



SAP Overview for Project Managers

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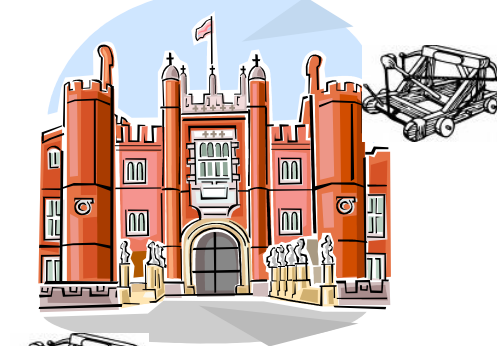
- Please put your phone on silent mode
- Q&A will be taken at the close of this presentation
- There will be time at the end of this presentation for you to take a few moments to complete the session survey. We value your feedback which allows us to improve this annual event.

Agenda

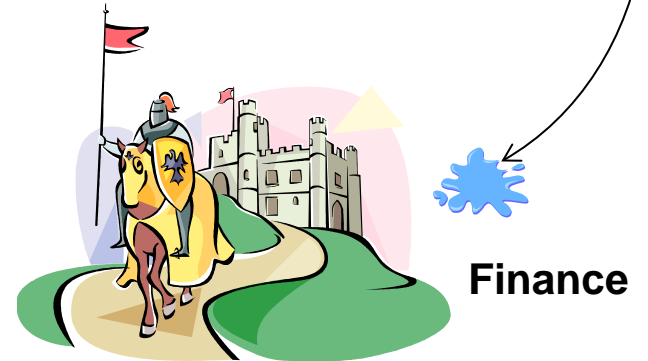
- SAP Introduction & Business Benefits
- SAP Conceptual Areas
- SAP Modules Overview
 - Industry Solutions
 - Accounting & Logistics
- SAP Process Flows
 - Order to Cash
 - Plan to Produce
 - Procure to Pay
 - Hire to Manage
- SAP ASAP Methodology
- SAP Solution Manager

