employee Lifecycle Management			Employee Transaction Management		
Operations Management	Purchase Order Management	Inventory Management	Production Management	Maintenance & Quality	Delivery Management	Sales Order Management		
Corporate Services	Corporate Real Estate Management		Travel Management			Incentive & Commissions Management		
SAP NetWeaver	People Integration		Information Integration		Process Integration		Application Platform <small>(Web AS completely contained in SAP R/3 Enterprise)</small>	

Example:
A world-class financial acctg environment is provided in mySAP ERP by enhancing SAP R/3 Enterprise Finance functions in conjunction with Business Intelligence, SEM, Portals and content to provide a comprehensive Financial Acctg environment

* Shaded areas include functions found in SAP R/3 Enterprise

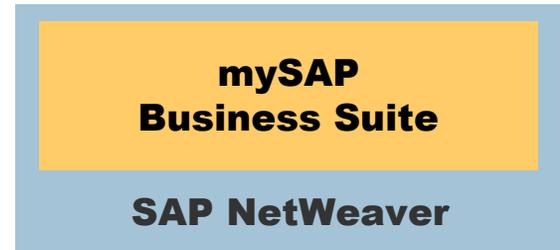
Component Matrix

mySAP Business Suite / mySAP Solutions	SAP R/3 Enterprise	SAP Advanced Planner and Optimizer (SAP APO)	SAP Customer Relationship Management (SAP CRM)	SAP Supplier Relationship Management (SAP SRM)	SAP Strategic Enterprise Management (SAP SEM)	SAP Knowledge Warehouse (SAP KW)	SAP Netweaver			
							SAP Enterprise Portal	SAP Web AS	SAP Business Information Warehouse (SAP BW)	Add. NetWeaver Components
SAP R/3 Enterprise	✓							✓		
mySAP ERP	✓				✓	✓	✓	✓	✓	XI, MDM, ME
mySAP Business Suite	✓	✓	✓	✓	✓	✓	✓	✓	✓	XI, MDM, ME
mySAP CRM	✓	✓	✓		✓	✓	✓	✓	✓	XI, MDM, ME
mySAP SRM				✓			✓	✓	✓	XI, MDM, ME
mySAP SCM	✓	✓	✓	✓		✓	✓	✓	✓	XI, MDM, ME
mySAP PLM	✓		✓	✓		✓	✓	✓	✓	XI, MDM, ME
mySAP ERP	✓				✓	✓	✓	✓	✓	XI, MDM, ME
mySAP Financials	✓				✓	✓	✓	✓	✓	XI, MDM, ME
mySAP HR	✓				✓	✓	✓	✓	✓	XI, MDM, ME
mySAP BI					✓		✓		✓	
mySAP Enterprise Portal							✓			

Transition Options for Customers

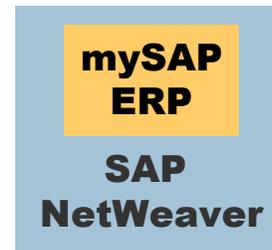
1 mySAP Business Suite

- Customer can buy and deploy mySAP Business Suite



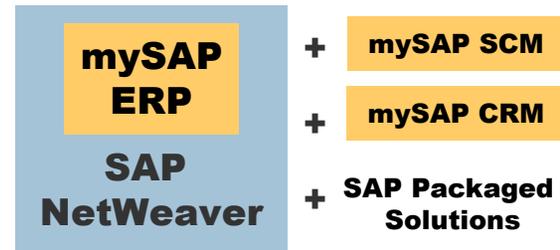
2 mySAP ERP

- Customer can buy and deploy mySAP ERP



3 Combining mySAP ERP & Solutions

- Customer can combine mySAP ERP with mySAP Solutions



4 Combining R/3E & Parts

- Customer can combine existing R/3 Installations with Solutions, SAP Netweaver (also parts of it like e.g. Portal or BI) and with Quickstep packages



SAP Product Architecture

SAP for <Industry>

- SAP for Aerospace & Defense
- SAP for Automotive
- ...

SAP Packaged Solutions

- Service Management for <Industry>
- Financial Insights for <Industry>
- ...

mySAP ERP is a solution within the mySAP Business Suite

SAP xApps

- SAP xApp Resource & Program Management
- SAP xApp Employee Productivity
- ...

mySAP Business Suite

- mySAP ERP
- mySAP CRM
- mySAP SCM
- mySAP PLM
- mySAP SRM
- mySAP Marketplace
- mySAP BI
- mySAP EP
- mySAP Financials
- mySAP HCM
- ...

