

74_P-1170

*Société de l'assurance
automobile*

Québec 

SAP 101

Technologies

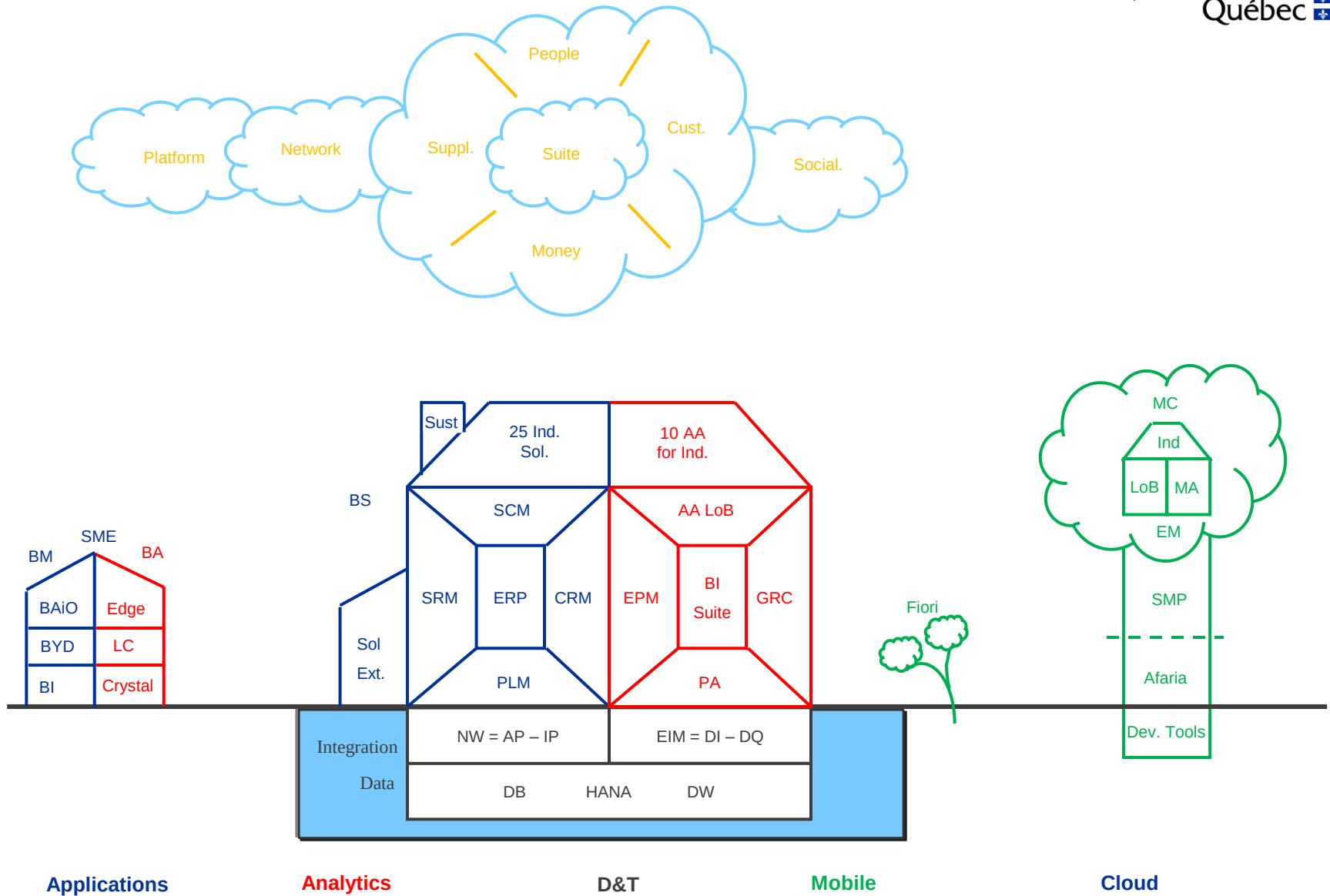
SAP

Sami Toubal-Seghir, SAP Canada

Stefan Lotz, SAP Canada



L'histoire de SAP



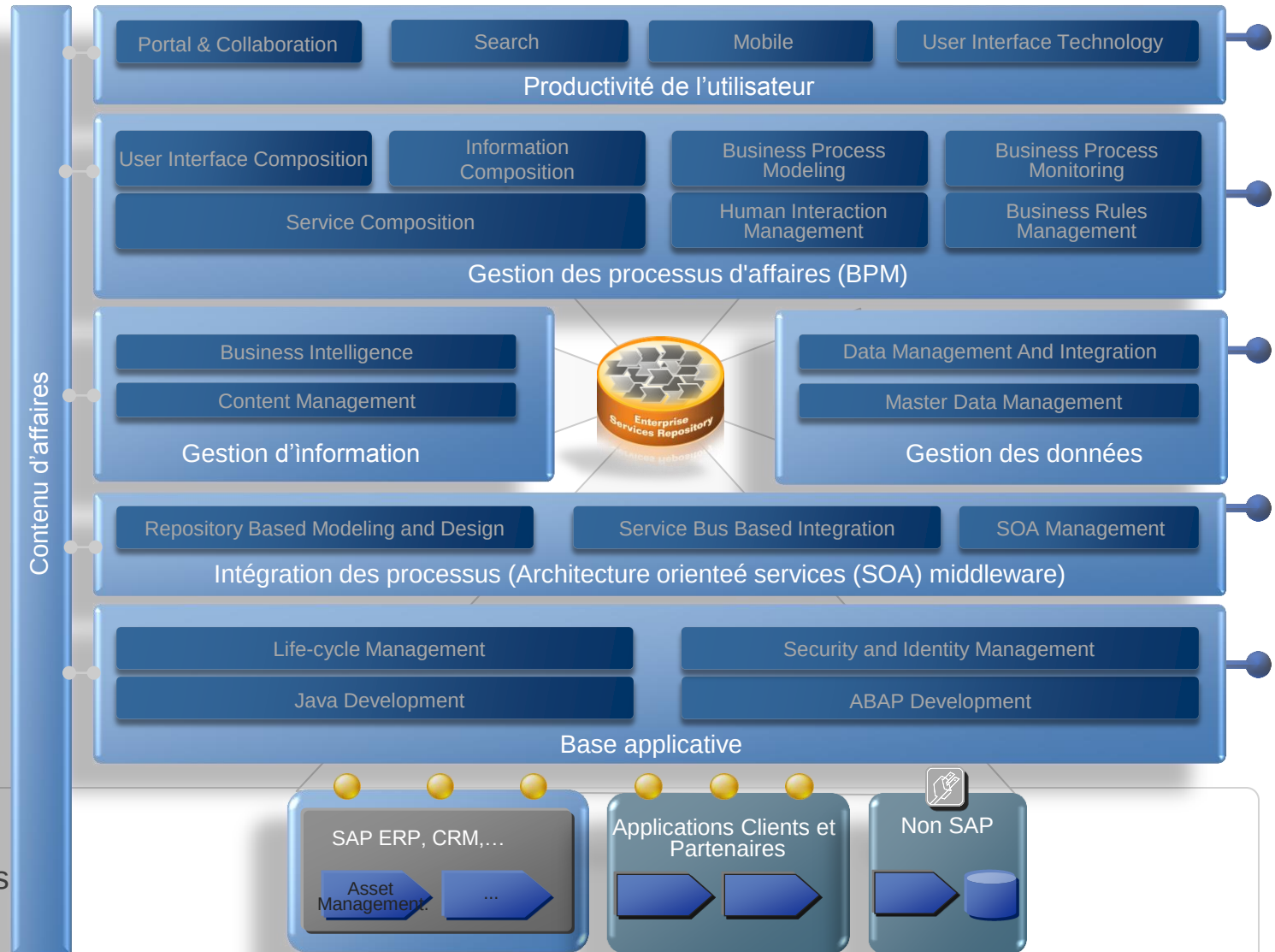
Les capacités technologiques SAP NetWeaver

Sous le capot

Capacités technologiques

Contenu d'affaires

Applications orientées services



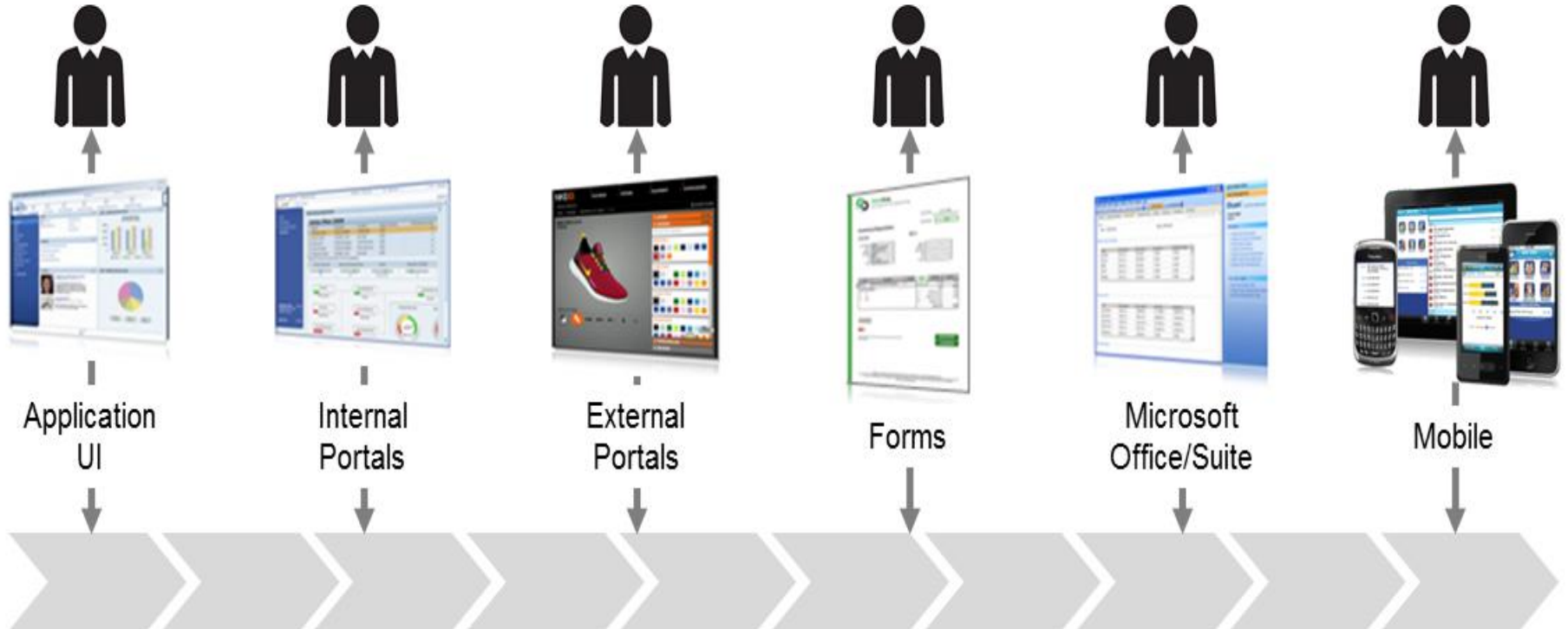
Les capacités technologiques SAP NetWeaver

Productivité de l'utilisateur



Productivité de l'utilisateur

SIMPLIFIER l'expérience utilisateur à travers de multiples canaux d'accès



Gestion des processus d'affaires (BPM)

Process Composer - ExpenseDemoSDN (Process) - SAP NetWeaver Developer Studio

File Edit View Navigate Search Project Run Window Help

Project Explorer

- [LocalDevelopment] expensedemo
 - [LocalDevelopment] expensedemosdn
 - Connectivity
 - Process Modeling
 - Data Types
 - demo.topforce.com/expensedemosdn/Pool/Exper
 - demo.topforce.com/expensedemosdn/Pool/Exper
 - demo.topforce.com/expensedemosdn/Standalone
 - demo.topforce.com/expensedemosdn/Standalone
 - demo.topforce.com/expensedemosdn/Standalone
 - http://demo.topforce.com/wddcdemo/EnterExp
 - com.sap.dictionary.boolean
 - com.sap.dictionary.date
 - com.sap.dictionary.integer
 - com.sap.dictionary.string
 - Context
 - http://demo.topforce.com/wddcdemo/ShowRes
 - http://demo.topforce.com/wddcdemo/ValidateE
 - XSD Files

Outline

- ExpenseDemoSDN
 - ExpenseDemoSDN
 - Expense Demo with BRM
 - Requester
 - Start
 - Enter Expense
 - Show Result
 - Validate Expense
 - Exclusive Choice 0
 - End
 - Manager
 - Approve Expense
 - Data Objects
 - DO_Context
 - Connections
 - Start : Enter Expense
 - Approve Expense : Show Result
 - Show Result : End
 - Enter Expense : Validate Expense
 - Validate Expense : Exclusive Choice 0

*ExpenseDemoSDN

Local Preceder

Electricity Producer Qualification

Grid Operator

Electricity Marketplace

Start

Fill-in Application

Application Rejected

Reject Application

Delay Application

Approve Application

Approve Contract

Create New Supplier

Create Contract

Activate Supplier

End

Valid Application

Validate Application

Application Delayed

On Grid Ready

Check Smart Grid Readiness

Receive Extra Production

Production Noti...

Palette

- Select
- Marquee
- Connections
- Activities
 - Human
 - Automated
 - Sub-Process
 - Mapping
- Events
 - Start
 - Intermediate Timer
 - End
 - Error End
 - Termination
- Gateways
 - Artifacts
 - Swimlanes

Properties

Enter Expense

General

Task

Input Mapping

Output Mapping

Boundary Events

Define the output mapping for this element:

Outputs of Enter Expense

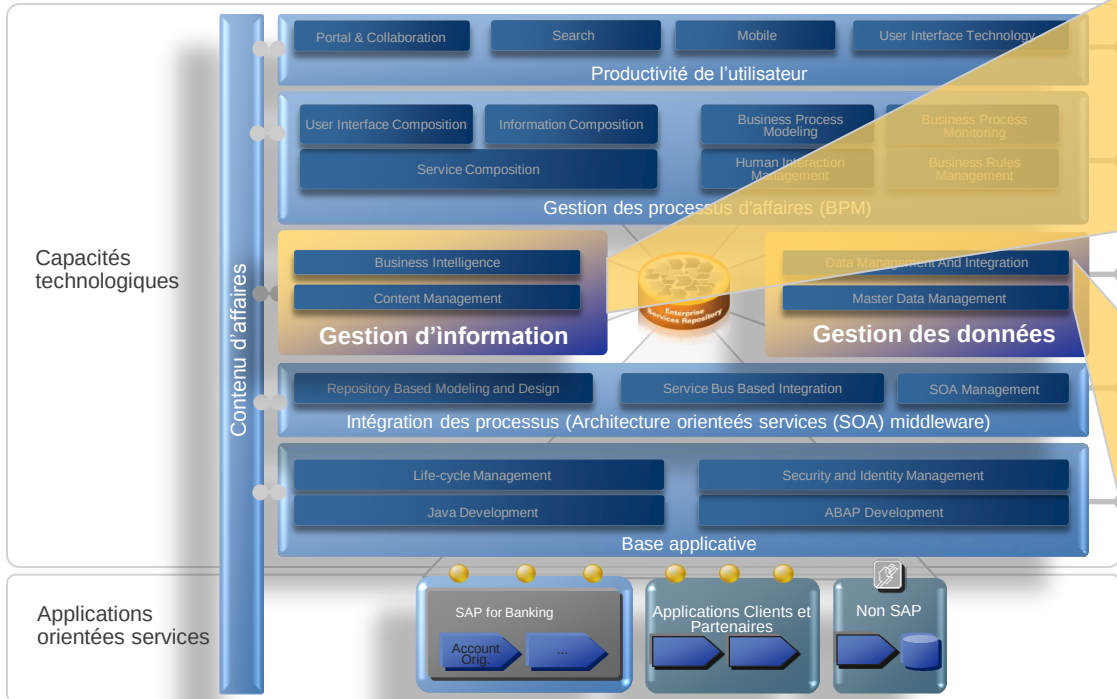
- DO_Context
- TaskOutput
- TaskAttributes
- PotentialOwners
- ExcludedOwners
- UIDResponse