Before SAP

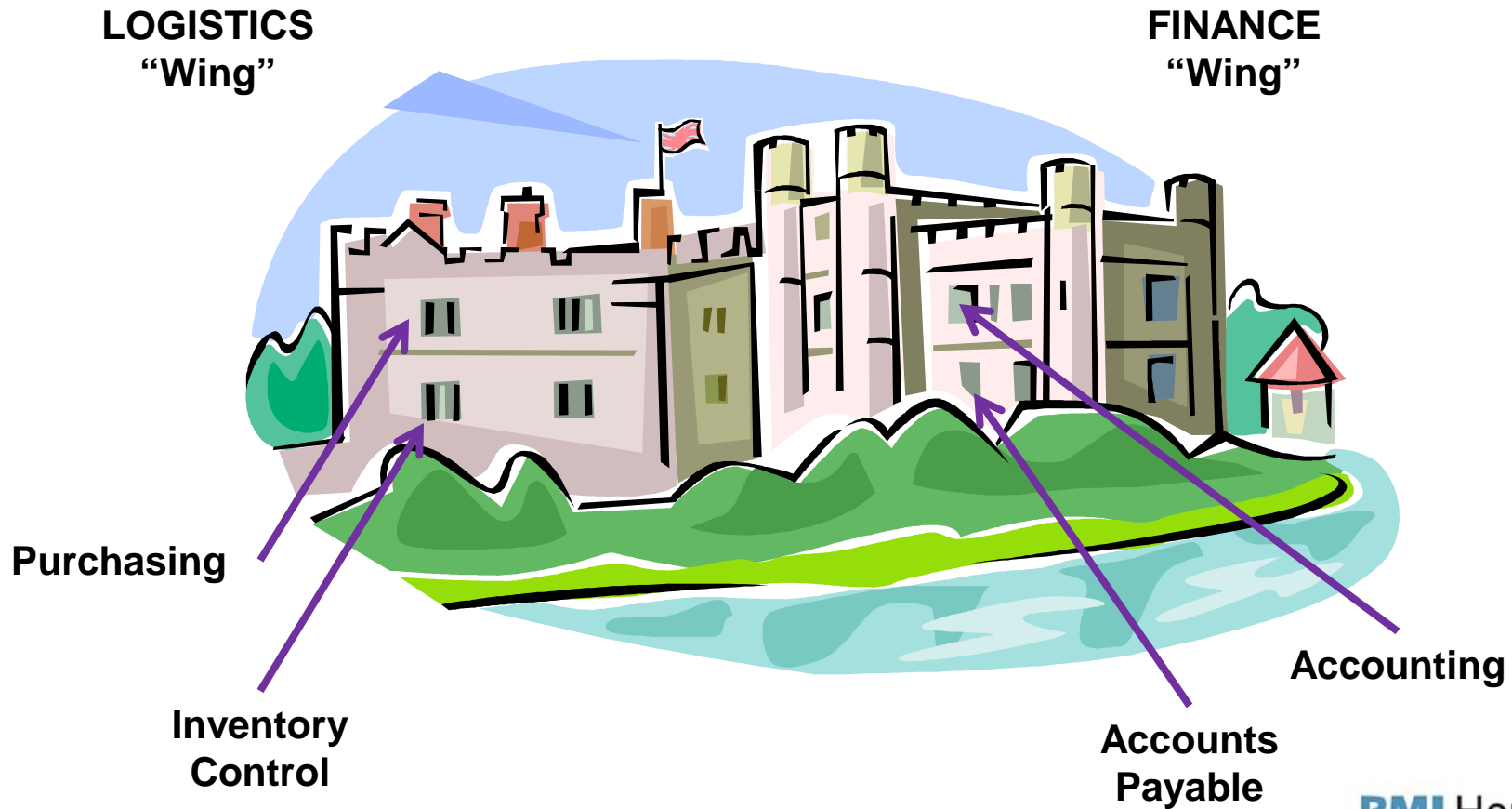
Purchasing



Accounts Payable



After SAP



Business Benefits

- Improve alignment of strategies and operations
 - Enterprise in accordance with strategy and plans, accessing the right information in real time to identify concerns early.
 - Pursue opportunities proactively.
 - Achieve corporate objectives by aligning workforce and organizational objectives.
 - Find the best people and leverage their talent in the right job at the right time.
- Improve productivity and insight
 - Leverage self-services and analytics across the organization.
 - Improve operational efficiency and productivity within and beyond the enterprise.

Business Benefits

- Reduce costs through increased flexibility
 - Use enterprise services architecture to improve process standardization, efficiency, and adaptability.
 - Extend transactions, information, and collaboration functions to a broad business community.
- Optimize IT spending
 - Integrate and optimize business processes.
 - Eliminate high integration costs and the need to purchase third-party software.
 - Deploy other SAP Business Suite applications incrementally to improve business processes

Business Benefits

- Improve financial management and corporate governance
 - Gain deep visibility into the organization with financial and management accounting functionality combined with business analytics.
 - Increase profitability, improve financial control, and manage risk.
- Provide immediate access to enterprise information
 - Give employees new ways to access the enterprise information required for their daily activities.
- Support changing industry requirements
 - Take advantage of the SAP newest functionality to integrate end-to-end processes seamlessly.

Conceptual Areas

- The SAP system is also broken out into three different areas
 - Application
 - Functional
 - Execution of SAP Transactions
 - Basis
 - System Administration
 - Security/Authorizations
 - Development
 - Technical
 - ABAP/4 Programming

SAP Module Overview

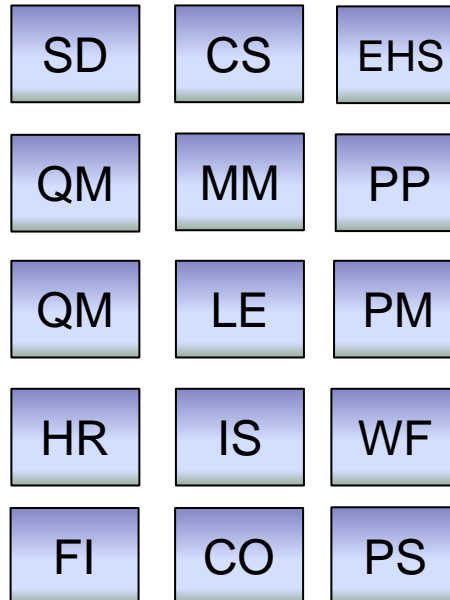
NetWeaver

- Enterprise Portal
- Master Data Management
- Business Intelligence / Business Objects
- Exchange Infrastructure / Process Integration (XI/PI)
- Mobile Business Applications
- Web Application Server Technologies

Simplified/Smart Business Solutions

- SAP Business One
- SAP Business By Design
- SAP All in One
- SAP Edge Solutions

Enterprise Core Components



In-Memory

- HANA Applications
- Data Warehousing
- Data Management
- In-Memory Platform

Business Suite

- Enterprise Core Component (ECC)
- CRM, Customer Relational Management
- SCM, Supply Chain Management
- PLM, Product Lifecycle Management
- SRM, Supplier Relationship Management
- Analytics, Business Objects
- HCM, Human Capital Management

Industry Solutions

- Financial and Public Services
 - Banking, Defense & Security, Healthcare, Higher Education, Insurance, Public Sector
- Manufacturing
 - Aerospace & Defense, Automotive, Chemicals, Consumer Products, Industrial Machinery & Components, Engineering Construction and Operations, High Tech, Life Sciences, Mill Products, Mining, Oil and Gas
- Service
 - Sports and Entertainment, Media, Retail, Professional Services, Telecommunications, Travel and Transportation, Utilities, Wholesale Distribution

Accounting

This organizational area contains the following modules:

- **Financial Accounting**
- Financial Supply Chain Management
- **Controlling**
- Enterprise Controlling
- Strategic Enterprise Management
- Investment Management
- Project System
- Real Estate Management
- Public Sector Management
- Bank Management

The Modules to be discussed are highlighted

Financial Accounting

- The FI module is primarily responsible for External Financial reporting. This module contains receivables, payables, and taxes.
- Key Components of the FI application module include:
 - General Ledger Accounting (FI-GL)
 - Special Ledger (FI-SL)
 - Accounts Payable (FI-AP)
 - Accounts Receivable (FI-AR)
 - Asset Accounting (FI-AA)
 - Bank Accounting
 - Funds Management (FI-FM)
 - Travel Management (FI-TM)
 - New GL Ledger

Controlling

- The functionality in this area represents the flow of cost and revenues.
- Key Components of the CO application module include:
 - Overhead Cost Controlling (CO–OM)
 - Cost Center Accounting
 - Cost Element Accounting
 - Internal Order Accounting
 - Activity Based Coding (CO–ABC)
 - Product Cost Controlling (CO–PC)
 - Profitability Analysis (CO–PA)
 - Material Ledger (CO–ML)