SAP Smart Business Solutions

- mySAP All-in-One
- SAP Business One

SAP NetWeaver

- SAP Enterprise Portal
- SAP Business Intelligence
- Web Application Server
- SAP Master Data Mgmt
- SAP Exchange Infrastructure
- Technology Components..



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SAP's R/3 Strategy Based on our Customers' Requirements

Continuity

Deploy all new functions as they become available and integrate new technology when available



Continue enhancing SAP R/3! When is 4.7 available?

Flexibility and Optimization

More flexible upgrade strategy, allowing deployment of new functionality in phases on the one hand, stability and optimization (e.g. performance) on the other hand.



I need to optimize and expand my SAP R/3 into new areas and want to do this in a more flexible way

Transition into e-Business

Bringing enterprise and collaboration together to form a seamless e-business environment

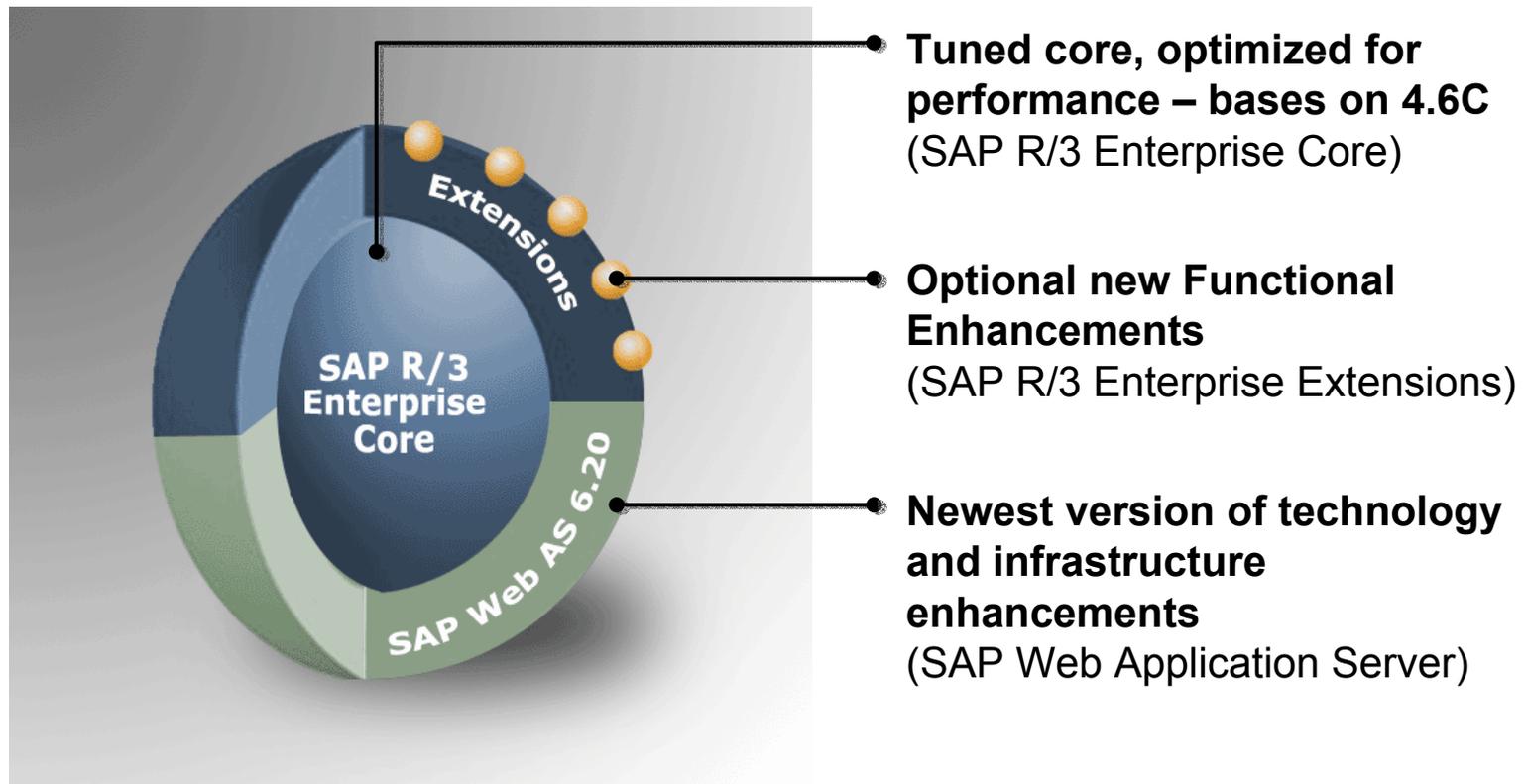


I want to move from SAP R/3 landscape into a complete e-business solution!