Process context

- DO_Context
 - Approved
 - ExpenseAmount
 - ExpenseCurrency
 - ExpenseDate
 - ExpenseReason

Les capacités technologiques SAP NetWeaver

Information et gestion des données



Gestion d'information

Améliorer la prise de décision par
L'INTELLIGENCE D'AFFAIRES

INTEGRER, maintenir et gérer les données
de l'entreprise à partir de **TOUTES LES**
SOURCES

GÉRER DU CONTENU (non)structuré dans
le cadre des processus d'affaires

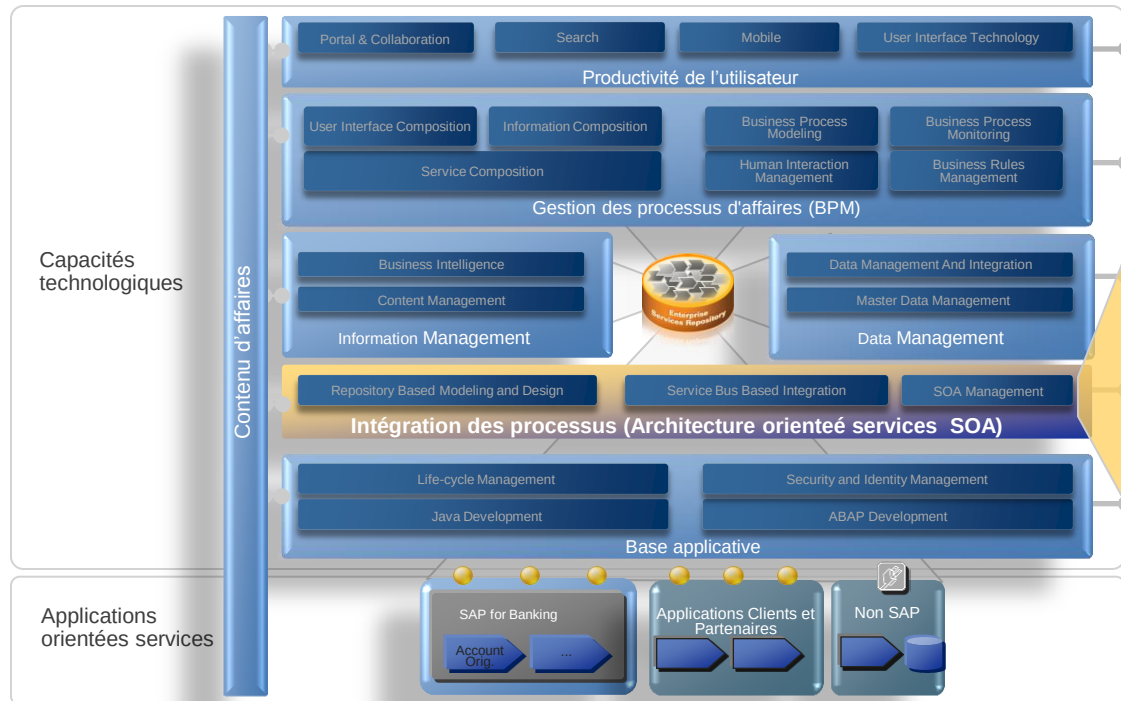
Gestion des données

Gérer toutes les **DONNÉES MAÎTRES** à
travers un environnement de systèmes
hétérogènes

Gérer le **CYCLE DE VIE** complet
d'information - de la création à la destruction

Les capacités technologiques SAP NetWeaver

Processus d'intégration et architecture orientée services



Processus d'intégration et architecture orientée services

MIDDLEWARE architecture orientée services

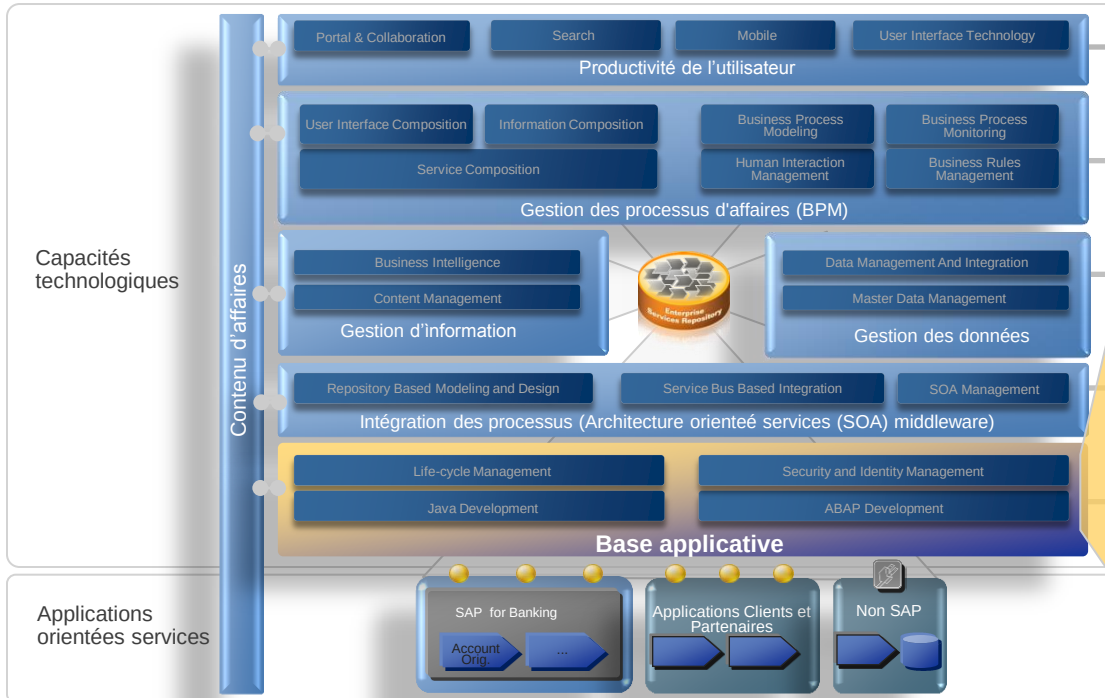
RÉPERTOIRE de services et de GOUVERNANCE

MODÉLISATION et DÉFINITION axée sur l'intégration et la composition



Les capacités technologiques SAP NetWeaver

Base applicative



Base applicative

Assurer la continuité d'affaires avec un serveur d'application **FIABLE et ÉVOLUTIVE**

Gestion des **IDENTITIÉS**

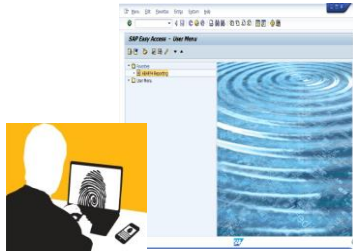
SECURITÉ : Model commun dans les applications SAP , client et partenaire

DÉVELOPPEMENT en ABAP et JAVA

Gestion du **CYCLE DE VIE** des systèmes SAP

Authentication & Single Sign-On(SSO)

SAP GUI / NWBC



- User-ID + mot de passe
- X.509 certificat client
- SAP NetWeaver Single Sign-On
 - Kerberos
 - Authentication 2-facteurs
- 3rd party SNC provider

Web / Fiori

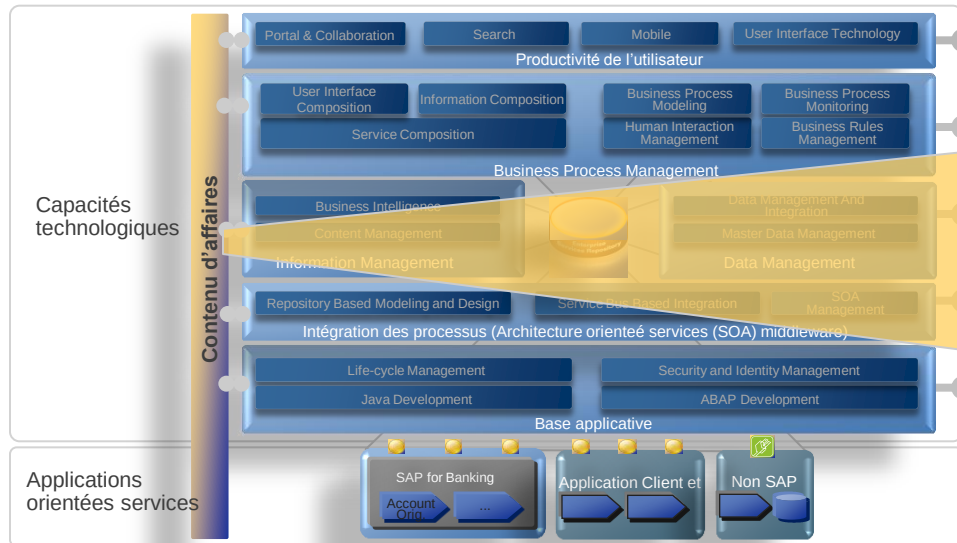


- User-ID + mot de passe
- X.509 certificat client
- SAML2
- SAP Logon Tickets
- Kerberos / SPNego*
- OAuth*

* For Kerberos / SPNego on SAP NetWeaver AS ABAP, the SAP NetWeaver Single Sign-On product is required

Les capacités technologiques SAP NetWeaver

Contenu d'affaires



Contenu d'affaires

Réduire le temps de mise en œuvre et les coûts grâce à du **CONTENU D'INTÉGRATION** pré-construit

Contenu d'affaires **MAINTENU** par SAP

Application Server Application Mgmt & operations:

- System monitoring analytics
- Pre-configured system monitors
- Administration management cockpits
- Central template configurator – automated template based configuration...

User Productivity

Portal:

- 120+ predefined business packages
- 170+ predefined vendor packages
- 3,500+ portal iViews

SAP Solution Manager

- Implementation accelerators
- Upgrade roadmap content
- System health check + monitoring content

SOA Middleware and Business Process Management

- 70+ business packages

Service Bus:

- 60+ adapters
- 20+ industry standard packages
- ~ 3,000 enterprise services within ~ 140 bundles

Service & Event Infrastructure:

- 1500+ predefined events

Information Management

Business Intelligence:

- 1000+ Data Store objects
- 5000+ analytical queries
- 500+ user roles

Master Data Management

- 7 data models
- > 300 mappings
- 4 roles; 8 iViews
- 12 workflows



Les capacités technologiques SAP NetWeaver

Normes technologiques ouvertes



Assurer l'interopérabilité dans un paysage hétérogène

Les standards sémantiques d'affaires

Cross-Industry (ANSI X12, EIC, EPCglobal, ISO, OAGi - Cross Industry, OMG, UN/CEFACT, ...); Industry-Specific (AIAG (Automotive), CIDX (Chemical), HL7 (Health Care), PIDX (Oil and Gas), RosettaNet (High Tech), SWIFT (Banking), ...)

Langages pour définir les sémantiques d'affaires

Process Definition Languages (WS-BPEL, BPEL4People, UML, VoiceXML, ...); Service Definition Languages (UML, WSDL, EPCIS, ...); Message Definition Languages (UN/CEFACT CCTS, UML, ...)

Normes sur les technologies

Metadata Infrastructure (EMF, MOF/JMI/XMI, UDDI, WS-Metadata Exchange, ...); Messaging (SOAP, oData, WS-Addressing, WS-Notification, WS-RM, ...); Component Frameworks (J2EE/J2SE, SCA, SDO, ...); Foundation (HTML5, HTTPS, SMTP, SSL, XSL, ABAP, JAVA, ...)

Les normes communes

Profiles (WS-I Basic Profile, WS-I Basic Security Profile, WS-I Sample Application, ...)

Management (CIM, CMIS, WS-Management, WS-Metadata Exchange, ...)

Security (SAML, OAuth, SPML, WS-SecureConversation, WS-Security, WS-Trust, XACML, XML Encryption, XML Signature, ...)

Policies (JSR265, WS-Policy, ...)

Ontology Definition Languages (OWL, RDF, ...)

Development (Eclipse, UML, ...)



Outils de développement SAP

Web - SAAQ/WebContent/saaq/MainSaaq.view.js - SAP NetWeaver Developer Studio

File Edit Source Refactor Navigate Search Project Run Window Help

Project Explorer

- SAAQ
 - Deployment Descriptor: SAAQ
 - JAX-WS Web Services
 - Java Resources: src
 - JavaScript Resources
 - build
 - WebContent
 - META-INF
 - MANIFEST.MF
 - saaq
 - MainSaaq.controller.js
 - MainSaaq.view.js
 - WEB-INF
 - lib
 - web.xml
 - index.html

MainSaaq.view.js

```

sap.ui.jsview("saaq.MainSaaq", {
    /** Specifies the Controller belonging to this View.
     * In the case that it is not implemented, or that "null" is returned, this View does not have a Controller
     * @memberOf saaq.MainSaaq
     */
    getControllerName : function() {
        return "saaq.MainSaaq";
    },

    /** Is initially called once after the Controller has been instantiated. It is the place where the UI is c
     * Since the Controller is given to this method, its event handlers can be attached right away.
     * @memberOf saaq.MainSaaq
     */
    createContent : function(oController) {

    }

});
  
```

Outline

- MainSaaq
 - getControllerName()
 - createContent(oController)

Problems

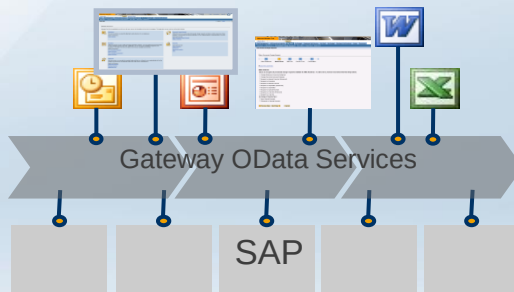
0 errors, 6 warnings, 0 others

Description	Resource	Path	Location	Type
Warnings (6 items)				

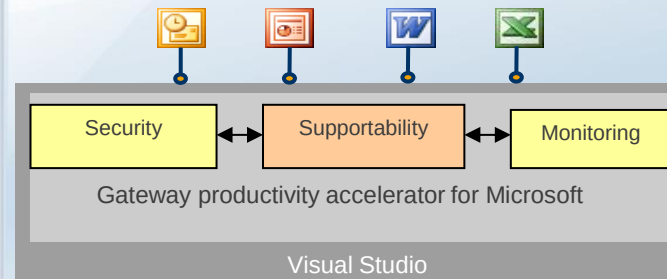
Start 0 items selected

Integration avec la suite Microsoft

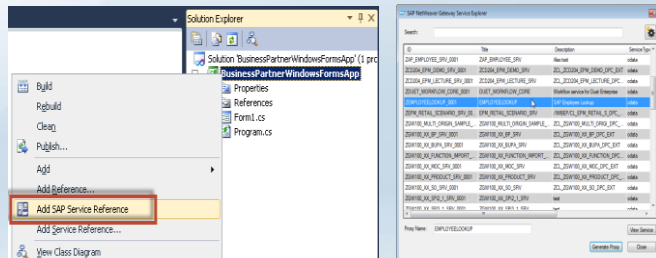
① Business Process Composition using Gateway OData Services



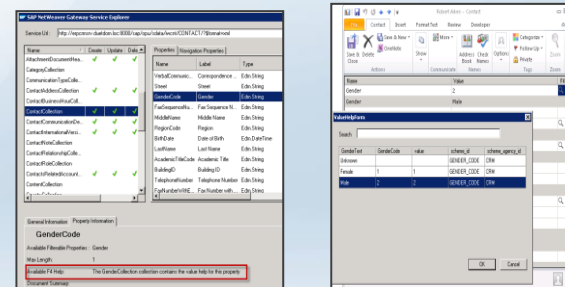
② Gateway productivity accelerator for any Microsoft Visual C# Projects