Logistics

This organizational area contains the following modules:

- **Materials Management**
- **Sales & Distribution**
- Logistics Execution
- **Production**
- Production - Process
- **Plant Maintenance**
- Customer Service
- **Quality Management**
- Logistics Controlling
- Project System
- Environment, Health & Safety

The Modules to be discussed are highlighted

Materials Management

Purchasing

- Purchase Requisitions
 - MRP
 - Manual Requisition
 - Release Procedures
- RFQ Quotations
 - Material or Services
 - Price Lists
- Purchasing
 - Purchase Orders
 - Outline Agreements
 - Scheduling Agreements

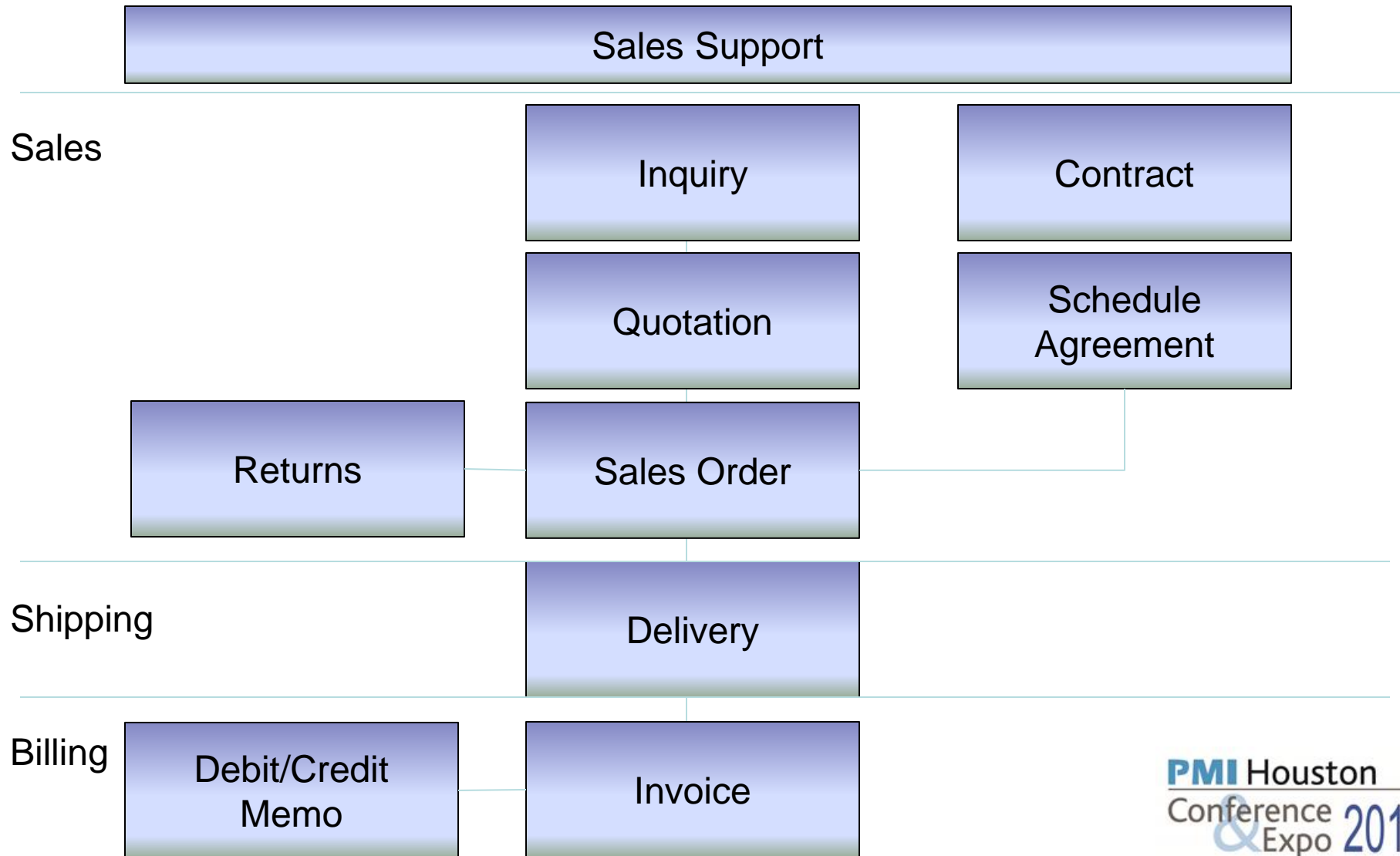
Inventory Management

- Goods Receipts & Goods Issues
- Transfer Postings
- Quantities and values
- Physical Inventory / Cycle Counting