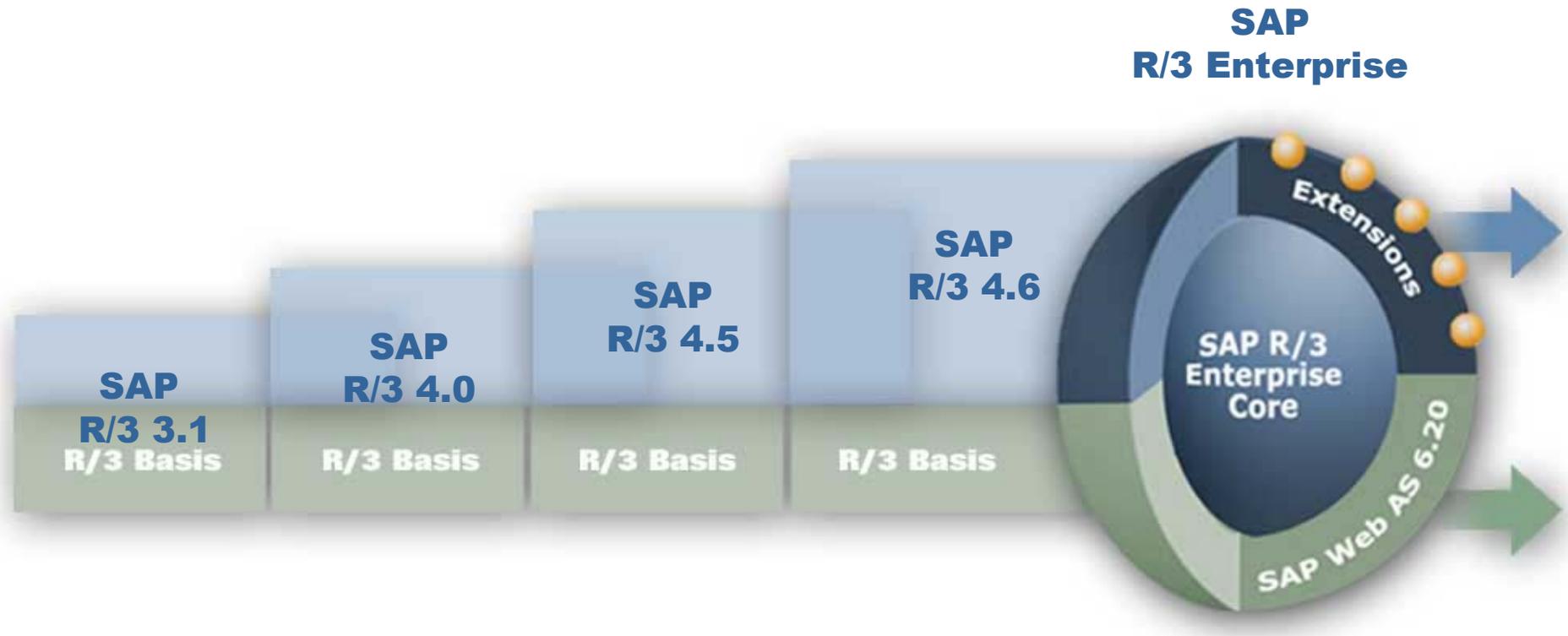
SAP R/3 Enterprise Architecture

SAP R/3 Enterprise is built along the principle of optimizing the stable and mature core processes and infrastructure and making new enhancements optional and deployable as needed.