③ Configuration Driven Development



④ Contextual Enhanced User Experience with SAP Value Help

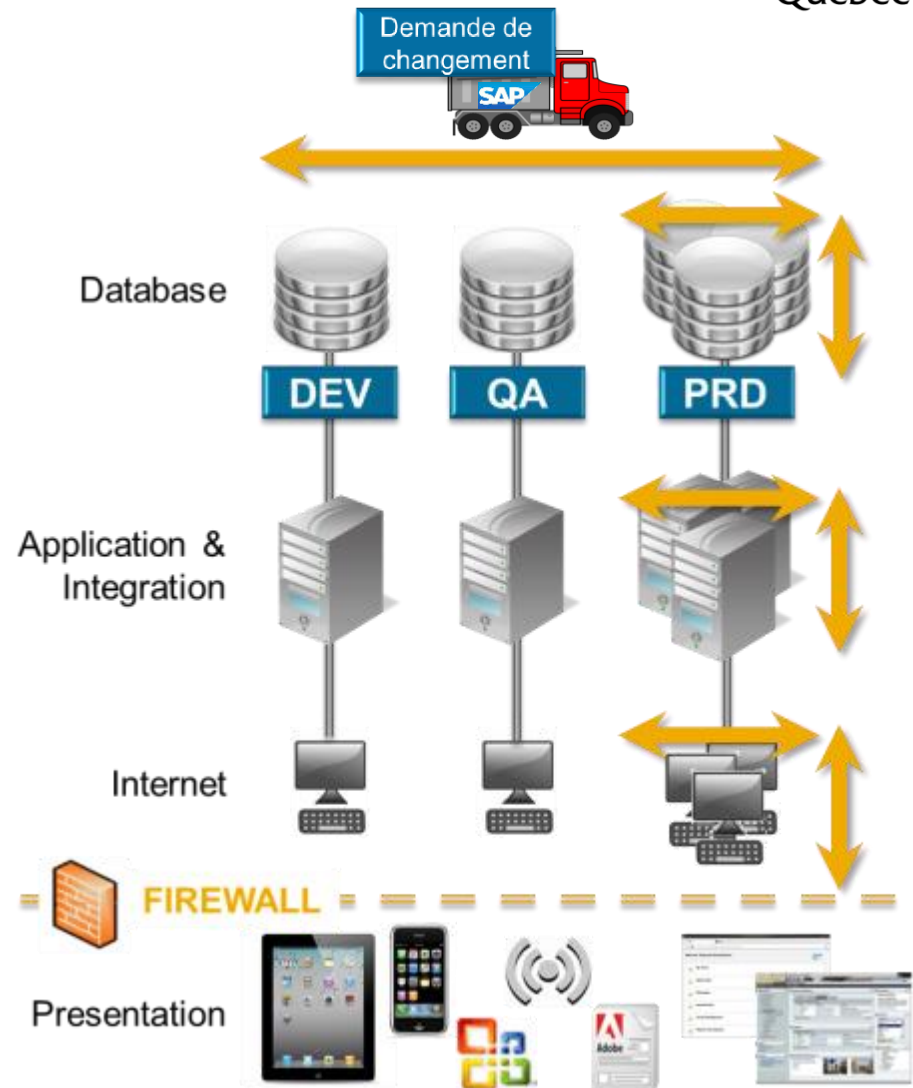


[illegible]

Architecture SAP n-Tier

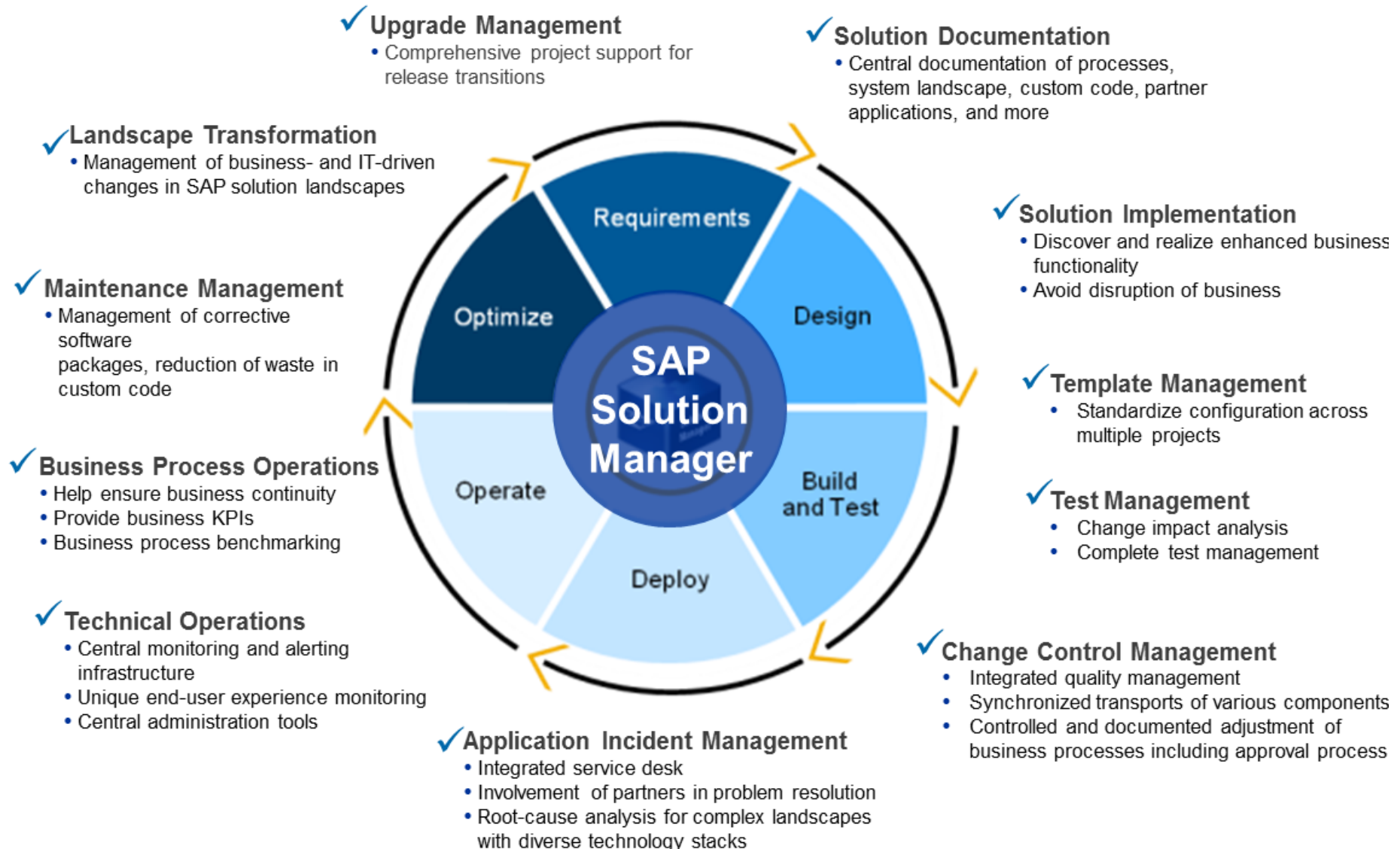
Extensibilité multidimensionnelle

- Architecture base de données (En-Mémoire, Disque)
- Extensibilité verticale (i.e. CPU, Memoire, Disque RPM)
- Extensibilité horizontale (i.e. nombres de serveurs)
- Matériel informatique de choix
- Base de données de choix
- O/S de choix
- Virtualisation
- Cloud | Sur-Site | Hybrid