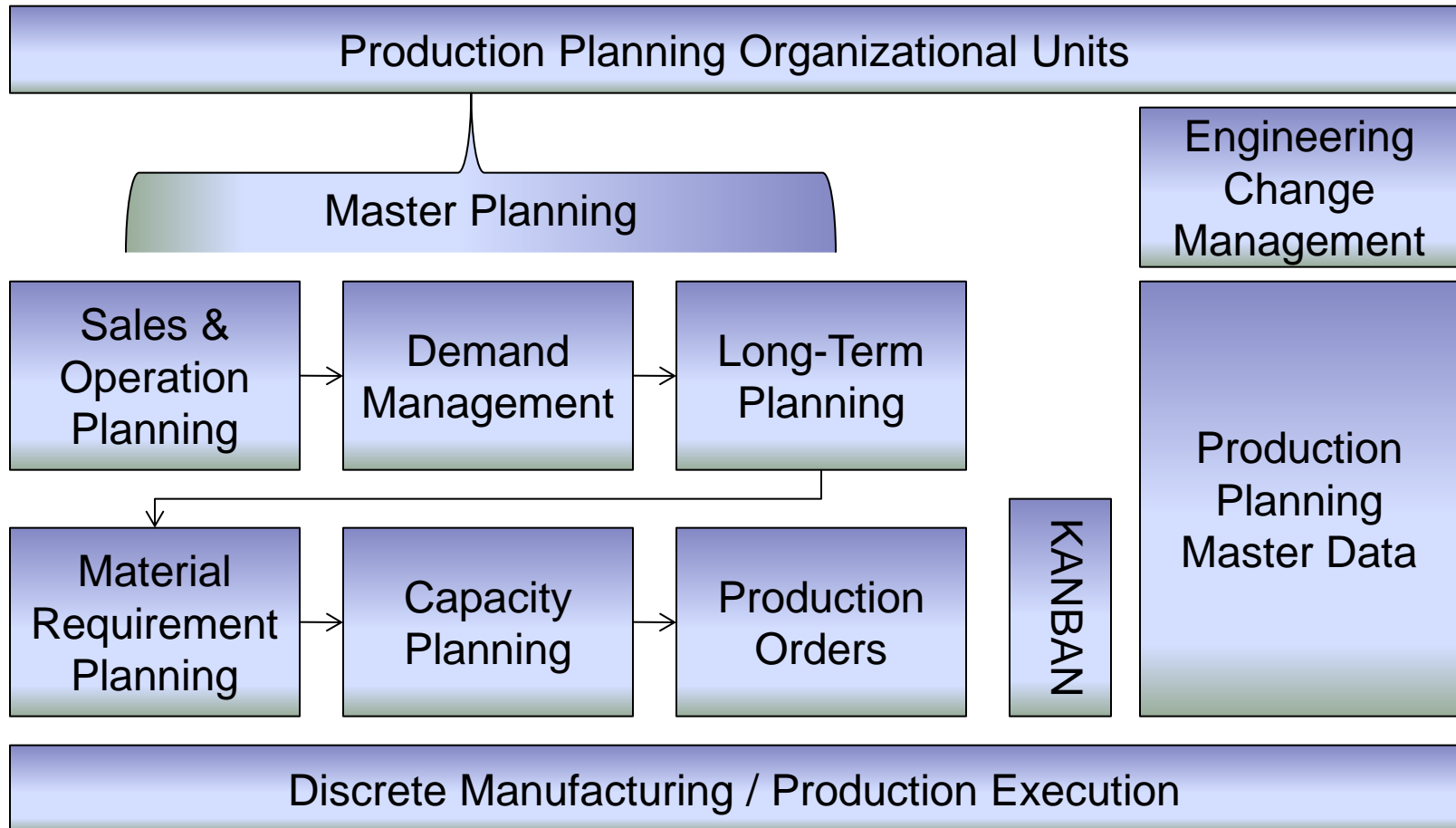
Invoice Verification

- Check and Post
- Price Update

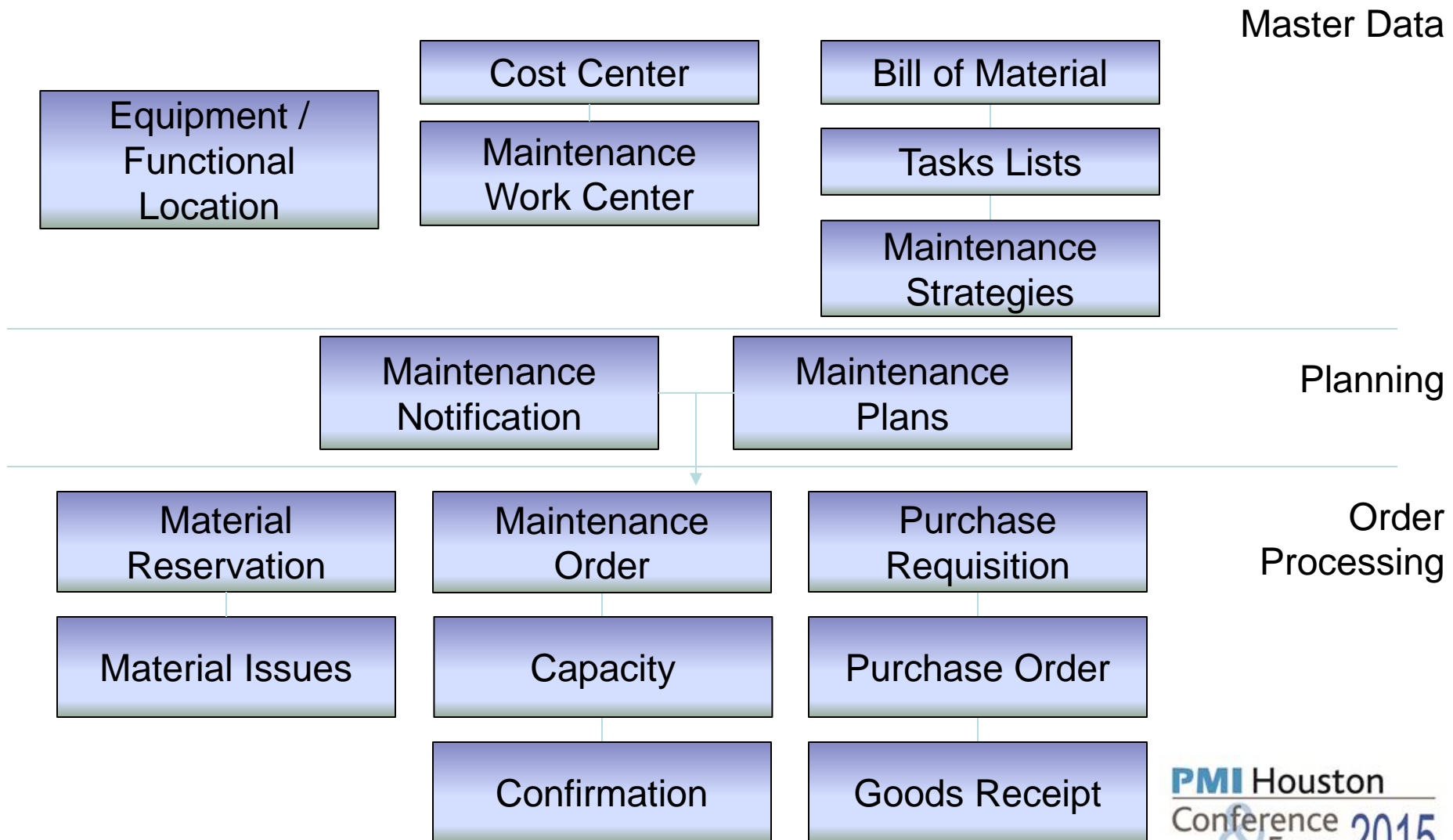
Sales & Distribution



Production Planning



Plant Maintenance



Quality Management

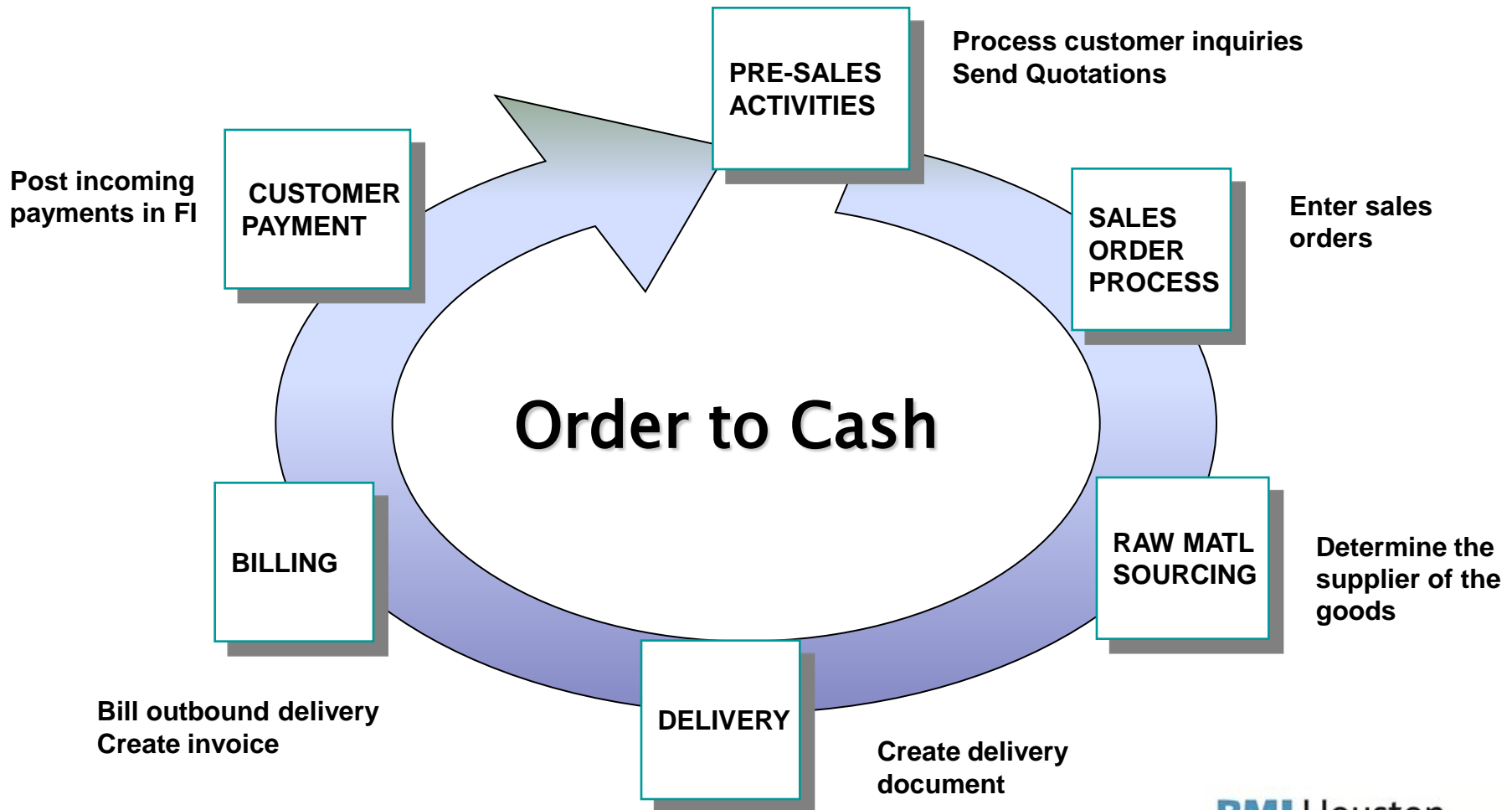
- The functionality in this area is used for Quality planning, Inspection, control, costing, and procurement
- Key Components of the QM application module include:
 - Quality planning
 - Quality during procurement, production, distribution
 - Quality Management Information - Quality inspection
 - Information System (QMIS)