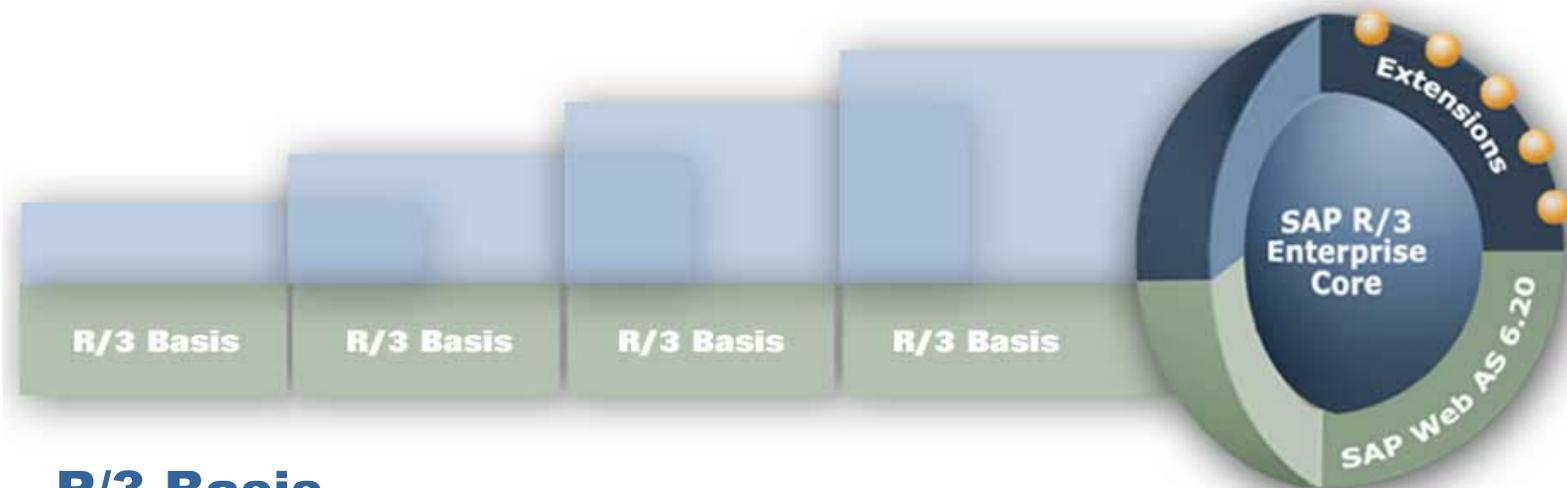


SAP R/3 Development Strategy

- New developments in SAP R/3 Enterprise are encapsulated in Extensions and can be optionally and flexibly deployed
- The SAP R/3 Enterprise Extensions will also be available to all SAP R/3 Customers as part of SAP R/3 maintenance
- SAP R/3 Enterprise Extensions have a separate release cycle to the SAP R/3 Enterprise core