SAP Solution Manager : Gestion du cycle de vie

Implementation et opérations

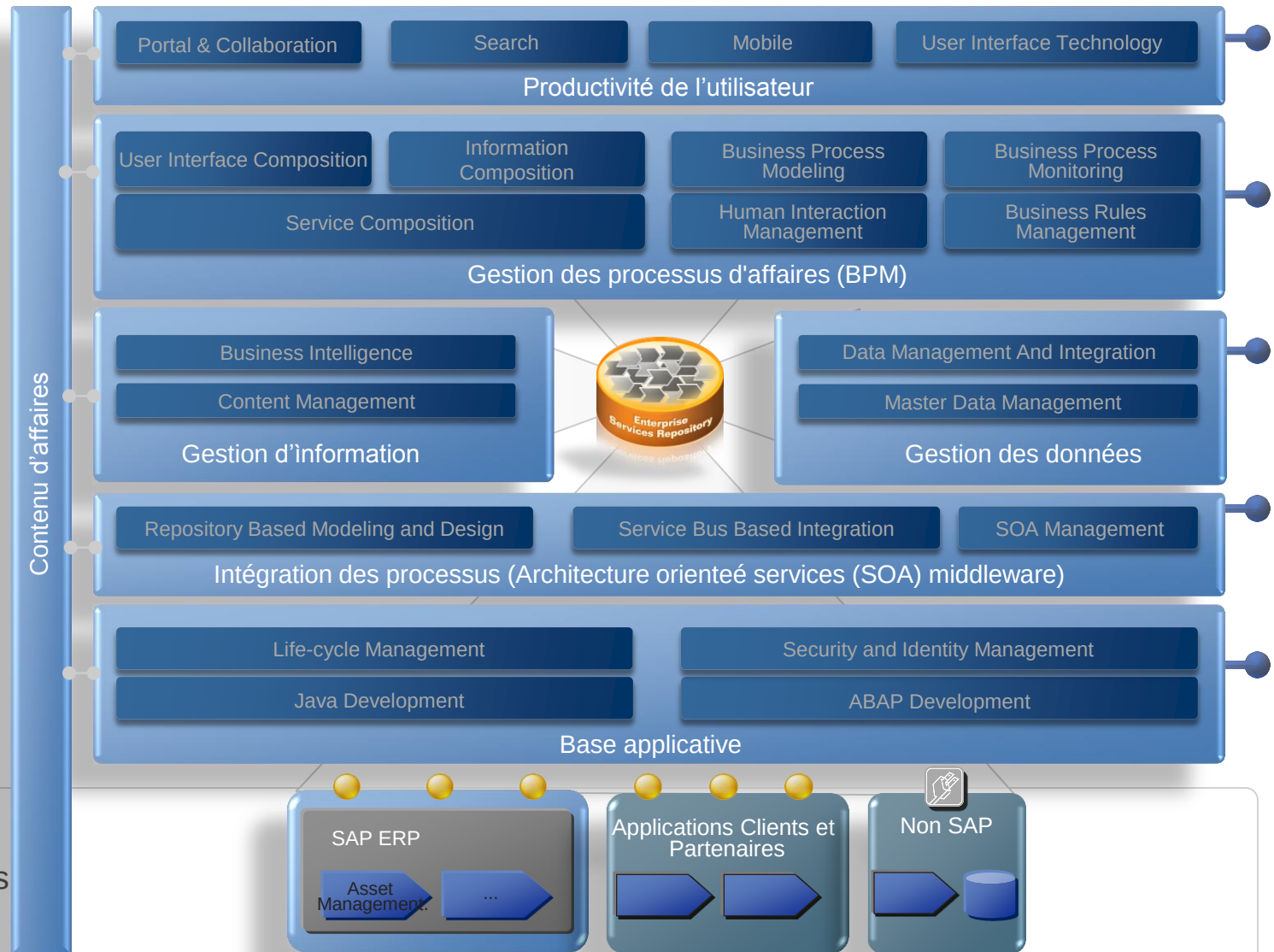


Les capacités technologiques SAP NetWeaver

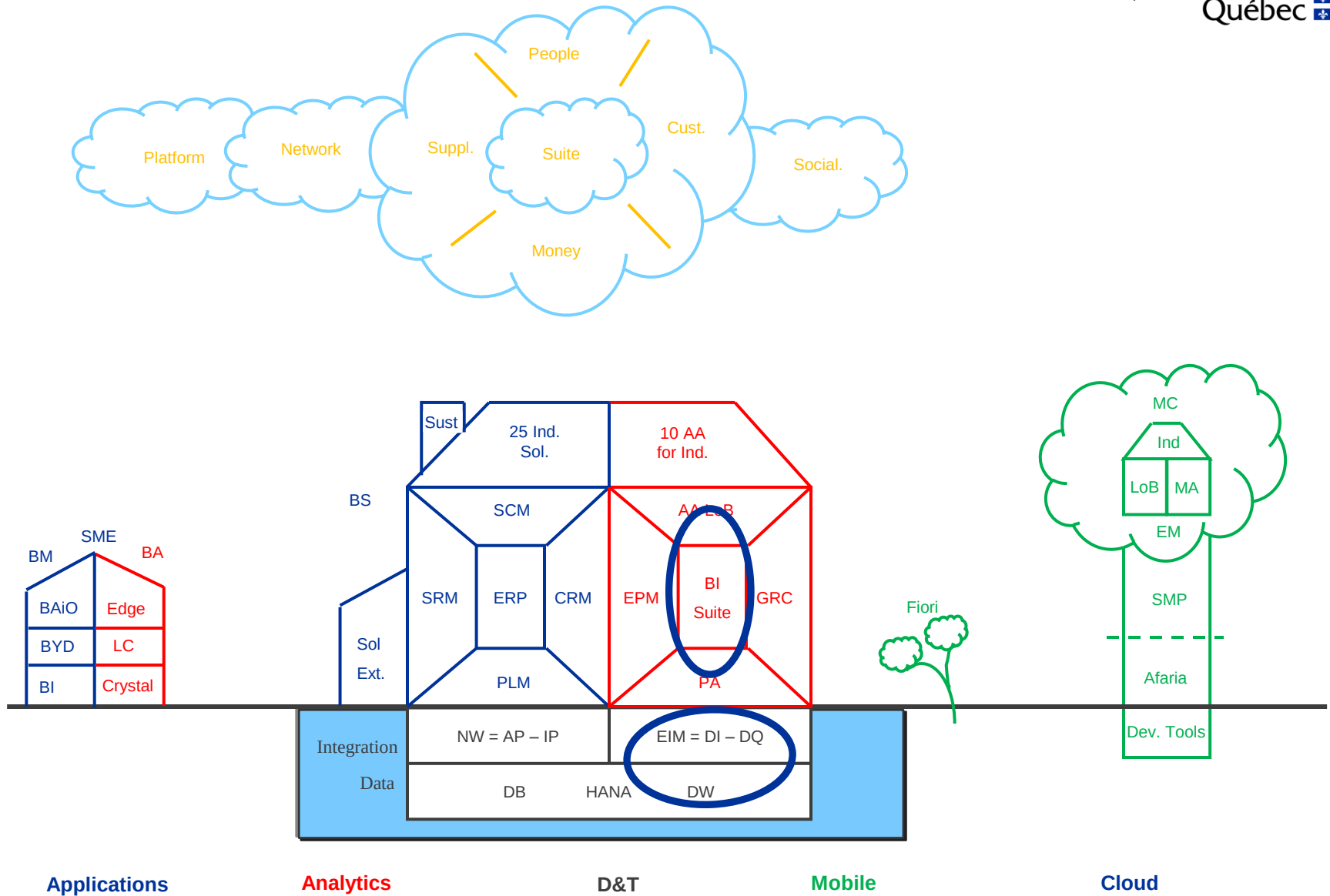
Capacités technologiques

Contenu d'affaires

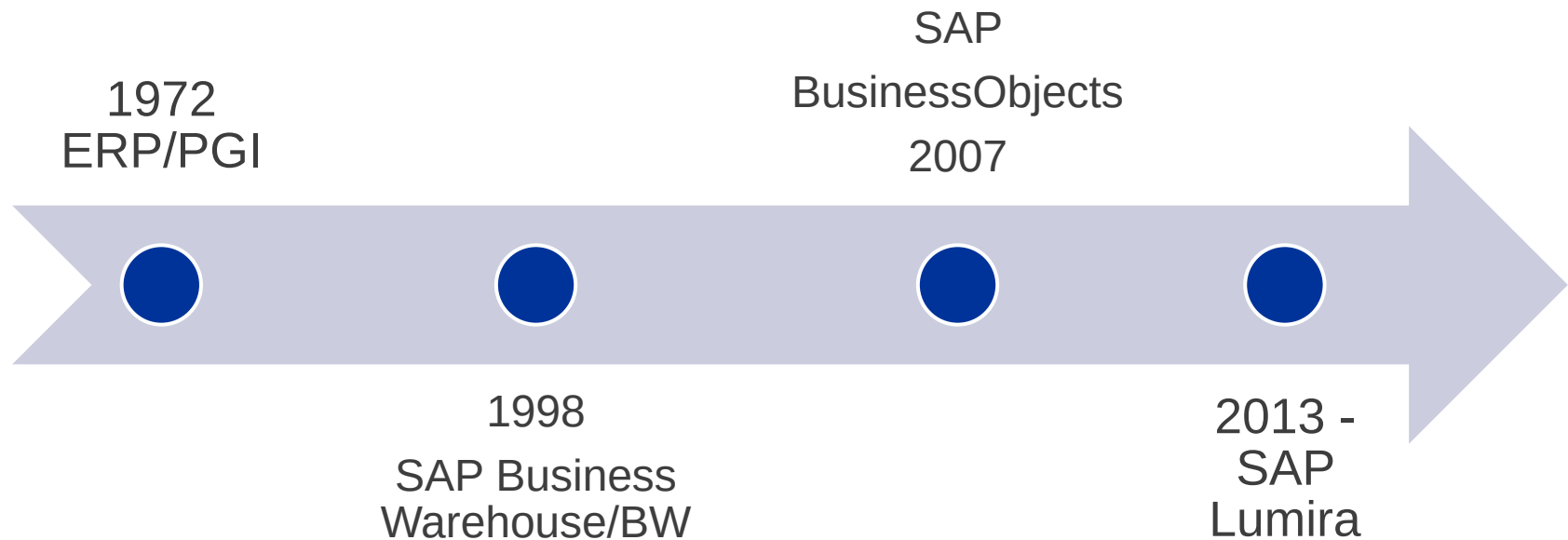
Applications orientées services



L'histoire de SAP



Historique BI SAP

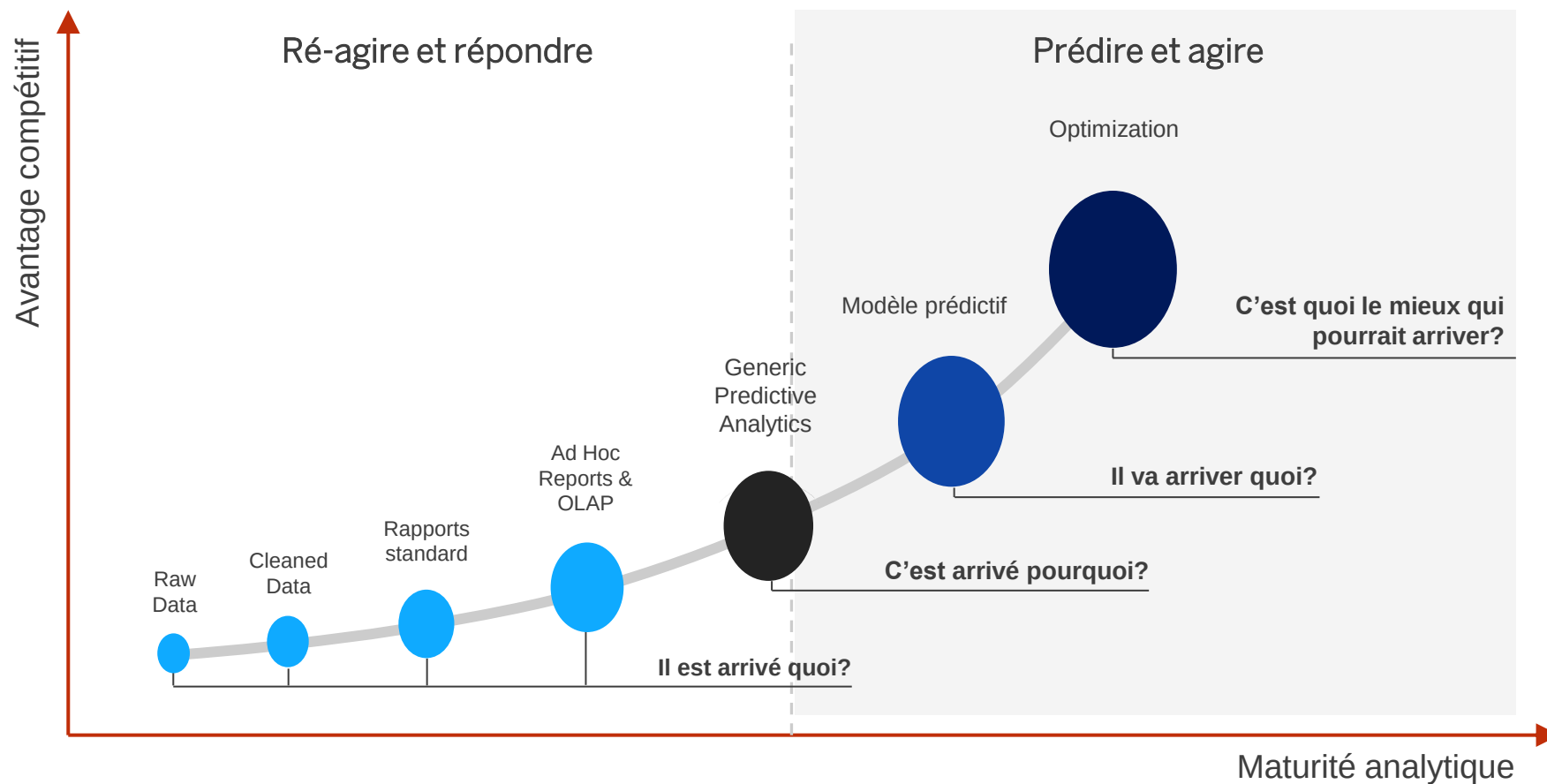


La différence SAP – Vous n’êtes pas seul!

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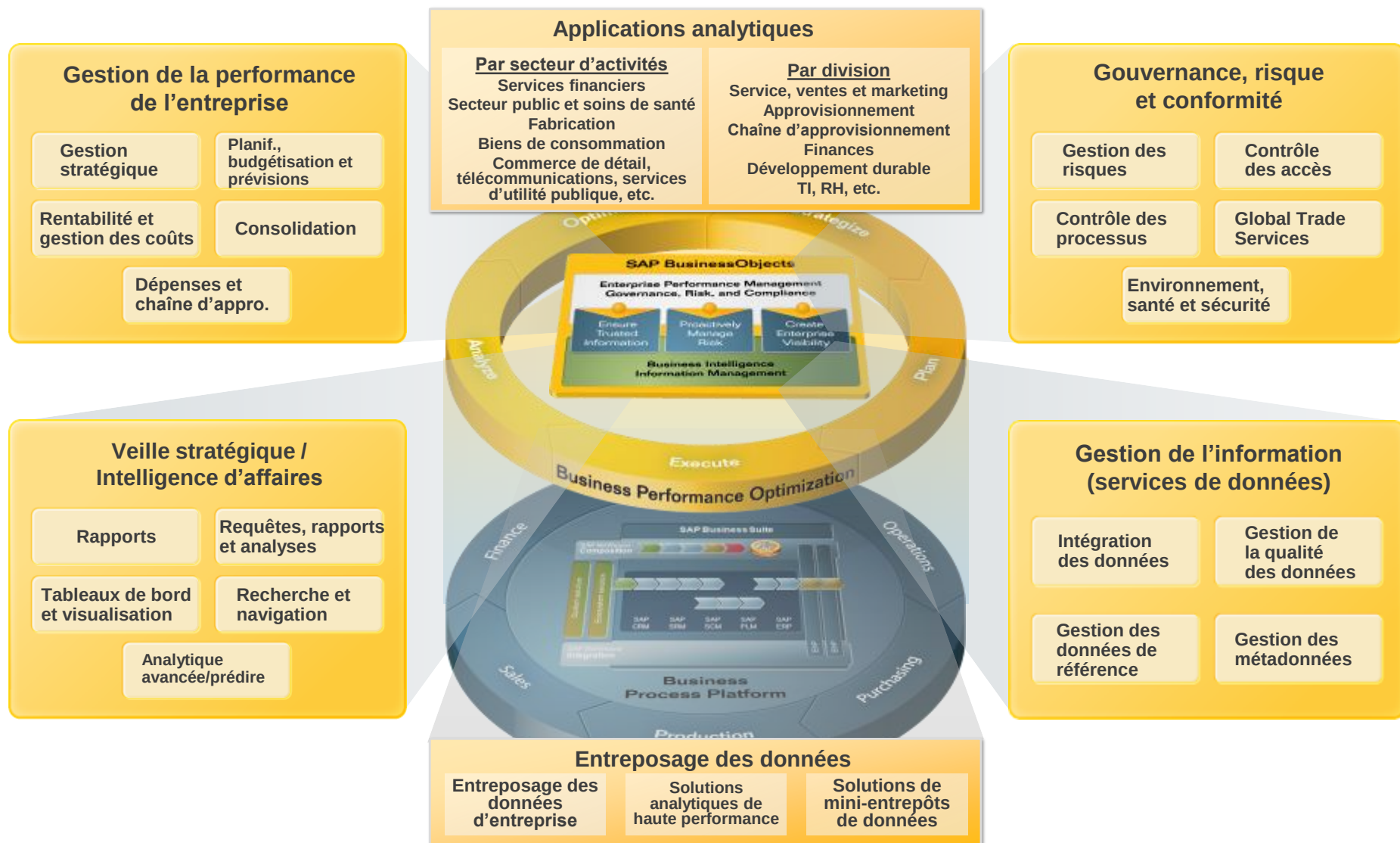


La courbe de maturité BI...



- The key is unlocking data to move decision making from sense & respond to predict & act

Portefeuille SAP Analytique



L'Analytique, c'est à propos des gens!



Executives

J'ai besoin
d'obtenir les
dernières
informations de
l'entreprise sur
mon mobile



Operations

J'ai besoin
d'être plus
sensible aux
perspectives
d'affaires



**Supply
Chain**

Je dois
collaborer avec
mes partenaires
et fournisseurs



Marketing

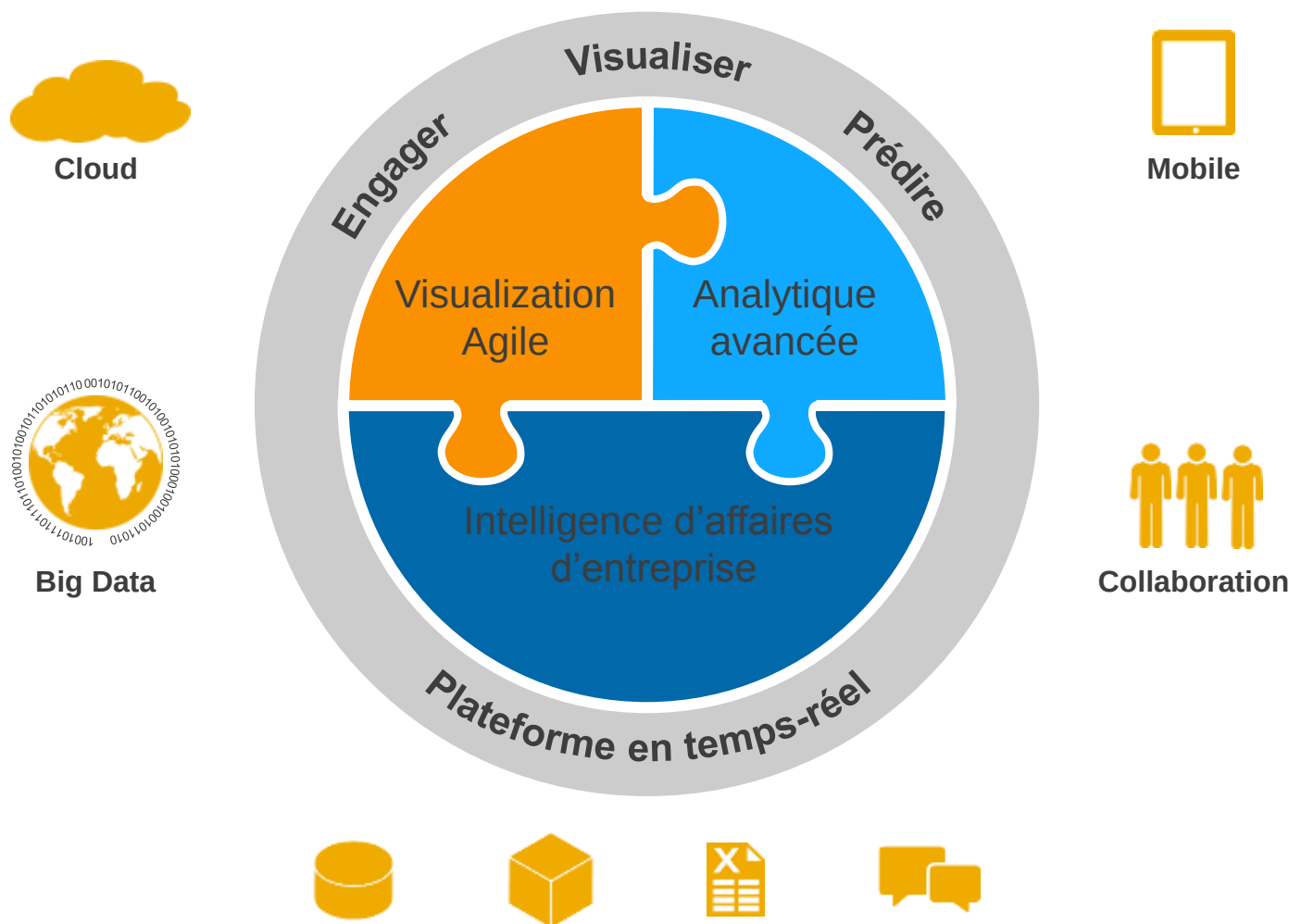
J'ai besoin de
savoir l'impact
de la dernière
campagne sur
notre marque
via les médias
sociaux



Analyst

J'ai besoin de
mettre sur pied
un aperçu rapide
des données
pour mon équipe
de direction

Les solutions “Analytiques” de SAP



SAP BusinessObjects Business Intelligence

Une suite unifiée et complète qui adresse la gamme complète du BI

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Découvrir et analyser

Découvrir. Prédire. Créer.

- Discover areas to optimize your business
- Adapt data to business needs
- Tell your story with beautiful visualizations

Tableaux de bord et applications

Construire des interactions attrayantes

- Deliver engaging information to users where they need it
- Track key performance indicators and summary data
- Build custom experiences so users get what they need quickly
- Advanced Analytics- Predictive

Rapport

Partager l'information

- Securely distribute information across your organization
- Give users the ability to ask and answer their own questions
- Build printable reports for operational efficiency

Découvrir et analyser

Découvrir. Prédire. Créer.