Human Resources

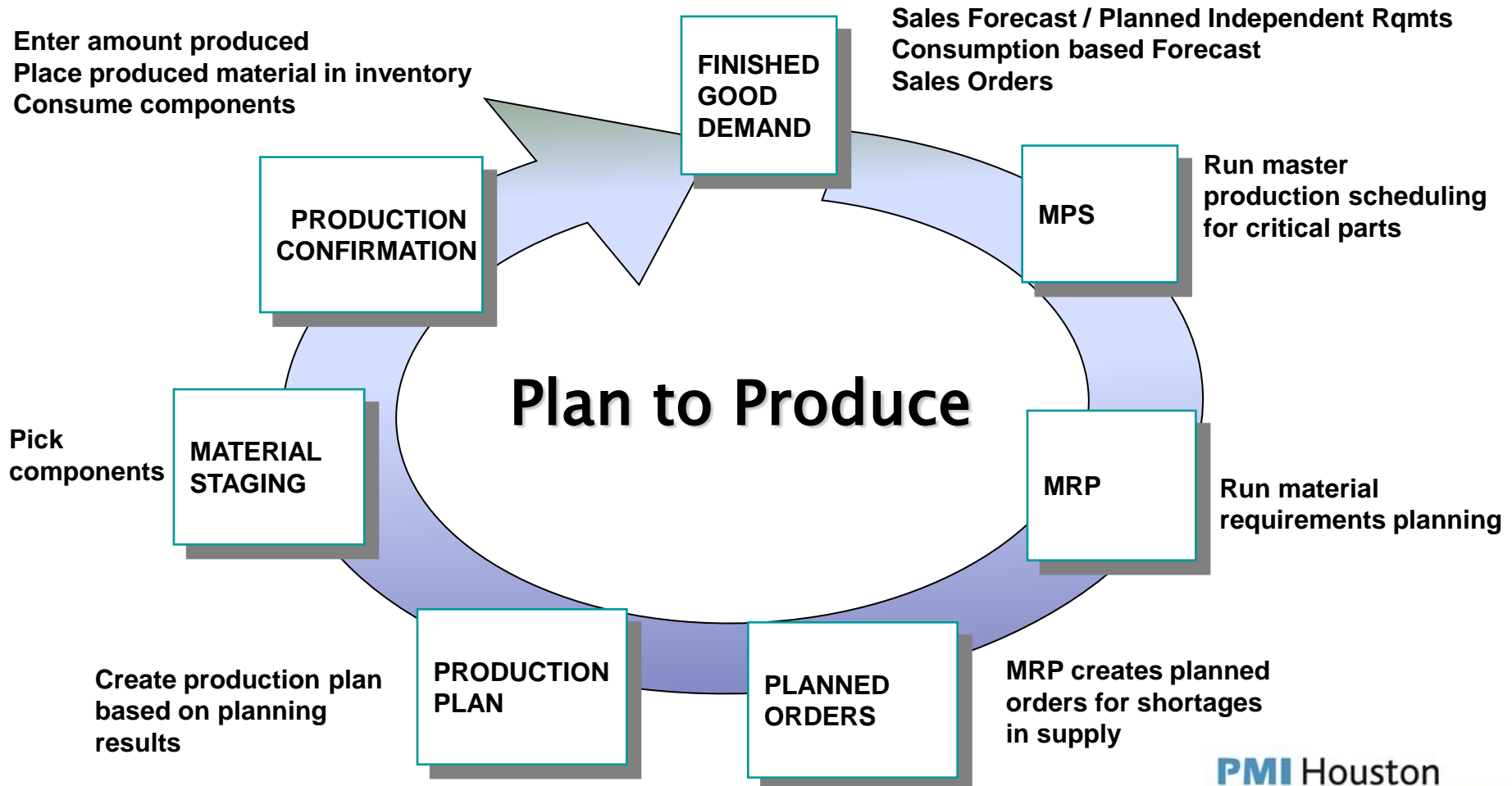
This organizational area contains the following modules:

- Recruitment
- Payroll & Time management
- Travel Expense accounting & Benefits
- Workforce planning & Training administration
- Organization management