Basis and SAP Web AS – Additional features



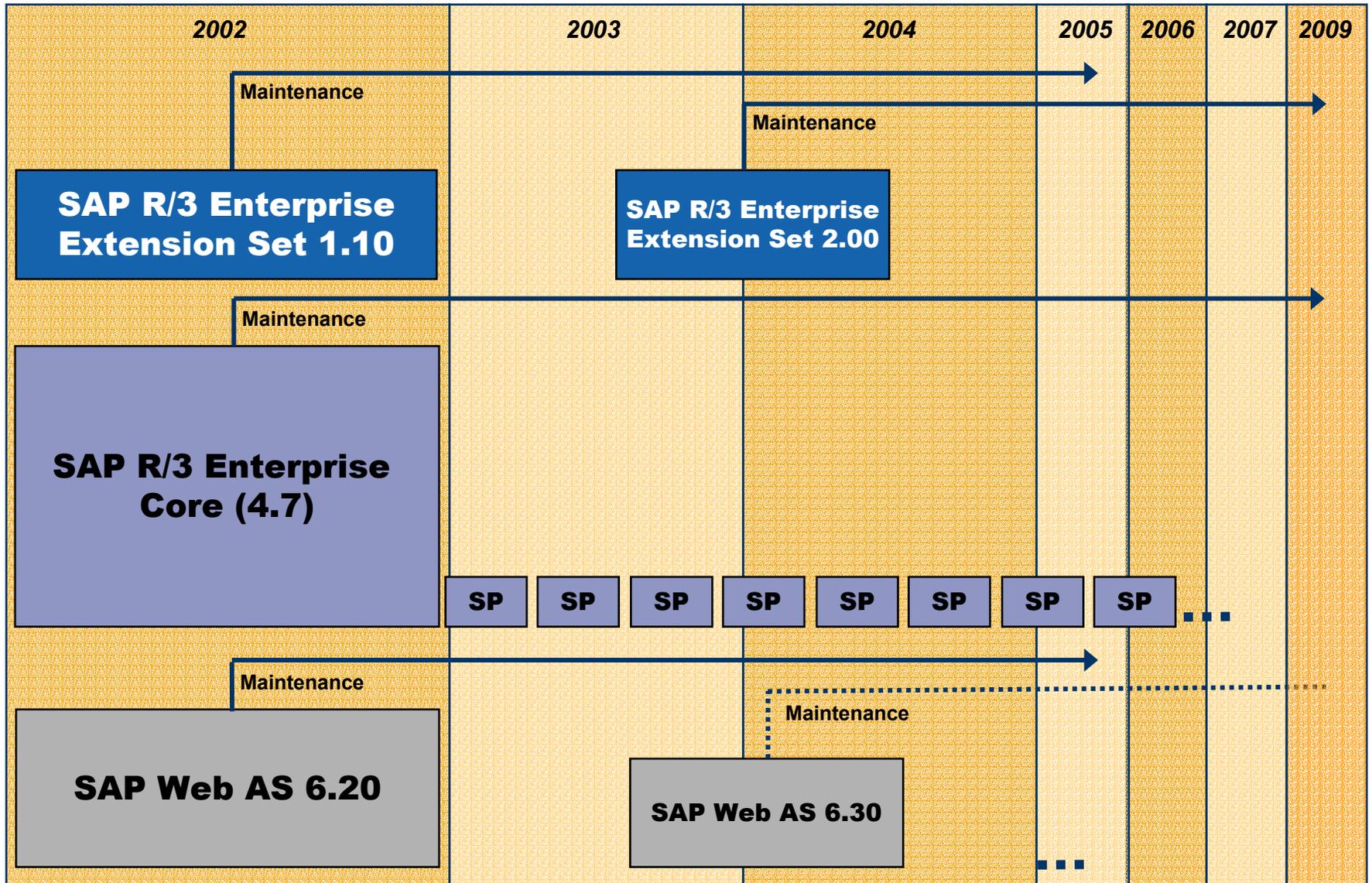
R/3 Basis

- Performance
- Reliability
- Scalability
- Versioning
- Monitoring
- Workflow
- Development workbench
- Transport management
- Business object repository Security
- Platform Independence

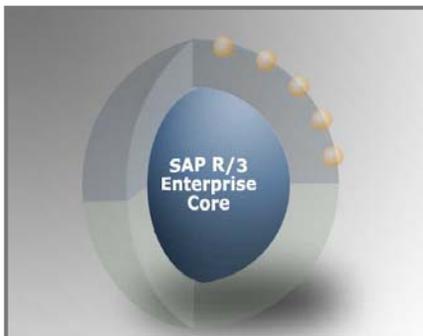
Additionally:

- Native Internet
- Support (SOAP,XML)
- Open Integration
- Web Services
- Java and J2EE
- Webflow
- Security Enhancements
- New Upgrade Tools

Release Strategy

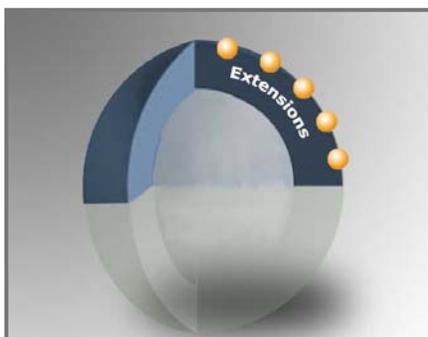


Protecting and Enhancing SAP R/3 Investments



Continuity

Treat it as simply the next version of R/3. (Think 4.7!)



Flexibility & Optimization

More flexible upgrade strategy, allowing deployment of new functionality in phases on the one hand, stability and optimization (e.g. performance) on the other hand.