Agilité pour les utilisateurs d'affaires et les analystes

- Discover trends, outliers, and areas of interest in your business
- Adapt to business scenarios by combining, manipulating, and enriching data
- Tell your story with self-service visualizations and analytics
- Forecast and predict future outcomes

Portfolio

- Lumira/Explorer
- Analysis
- Predictive Analysis
- Infinity Insight

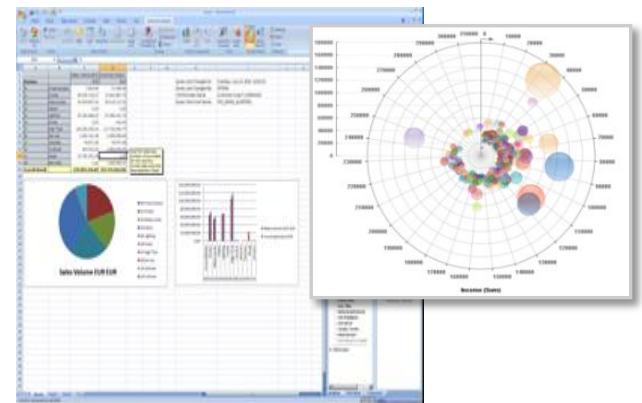
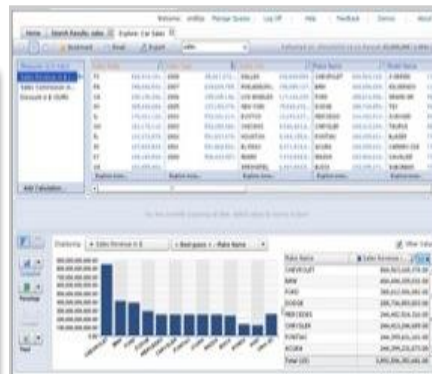


Tableau de bord et application

Construire des interactions attrayantes

Créer des tableaux de bords visuel

- Powerful environment to build interactive and visually appealing analytics
- Rich set of controls: buttons, list boxes, dropdowns, crosstabs, charts, ...
- Use custom code to extend and build workflows

Portfolio

- Design Studio
- Dashboards (a.k.a., Xcelsius)

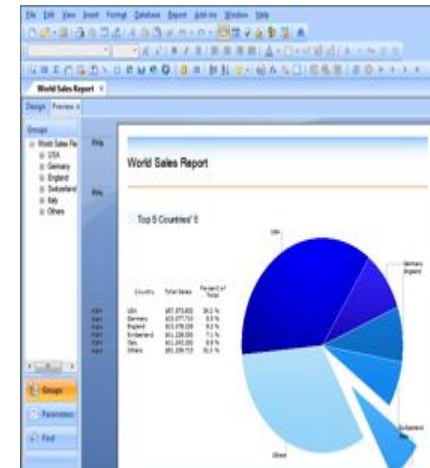
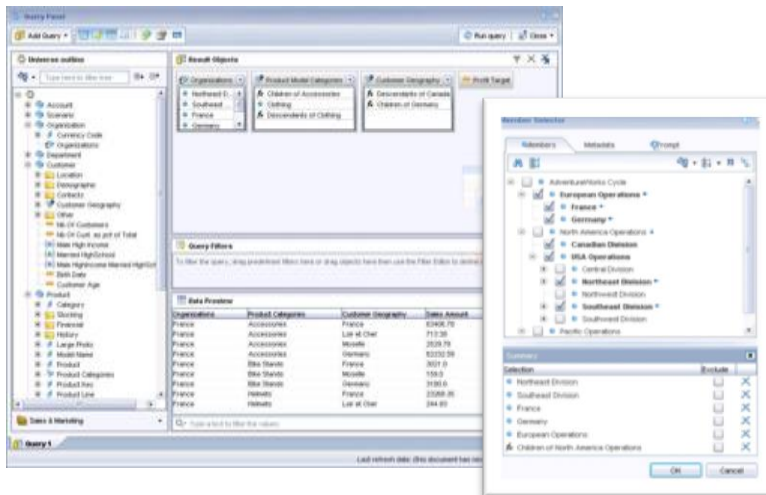


Outil d'édition pour les développeurs de rapports

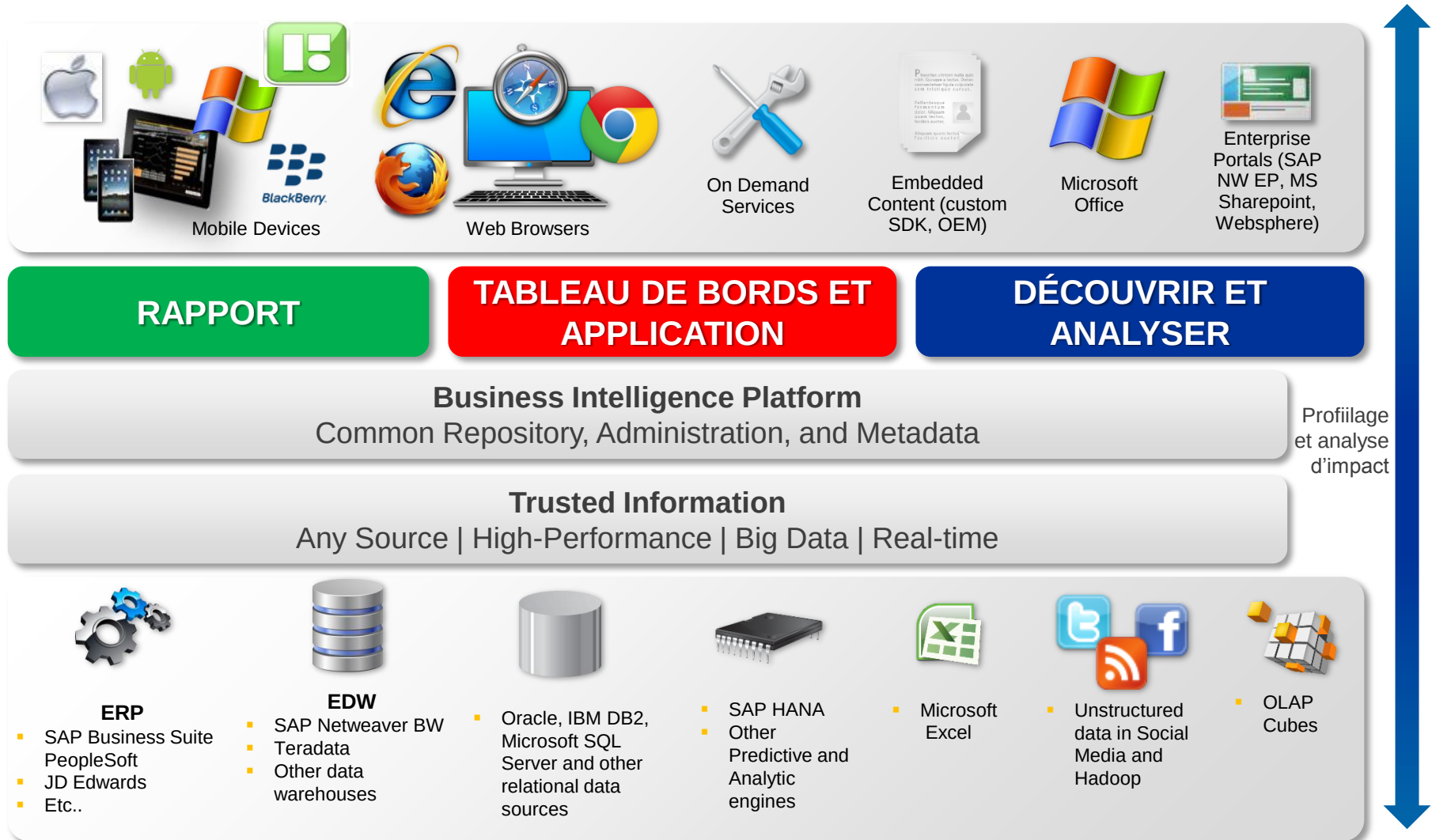
- Quickly build formatted reports on any data source
- Securely distribute reports both internally and externally
- Lower IT costs by empowering users to easily create and modify their own reports
- Enhance custom applications with embedded reports

Portfolio

- Web Intelligence
- Crystal Reports



Sommaire – Intelligence d'affaires Analytique: Une plateforme



SAP – Solutions de gestion de l'information

Soyez plus efficace avec des informations complètes et précises

SAP Data Services:

Access, integrate, cleanse, match, and enhance data

Nettoyer

SAP Sybase

PowerDesigner:

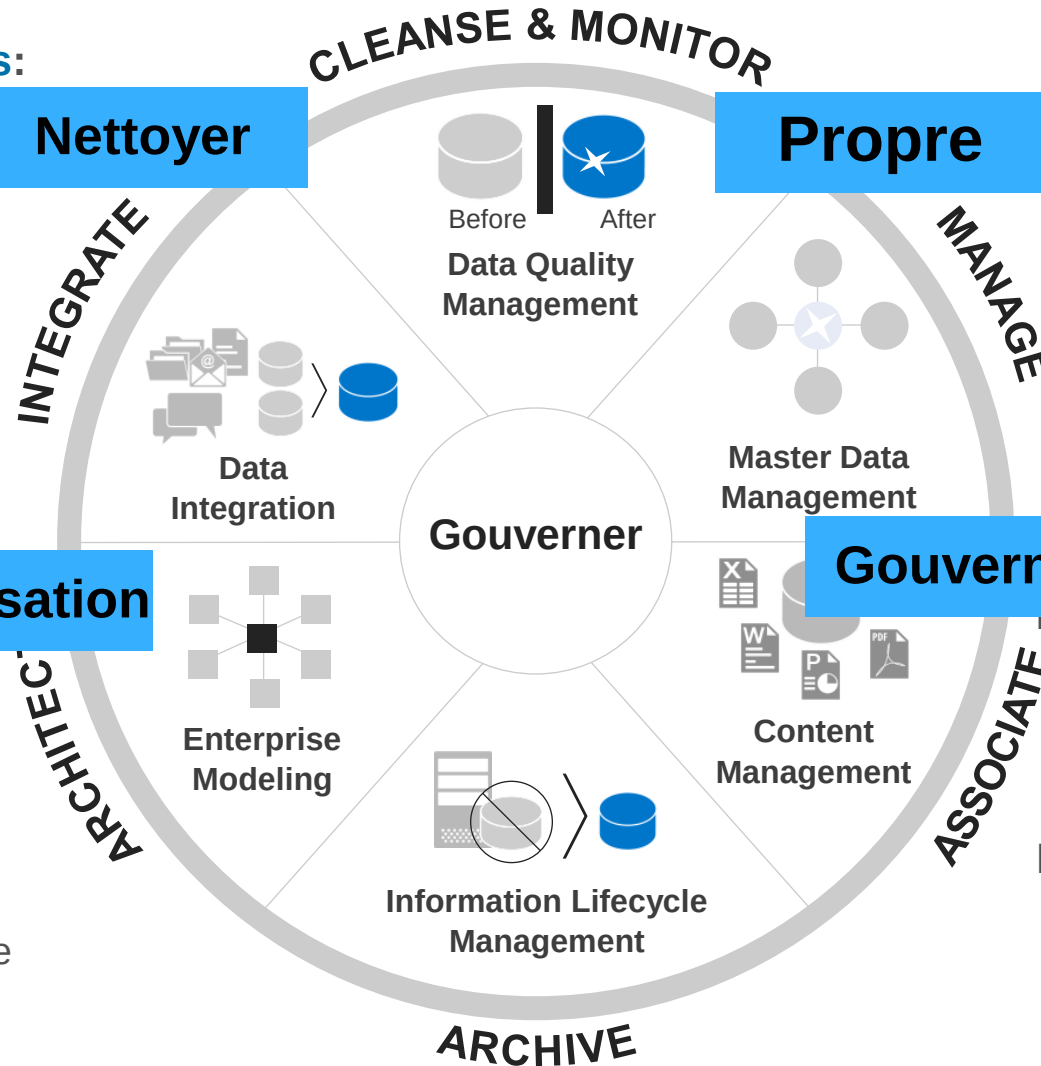
Model data across the enterprise

Modélisation

SAP NW Information Lifecycle

Management:

Manage entire lifecycle of information



SAP Information Steward:

Profile, monitor & govern data quality

SAP Master Data Governance for SAP Business Suite:

Centrally create, maintain, and replicate master data

SAP Extended ECM by OpenText:

Native access to relevant information within SAP Business Suite

Un puissant dispositif en mémoire pour un aperçu en temps réel

Le logiciel SAP® In-Memory Appliance (SAP HANA™) permet aux organisations d'analyser en temps réel leurs opérations commerciales reposant sur de gros volumes d'informations détaillées. Instantanément, les organisations peuvent explorer et analyser toutes leurs données transactionnelles et analytiques en temps réel à partir de la quasi-totalité des sources de données.

Les données d'exploitation sont capturées en mémoire à mesure qu'elles se présentent et des vues flexibles affichent très rapidement des informations analytiques. Les données externes peuvent être ajoutées aux modèles analytiques afin d'intégrer des données issues de l'ensemble de l'organisation.

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Merci

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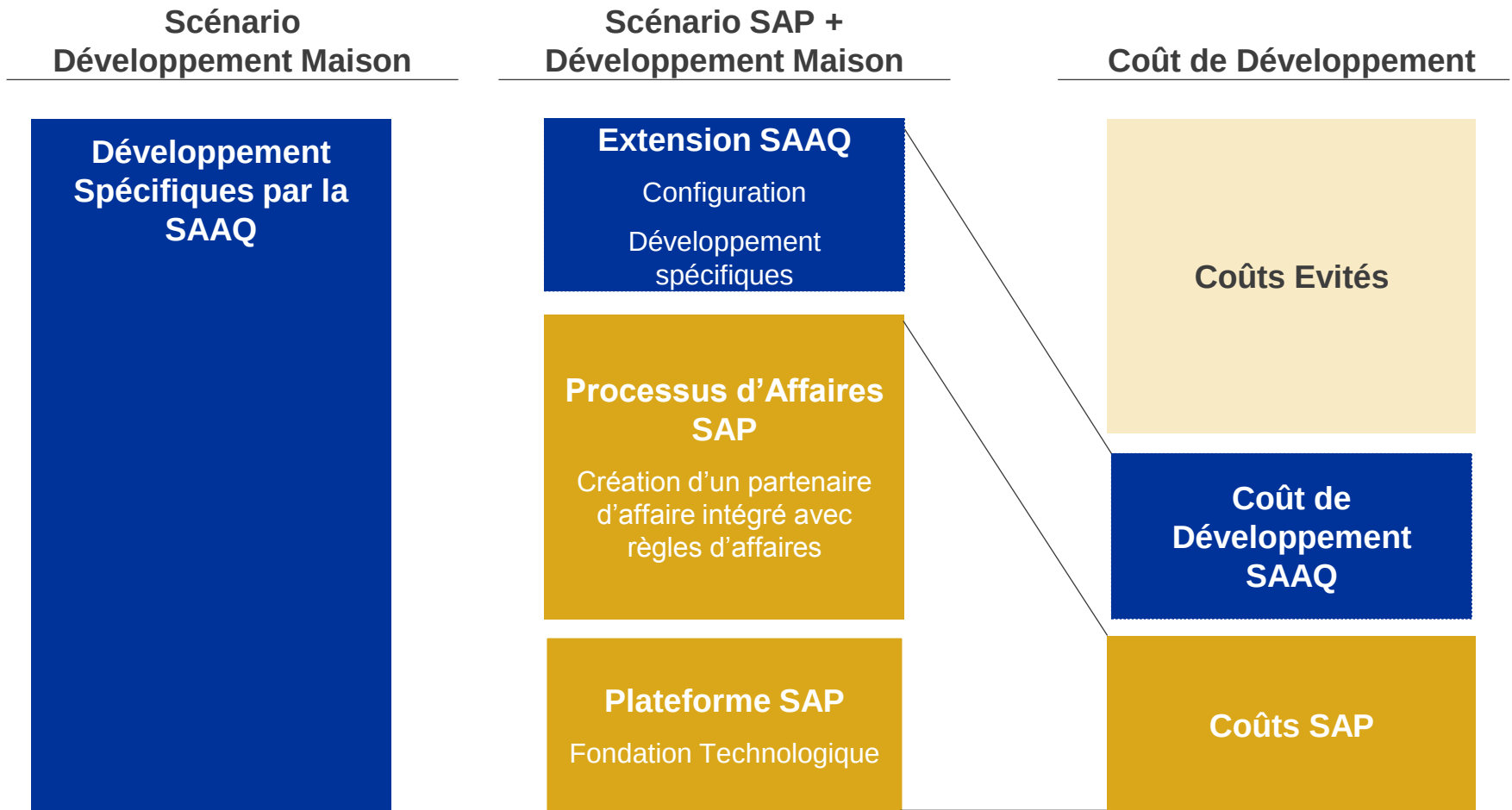
Atelier Coûts- Bénéfices