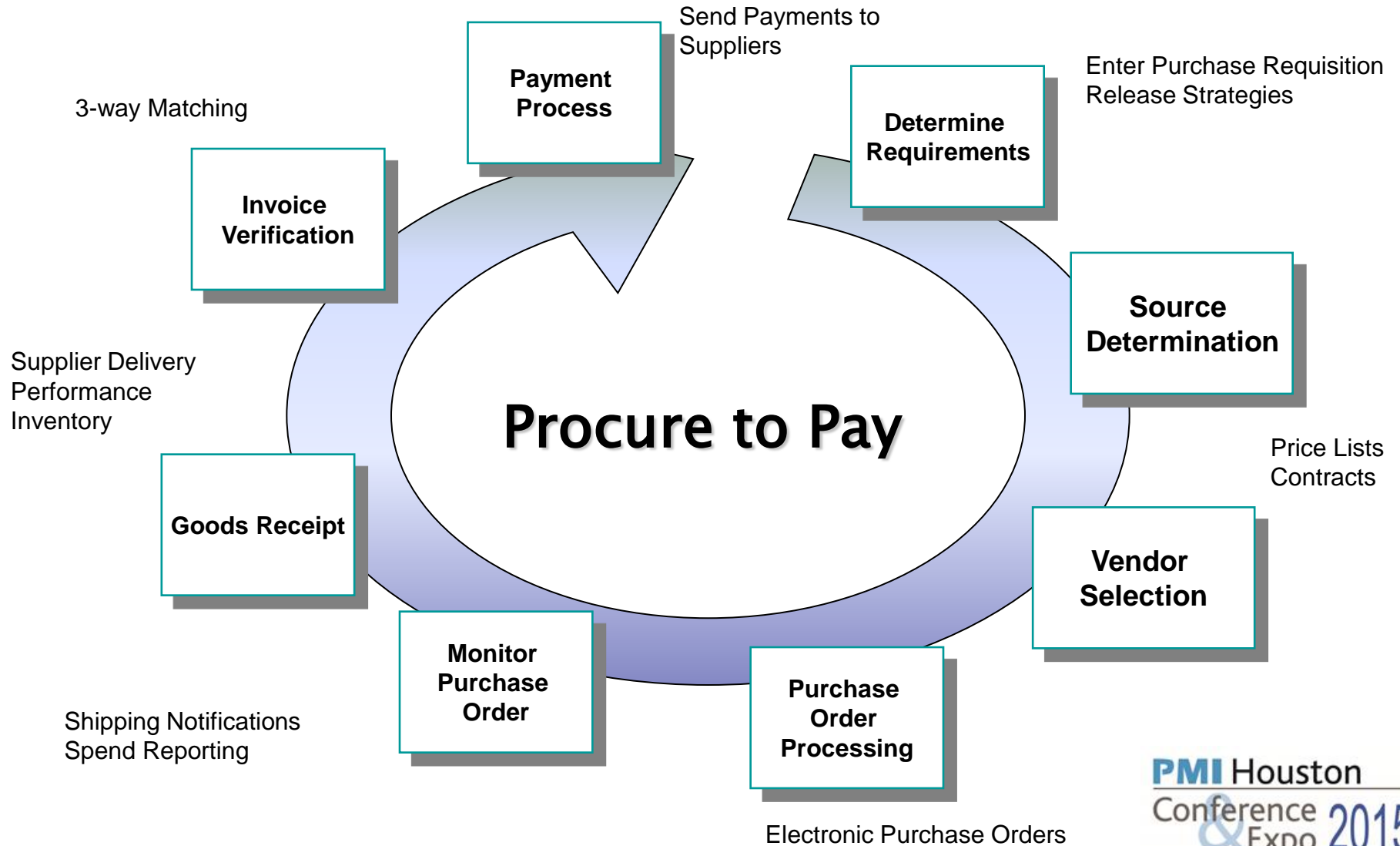
Sales Order Process



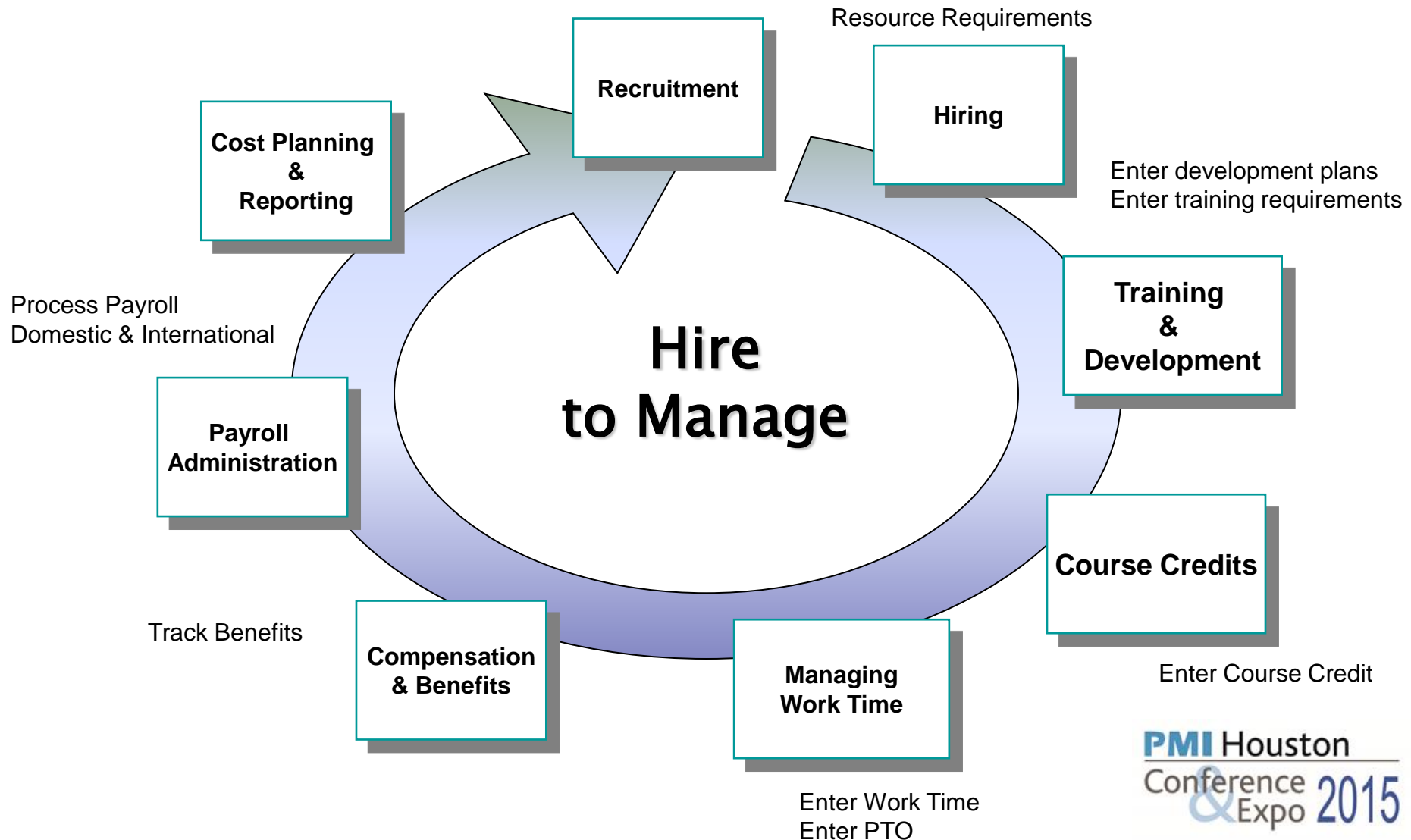
Material Planning and Production Process



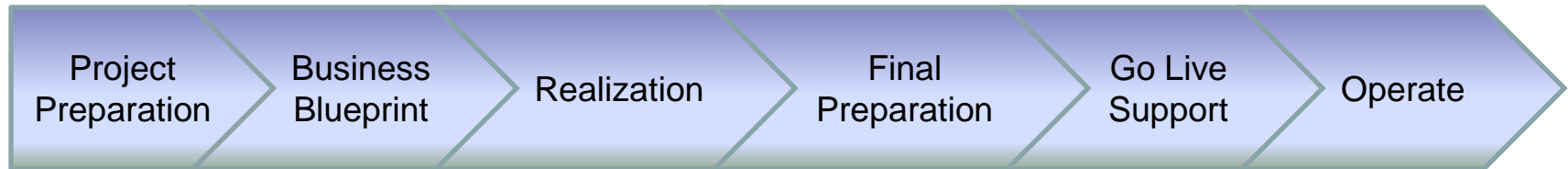
Procurement Process



Human Resource Process



ASAP - Implementation Roadmap



There are 6 stages for any SAP implementation. They are as follows:

1. Project Preparation
2. Business Blueprint
3. Realization
4. Final Preparation/Testing
5. Go Live Support
6. Operate

Project Preparation

- During the *Project Preparation* phase the team goes through initial planning and preparation for the SAP project, which includes the following activities:
 - Goal Setting - project goals and objectives
 - Implementation strategy – clarify scope & establish project organization, relevant committees and assign resources
 - Implementation Sequence
 - Team Assignment– core team, project team and consulting team
 - Sign Off

Business Blueprint

- The purpose of the *Business Blueprint* is to achieve a common understanding of how the company intends to run SAP to support their business.
- The result is the Business Blueprint, a detailed document of the results gathered during requirements workshops.
 - Scope Document
 - As Is
 - To Be
 - Gap Analysis
 - Sign Off

Realization

- The purpose of this phase is to implement all the business process requirements based on the Business Blueprint.
- The system configuration methodology is provided in two work packages:
 - Baseline – major scope
 - Final Configuration – remaining scope