Transition into e-Business

Leverage SAP Web Application Server Technologies

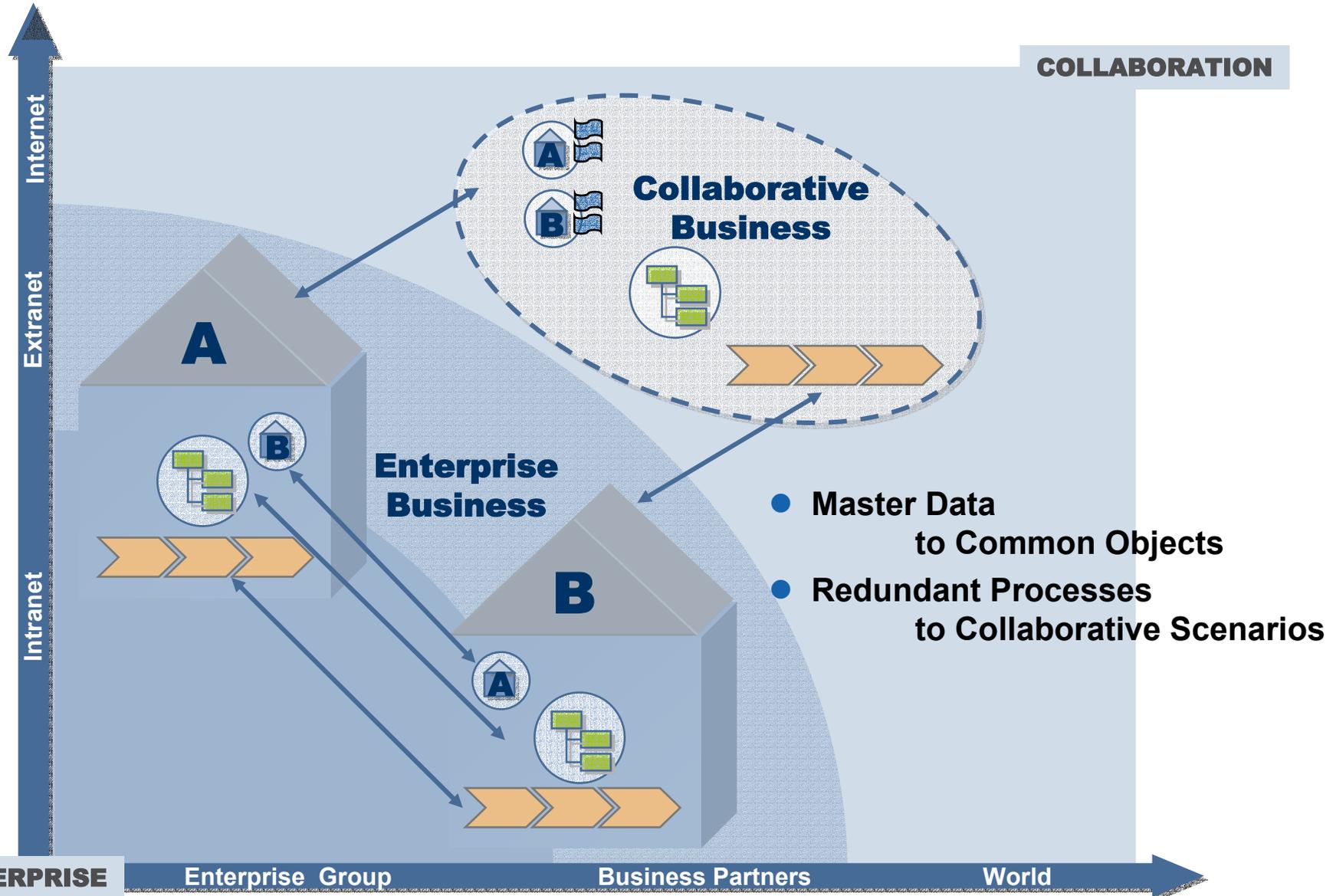