- Approche Suggérée pour les Coûts/Bénéfices

Fotini Costopoulos, Managing Principal



Répartition des coûts de développements pour un PGI

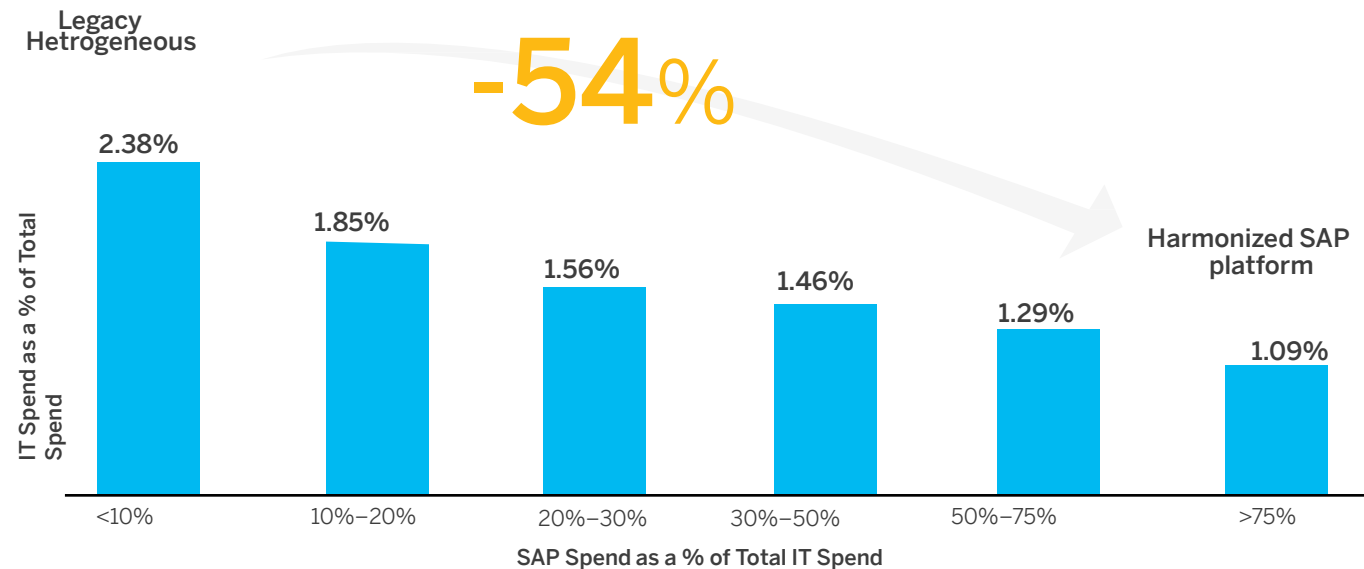


Bénéfice d'une plateforme SAP: Plus l'investissement de SAP est grand, plus le coût TI est diminué allant jusqu'à 54% de réduction

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TCO benefit: One vehicle for efficiency and cost savings is the reduction of IT landscape complexity. A recent ASUG*/SAP benchmark study found a **harmonized, SAP-based environment can result in as much as a 54% reduction in annual IT cost.**

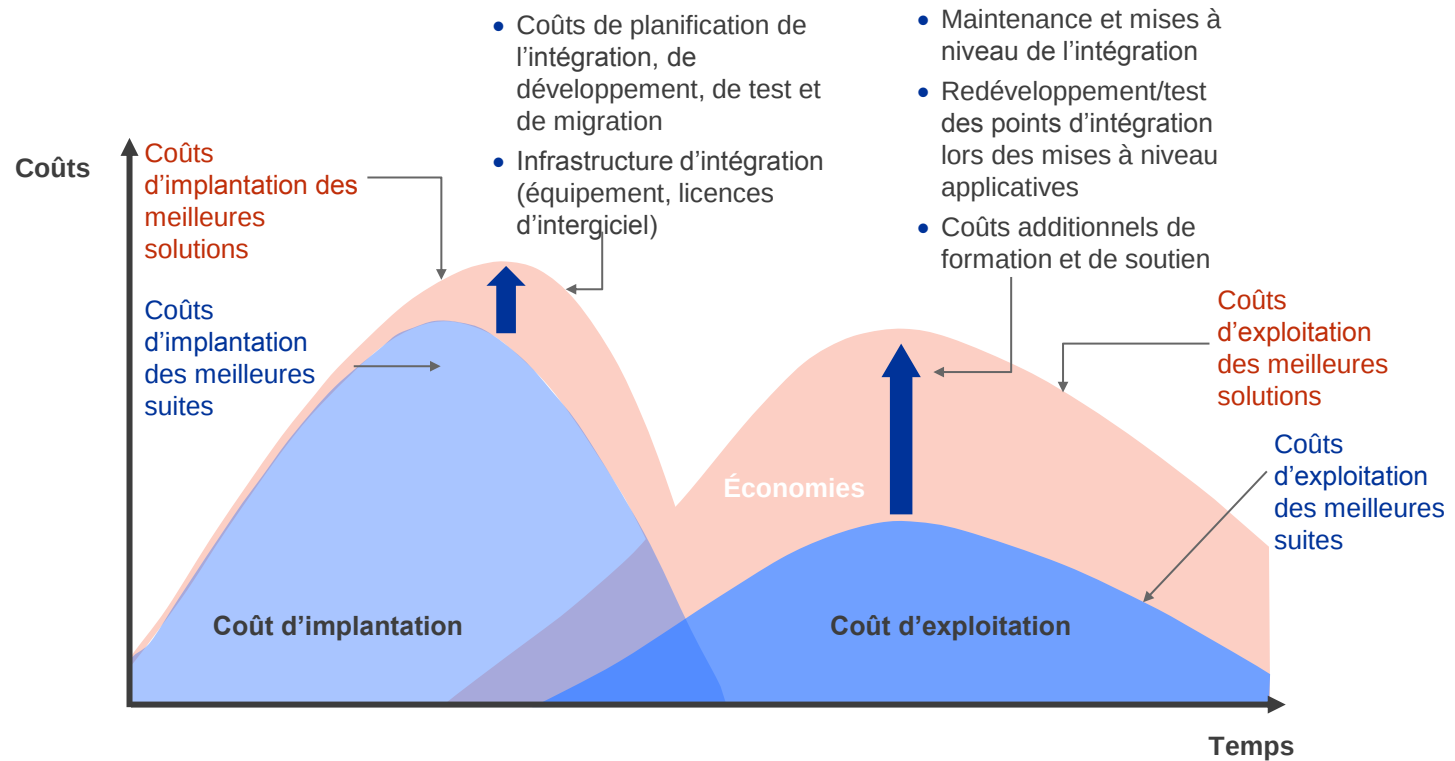


Source: ASUG/SAP Benchmark Analysis

*ASUG = American SAP Users' Group. It is the world's largest independent SAP users' group made up of more than 140,000 individuals at 3,700 companies in more than 17 industries across the SAP ecosystem: <http://www.asug.com/>

Bénéfices d'une solution intégrée L'intégration native de SAP permet d'économiser lors de l'implantation et à long terme

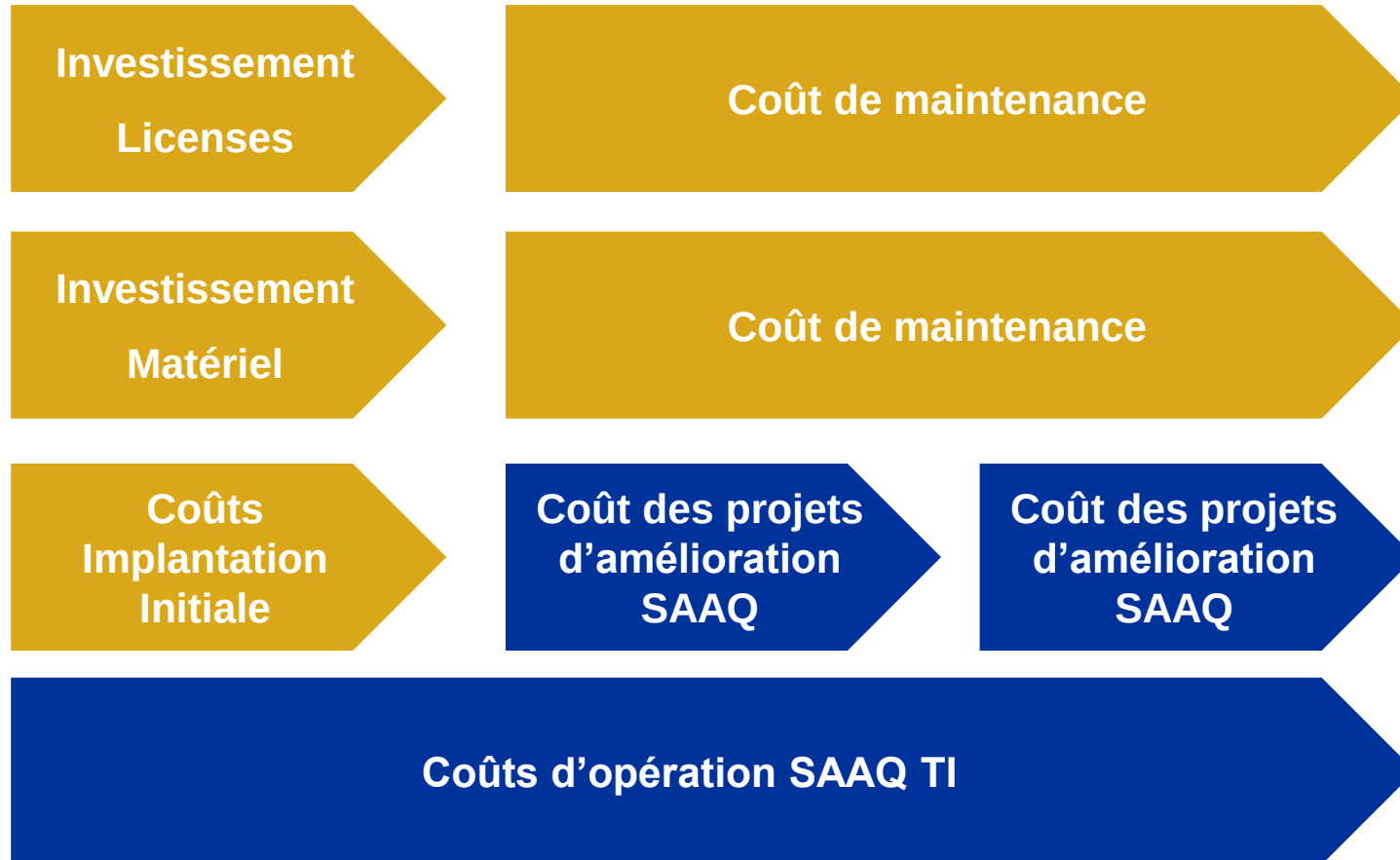
Déployer des meilleures solutions ajoute 20 à 30 % au coût total de possession par rapport aux meilleures suites



Source : « Best Practices for Managing the Total Cost of Ownership : ASUG / SAP Benchmarking Study », SAP Insight (mai 2006)

Revue des coûts

Coûts SAP et SAAQ



Coûts Estimés SAP

Coût Total SAP

Estimation Budgétaire sur 5 ans

	Année 1	Année 2	Année 3	Année 4	Année 5
License					
Maintenance License					
Coût d'implantation initiale					
Interne					
Externe					
Matériel					
Maintenance Matériel					
Total					

Survol des quatre piliers de valeur



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MERCI!

Fotini Costopoulos, Managing Principal

fotini.costopoulos@sap.com

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PGI 101 avec SAP

Pierre Lamarre

Directeur, Pré-Ventes, Industries Stratégiques

pierre.lamarre@sap.com



**IMPACTS
ORGANISATIONNELS**

**ÉVALUATION DES
COÛTS**

**STRATÉGIE DE
DÉPLOIEMENT**

**POSITIONNEMENT &
PARTAGE
D'EXPÉRIENCES**

**APPARIEMENT
DE PROCESSUS
D'AFFAIRES**

**APPARIEMENT DES
DONNÉES**

**INFRASTRUCTURE
TECHNOLOGIQUE
& EXPLOITATION**

**APPLICATIF &
INFRASTRUCTURE
DE DÉVELOPPEMENT**

**SÉCURITE, PPR ET
AUTHENTIFICATION**

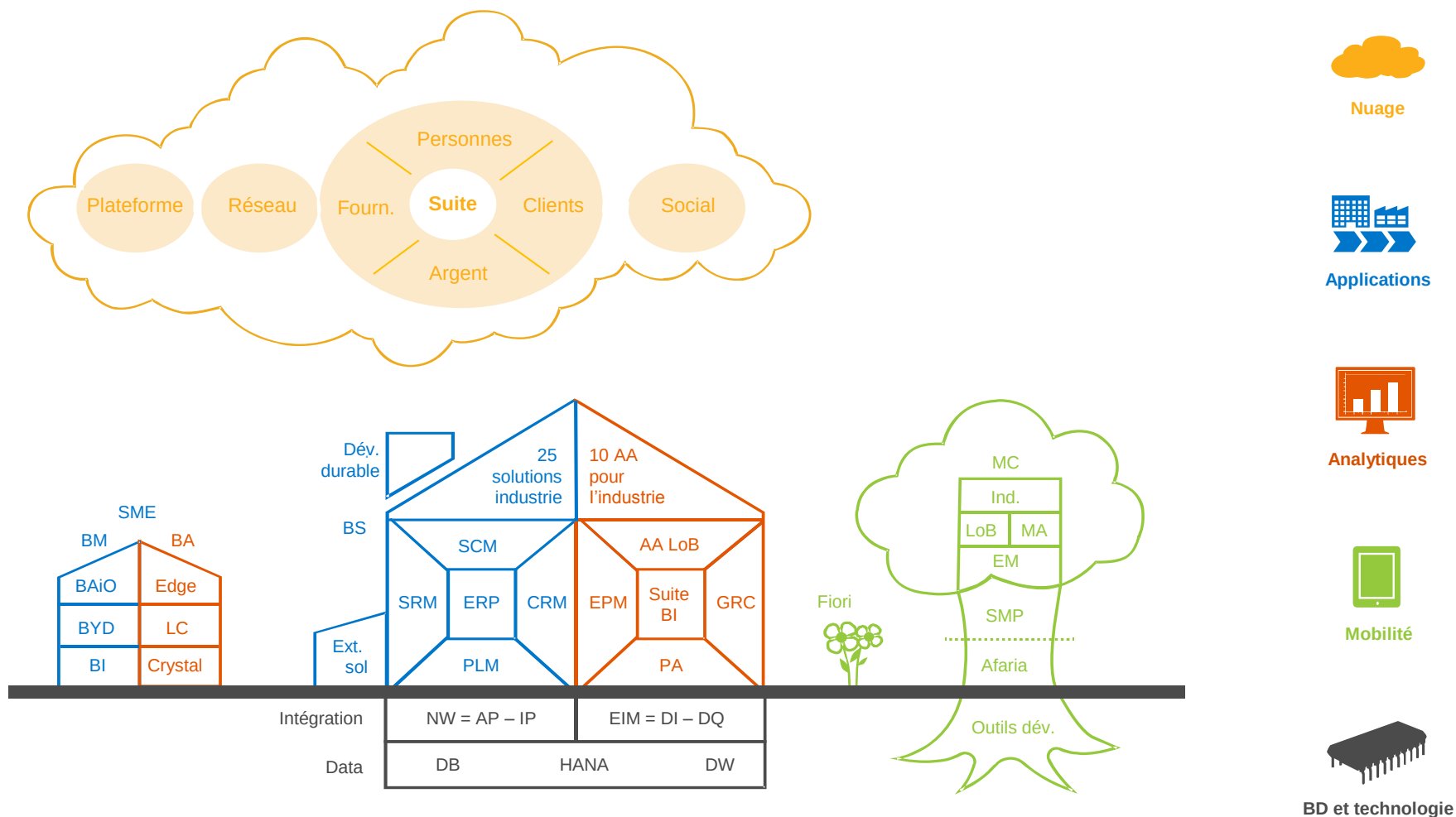


AGENDA

- | | | | |
|----|-----------------------------------|-----------------------------------|----------------|
| 1. | Introduction et bienvenue | (Guy Cossette) | 09h00 – 09h15 |
| 2. | Survol des solutions de notre PGI | (Pierre Lamarre) | 09h15 – 10h15 |
| | <i>PAUSE</i> | | 10h15 – 10h30 |
| 3. | PGI – Scenarios d'affaires | (Shady Ghattas) | 10h30 – 12h00 |
| | <i>LUNCH</i> | | 12h00 – 13h00 |
| 4. | Technologie | (Sami Toubal-Seghir, Stefan Lotz) | 13h00 – 14h30 |
| | ○ Détails | | |
| | <i>PAUSE</i> | | 14h30 – 14h45 |
| 5. | Déploiement | (Samir Louafi, Simone Spiller) | |
| | 14h45 – 15h45 | | |
| | ○ Détails | | |
| 6. | Conclusion | (Guy Cossette) | 15h45 – 16h00` |

PGI 101 pour la SAAQ

La solution complète SAP



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MERCI!