 - Sign Off

Final Preparation

- The purpose of this phase is to complete the final preparation to finalize your readiness to go live.
 - Unit Testing
 - Integration Testing
 - User Training
 - Cutover Strategy & Planning
 - Sign Off
- The Final Preparation phase also serves to resolve all critical open issues.

Go Live Support and Operate

- The purpose of the Go Live Support phase is to move from a project-oriented, pre-production environment to live production operation.
 - Production Support Strategy
 - Monitor System Transactions
 - Optimize Performance
 - Help Desk & Competency Center
- The purpose of the Operate Phase is to ensure the operability of the solution.

SAP Solution Manager

- The Solution Manager Approach includes:
 - Business Process Oriented
 - End to End functionality for continuous improvement and management of applications
 - Focal System for full life-cycle support and collaboration with SAP
 - Contains all SAP templates defining best practices for business processes, including the implementation, operation, and optimization tasks
- Solution Manager incorporates:
 - Knowledge Management
 - Test Management
 - Solution Monitoring
 - Support Desk
 - Service Delivery
 - Change Management
 - Knowledge Transfer
 - Project Management

Services Provided

- IT Strategy
- ERP Software Selection
- ERP Implementation
- ERP Staffing
- Organizational Change Management
- Project Team Training
- Process Reengineering

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Thank You