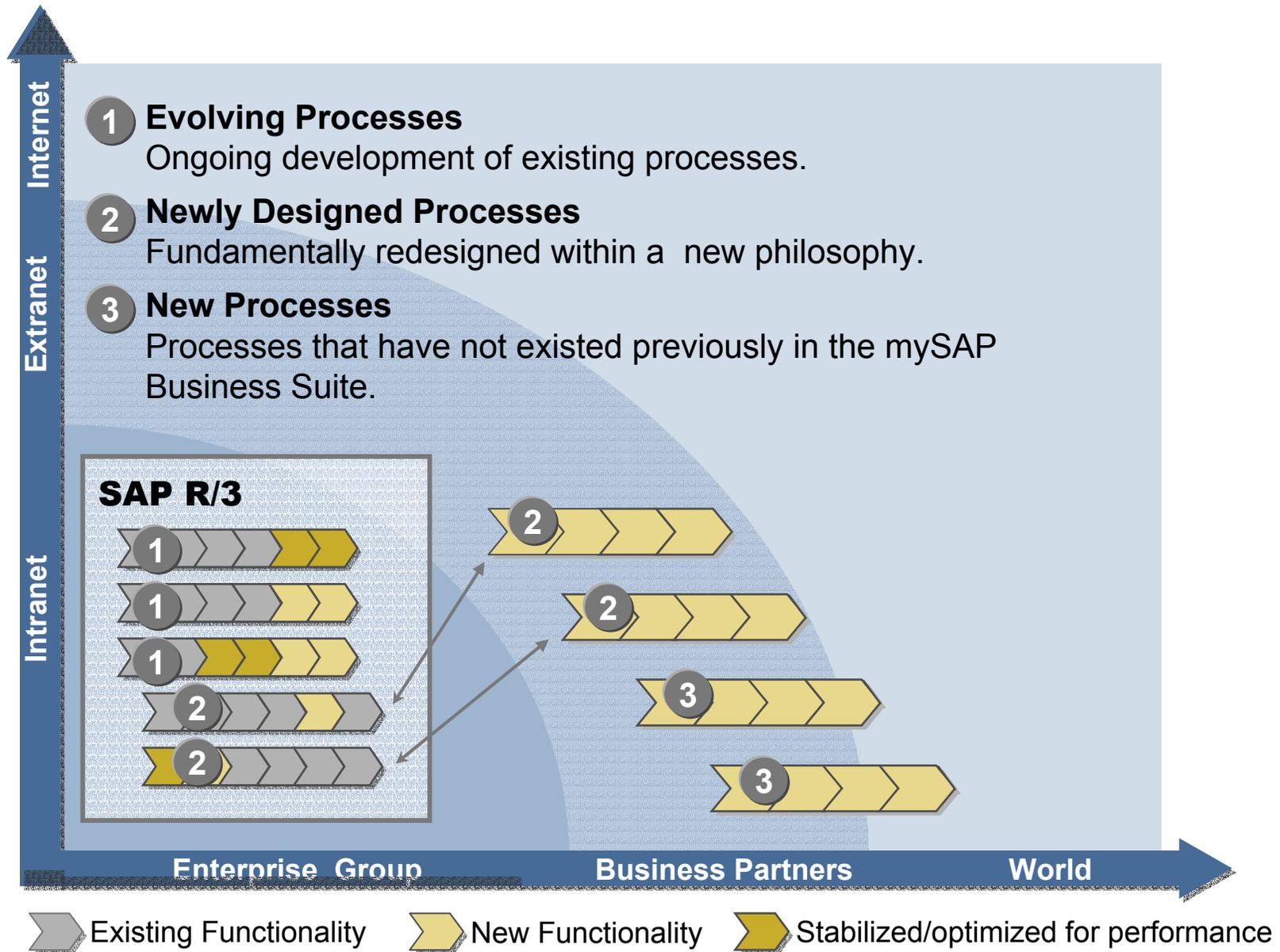
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Developing in Enterprise & Collaborative Business