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AGENDA

- | | | |
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| <i>PAUSE</i> | | 14h30 – 14h45 |
| 5. Déploiement | (Samir Louafi, Simone Spiller) | |
| 14h45 – 15h45 | | |
| ○ Détails | | |
| 6. Conclusion | (Guy Cossette) | 15h45 – 16h00` |

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Déploiement PGI: Eco-système et Méthodologie de Projet

Samir Louafi – Delivery Manager



- Écosystème et Services conseils SAP
- Développement vs. PGI
- Gestion de projet PGI



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Eco-système et services conseil SAP

Samir Louafi – Delivery Manager

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Portfolio des services SAP



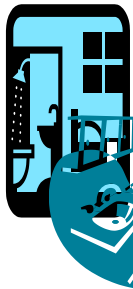
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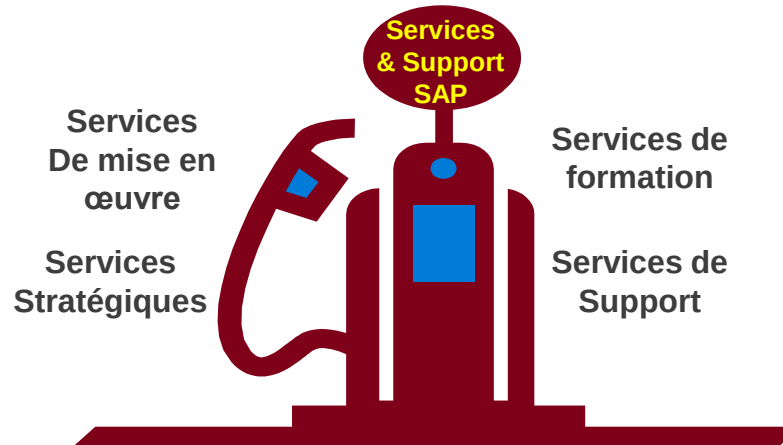
Transformation



Déploiement



RDS -Solution
Déploiement Rapide –
Services pré-usinés



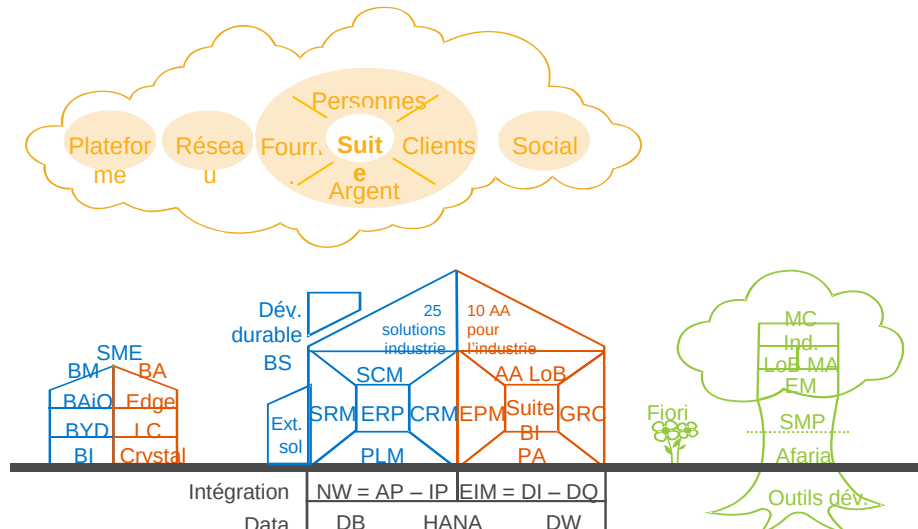
Développement
sur mesure



Formation
(faites le vous
même)



Support (Réactif
& Proactif),
Premium, etc.



Organisation des Services SAP



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Clients et Partenaires

Organisation

Local



Near-shore



Off-shore



Ressources Humaines

Expertise



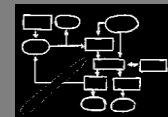
Formation



Appropriation



Portfolio de Services



Méthodologie



Contenu



Systèmes and Infrastructure



SAP « Advanced Delivery Management (ADM) »

4 modèles de livraison de services supportés par ASAP 8



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1

Services experts

Consultants hautement qualifiés fournissant un service ponctuel – ex. Revue de Qualité

2

Services de Conception

Projet avec Conception Générale utilisant des services préconstruits et des accélérateurs

3

Services d'assemblages

Combinaison des services préconstruits dans un projet plus vaste qui traite de dépendances et d'écarts en intégration

4

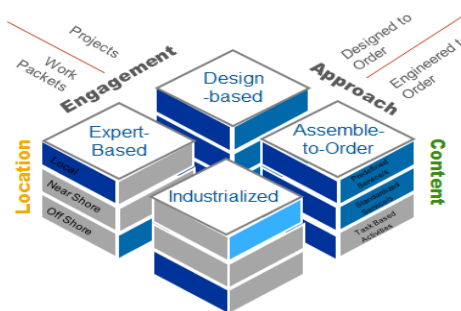
Services Pré-usinés

Mise en œuvre de services pré-usinés indépendants - ex. outils de migration

Local

Near-shore

Offshore



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Développement vs. PGI

Samir Louafi – Delivery Manager

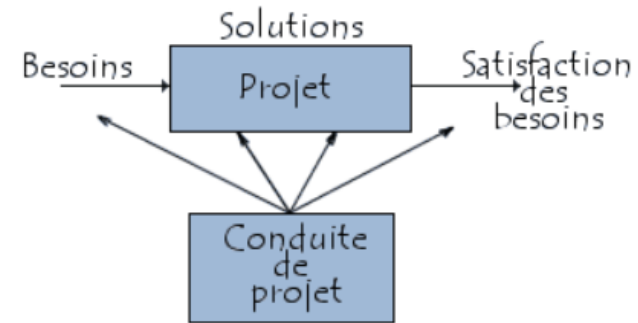
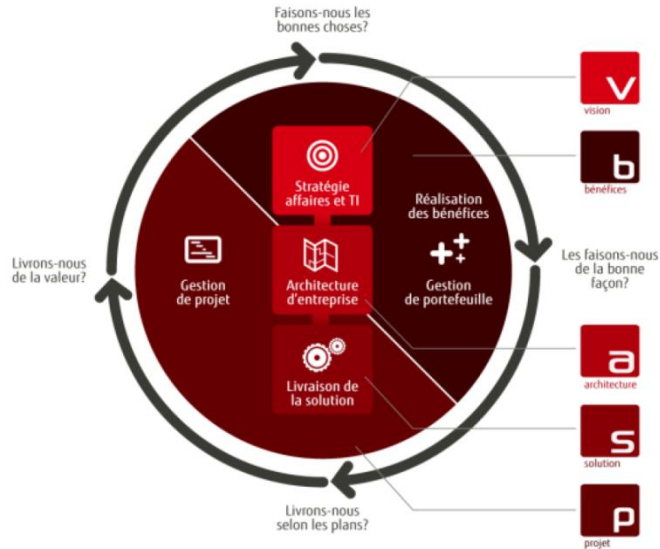
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Méthodologie Macroscopie – un ensemble intégré de méthodes et de techniques



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Le projet peut être découpé en « 3C »

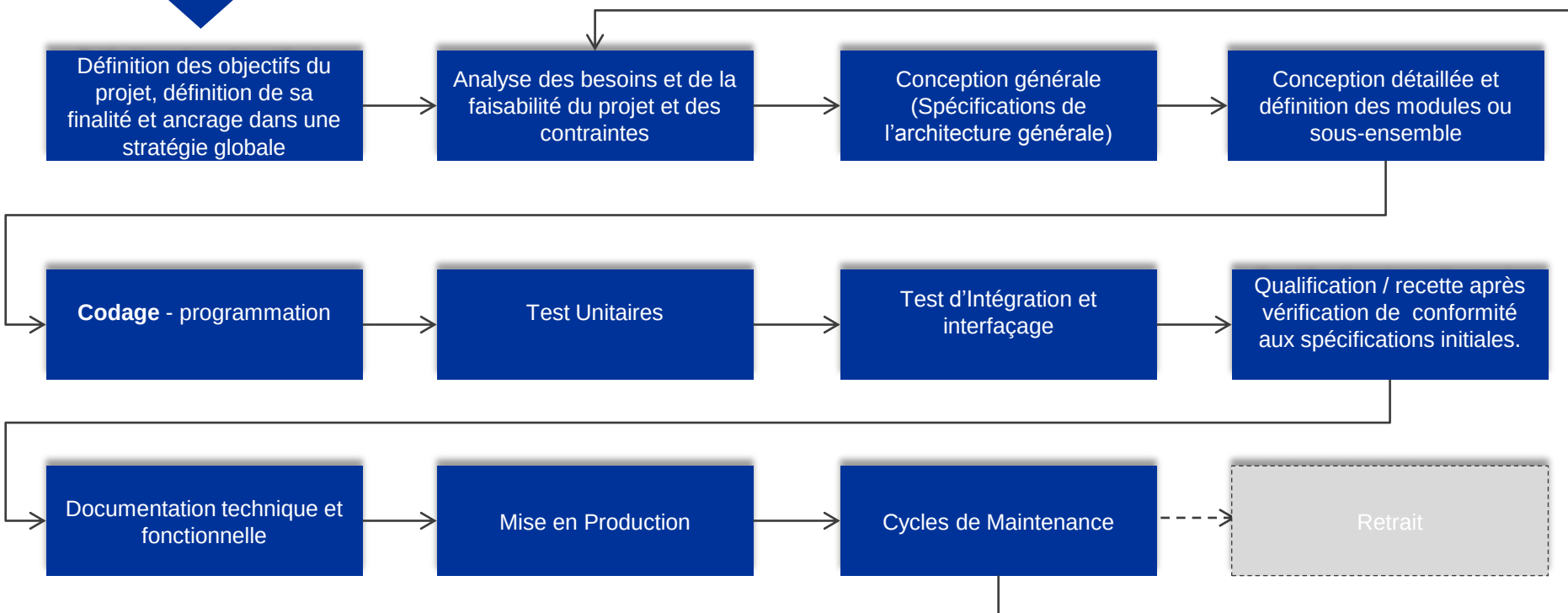
- **CADRER (Phase préparatoire) :**
 - prendre conscience du projet
 - Etudier l'objet du projet pour s'assurer que sa mise en œuvre est pertinente et qu'il entre dans la stratégie de l'entreprise
 - Mise au point de documents formalisant le projet et indiquant les conditions organisationnelles de déroulement du projet.
- **CONDUIRE (Phase de réalisation) :**
 - Création de l'ouvrage.
 - Menée par la maîtrise d'œuvre, en relation avec la maîtrise d'ouvrage.
 - Débute avec la réception du « cahier de charges »
 - clôture par la livraison de l'ouvrage.
- **CONCLURE (Phase de fin de projet) :**
 - Mise en production de l'ouvrage en s'assurant que l'ouvrage est conforme aux attentes des utilisateurs et faire en sorte que son " installation " et son utilisation se déroule correctement

Cycle de vie typique des developpements informatiques



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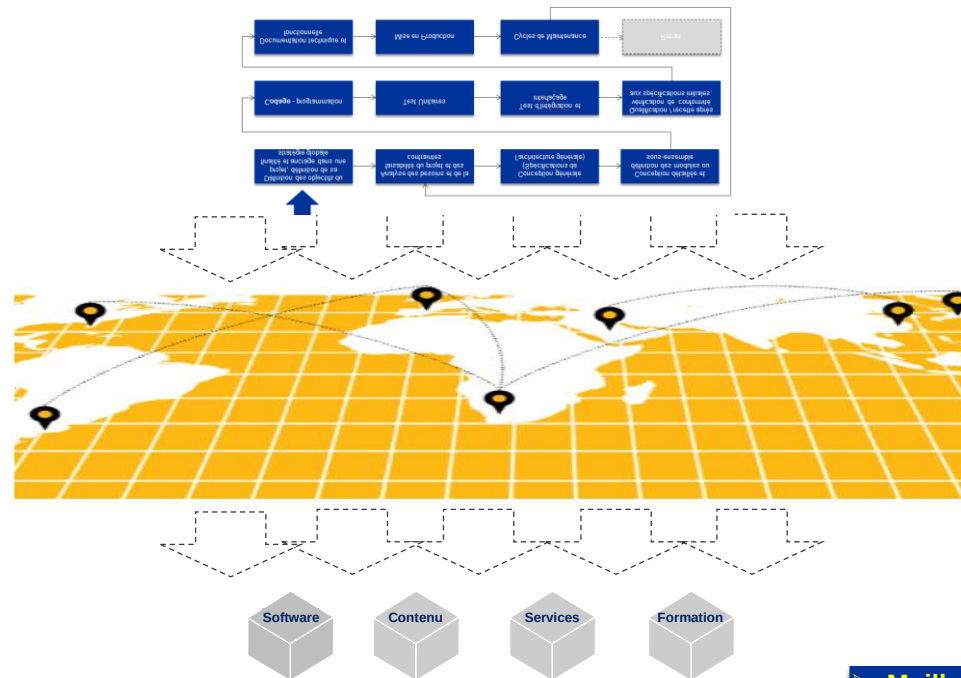
- Directive du Législateur
- Ligne d'Affaires
- Optimisation
- Etc.



Changement de Paradigme et Modèle PGI



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- **14 Laboratoires** de développement « SAP Labs »
- **100 centres de développement**
- 13 centres de « Co-Innovation Labs »
- 21 sites de recherche
- 1 centre des Innovations (Allemagne)
- Un réseau de partenaires avec plus de **11 700 partenaires de SAP**



- **Meilleures pratiques d'affaires de 261,000 clients** dans 190 pays
- Leader du marché des Applicatifs et outils d'Analyses
- **67 651 employés**
- Des solutions packagées pour 25 industries et 11 lignes-de-business (ex. Secteur Public)
- Qui optimise tous les processus critiques (ex. finances, le marketing, RH, achats)

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Gestion de projet PGI

Samir Louafi – Delivery Manager

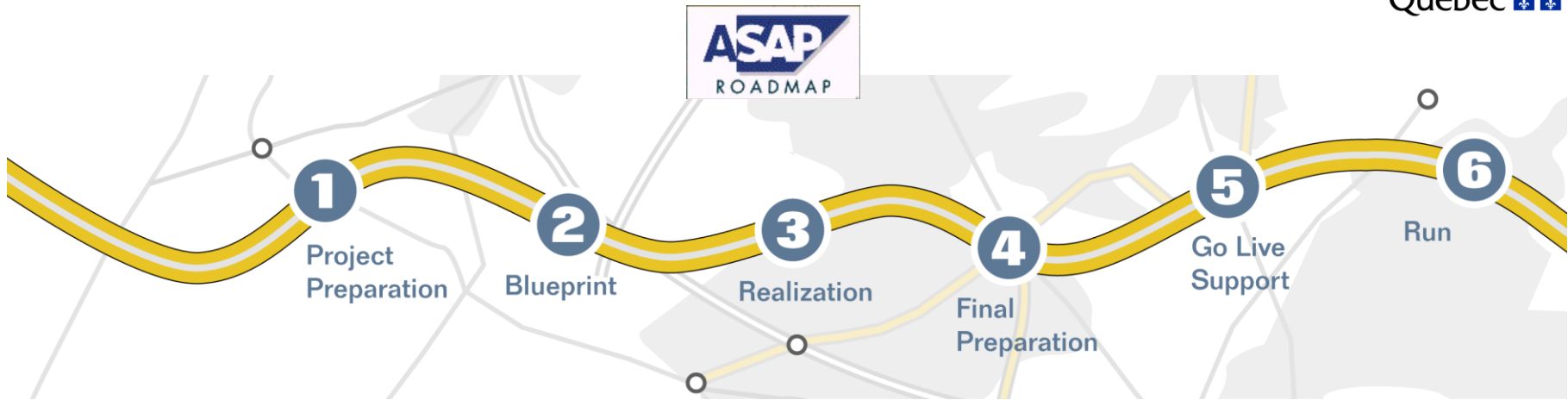
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Exemple de projet PGI – ASAP 8 (Standard)



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La feuille de route d'implémentation comporte 6 phases :

1. Préparation Projet

Le projet est formellement initialisé et le planning se construit.