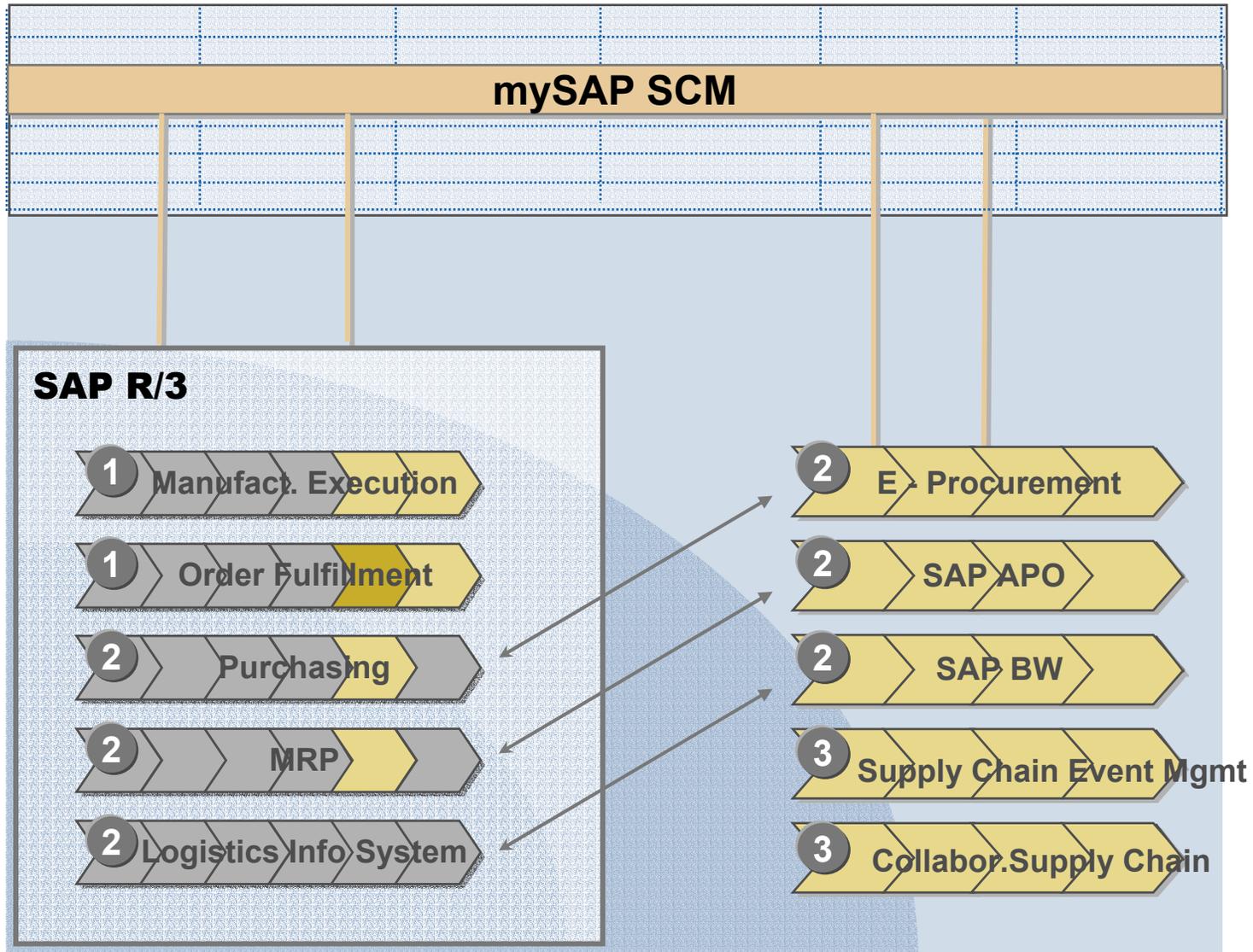
COLLABORATION



Types of New Developments



Example of Development of Processes





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Application Infrastructure

- New optimization and stabilization techniques in core functions significantly increase and optimize performance, stability, and quality.
- Extensive standard interface enhancements in the applications using BAPIs, BADIs, User Exits and other integration techniques allow enhanced integration and communication with other SAP and non-SAP Applications
- Unicode enablement in SAP R/3 Enterprise allows streamlined communication in heterogeneous and multilingual environments
- Business Configuration sets allow cross system configuration and rationalization of global rollout projects

Technology

- SAP R/3 Enterprise contains the newest technology in the form of the SAP Web Application Server 6.20.
- Same technology basis that supports the mySAP Business Suite

System & Release Management

- Through the separation of functional development and Infrastructural development, release, system and project management strategies become more flexible and allow step-by-step deployment strategies
- Companies can choose to:
 - 1) Upgrade all new functionality as in the past
 - 2) Stabilize installations ignoring future new functional developments
 - 3) Select specific areas (e.g HR) for upgrade..----- or mixtures of these strategies in different installations

Functionality

- SAP R/3 Enterprise contains new developments in functional and process enhancements in the areas of
 - Financials
 - Human Resources
 - Supply Chain Management
 - Product Life Cycle Management

Sources of Information in SAP Service Marketplace

→ **mySAP ERP**

alias: erp

→ **SAP NetWeaver**

alias: netweaver

→ **Development News**

alias: developmentnews

→ **Upgrade Information Center**

alias: upgrade

→ **Online Knowledge Products**

alias: okp

→ **Maintenance Strategy**

alias: maintenancestrategy

→ **SAP R/3 Enterprise**

alias: enterprise

→ **New Release Strategy**

alias: releasestrategy

→ **Release Notes**

alias: releasenotes

→ **Upgrade Focus Group**

alias: ufg

→ **Safe Guarding**

alias: safeguarding

■ Services from SAP Support and SAP Consulting



mySAP BUSINESS SUITE & SAP R/3 ENTERPRISE

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