2. Conception

L'équipe projet collecte les besoins et conduit la définition de la solution.

3. Réalisation

La solution est construite et l'intégration testée; les tests de performance sont planifiés.

4. Préparation finale

Les utilisateurs finaux sont formés; c'est le contrôle final avant le démarrage de la nouvelle solution.

5. Démarrage et Support

La solution est confirmée, le support est en place, et le projet est clôturé.

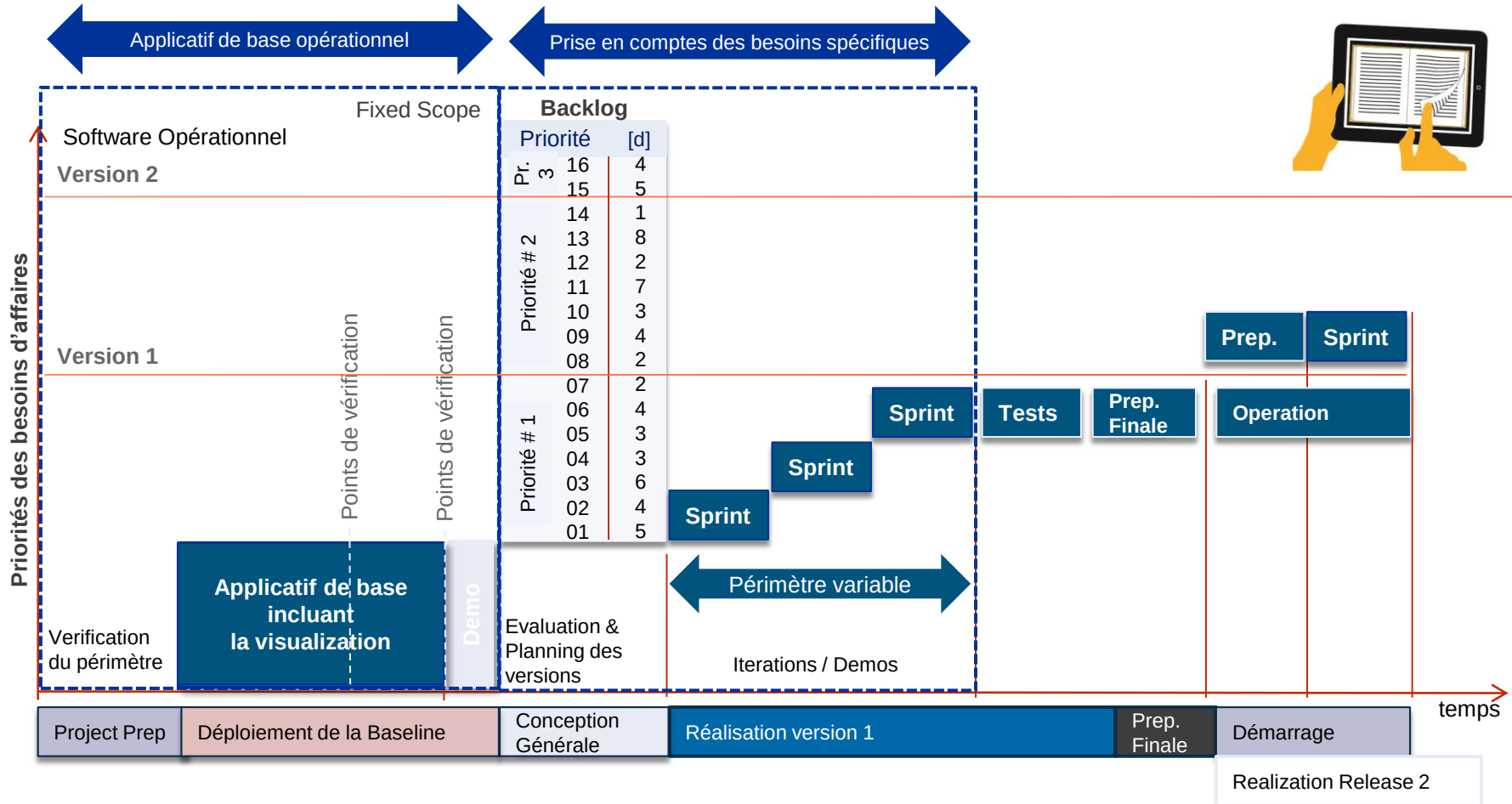
6. Maintenance

La solution est opérationnelle.

Exemple de projet ERP - ASAP 8 (Agile)



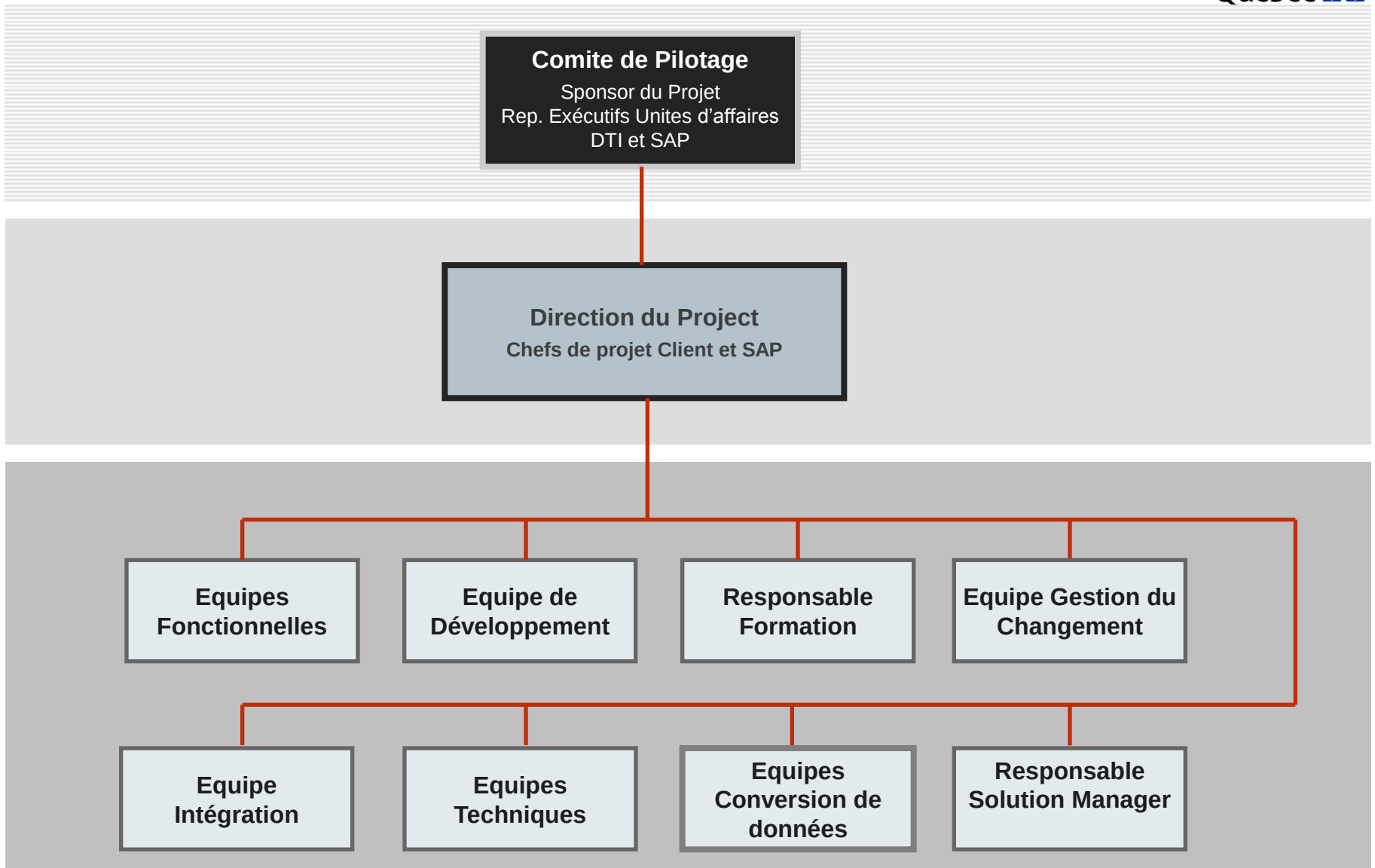
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Exemples d'Organisation d'un projet PGI (1/2)



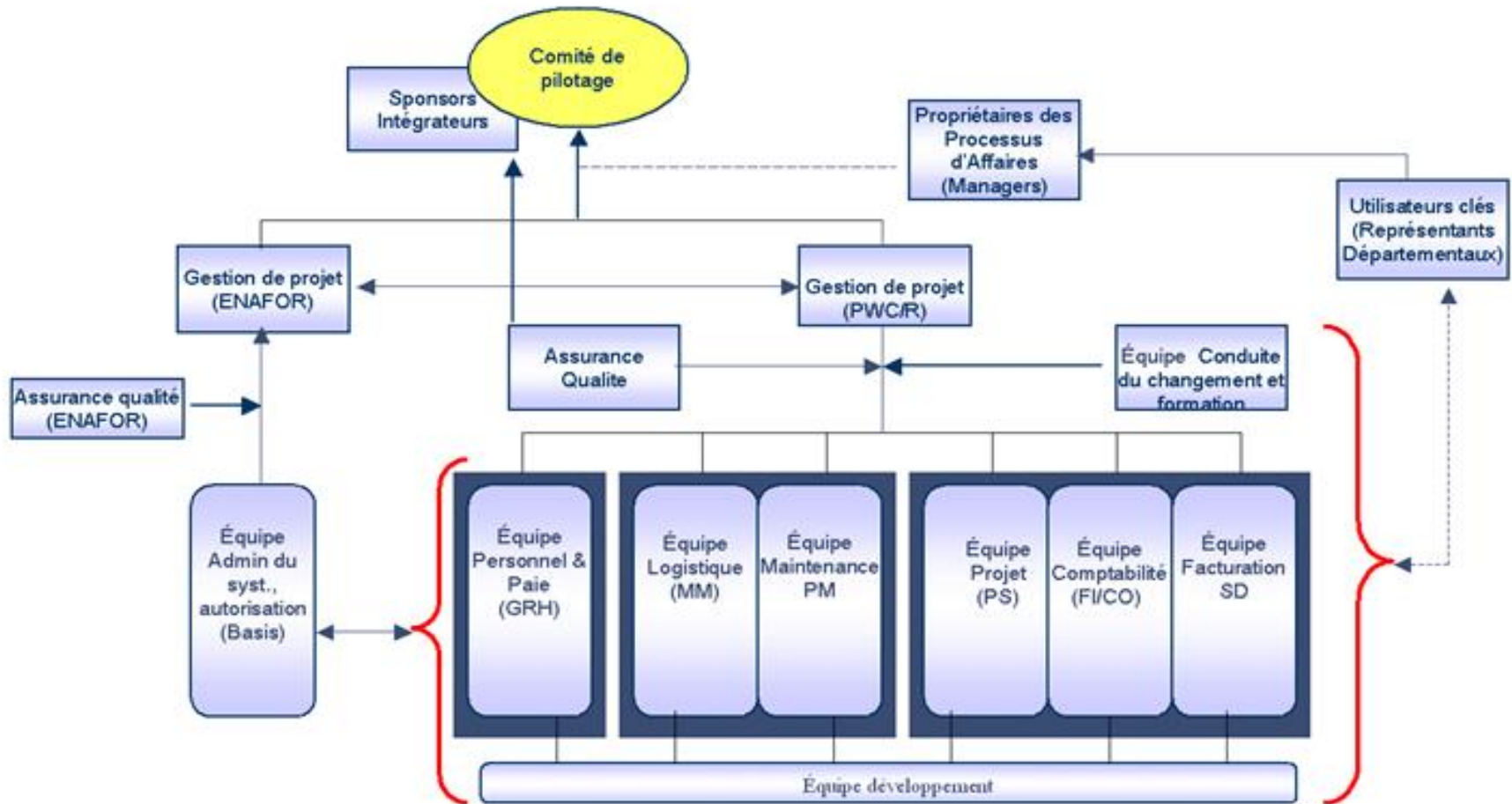
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Exemples d'Organisation d'un projet PGI (2/2)



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Exemple de rôles et responsabilités



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Les responsabilités principales du chef de Projet sont les suivantes:

- Gère le projet selon la méthodologie approuvée pour la conduite du projet.
- Contrôle le périmètre du projet et assure le suivi des travaux.
- Représente le maître d'œuvre et assure la gestion courante du contrat.
- Gère les ressources et activités sur le projet.
- Assigne les rôles aux différents membres de l'équipe et contrôle leur travail.
- Valide le calendrier du projet et les livrables.
- Valide tout changement de calendrier sur le projet.
- Contrôle les dépenses engagées et s'assure qu'elles sont en conformité avec le contrat établi entre les maîtres de l'ouvrage et de l'œuvre.
- Suit et analyse la progression du projet et recommande les changements ou ajustements nécessaires au comité de pilotage et aux sponsors.
- Assure une bonne communication entre les différents membres de l'équipe du projet.
- S'assure à ce que les livrables soient complétés selon le plan du projet.
- Coordonne le travail de conception et de réalisation du système et s'assure de leur alignement avec le cahier de charges.
- S'assure à ce que tous les points d'intégration soient couverts et testés adéquatement.
- S'assure à ce que tous les tests unitaires, tests intégrés et test d'acceptation finale soient exécutés selon la méthodologie en vigueur.
- S'assure à ce que les points en suspens soient résolus à temps, sinon qu'ils soient revus au comité de pilotage.
- Informe les sponsors et le comité de pilotage de la progression du projet de façon régulière.
- Gère la conception des processus d'affaires qu'il valide avec les différents structures de l'entreprise.
- S'assure à ce que l'organisation du projet et les rôles et responsabilités de ses membres soient adéquatement définies et judicieusement adaptés aux besoins du projet.
- S'assure à ce que le transfert de connaissance entre les consultants et les intervenants de l'ENAFOR se fasse au mieux pour permettre une appropriation du système, par l'ENAFOR, une fois le projet complété.
- Coordonne et participe aux activités du projet telles que l'élaboration de la charte du projet, le document de conception générale et l'élaboration du plan du projet.
- Gère et contrôle les demandes de changements relatives au projet.
- Gère la base de données des points en suspens et les problèmes rencontrés sur le projet.
- S'assure à ce que le projet progresse selon le planning en vigueur.

Portail - outils de la méthodologie ASAP 8



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**ASAP 8 for Standard Projects**
WBS Dictionary | List of Accelerators

Filters

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1 Project Preparation

2 Business Blueprint

3 Realization

4 Final Preparation

5 Go Live Support

6 Operate

Project Preparation

This phase provides initial planning and preparation for the project. Although each project has its own unique objectives, scope, and priorities, the deliverables outlined below assist in completing the initiation and planning steps in an efficient and effective manner.

1 Project Preparation

1.1 Project Initiation

1.2 Project Governance

1.3 Project Charter

1.4 Kick-Off Workshop

1.5 Scope Statement

1.6 Project Schedule and Budget

1.7 Project Management Plan

1.8 Project and Operational Standards

1.9 Execution, Monitoring, and Controlling of Results

1.10 Organizational Change Management Roadmap

1.11 Project Training Strategy and Plan

1.12 Project Team Training

1.13 Business Process Map

Project Charter

The purpose of this deliverable is to clearly define the project and align key stakeholders.

Procedure

Prepare Project Charter Document

Identify Stakeholders

Obtain Project Charter Sign-off

Accelerators

Project Charter Template

Business Case Template

OCM Stakeholder Identification Template

OCM Stakeholder Analysis Guide

OCM Stakeholder Identification Guide

Decision Making Template

SAP Customer

SAP Customer

SAP Customer

SAP Customer

SAP Customer

SAP Customer

Work Streams

☐ ALM - Application Lifecycle Management

☐ BPM - Business Process Management

☐ CutOver - Cut Over Management

☐ DA - Data Archiving

☐ DM - Data Migration

☐ ISM - Test Management

☐ OCM - Organizational Change Management

☐ OMP - Opportunity Management

☐ PM - Project Management

☐ TSM - Technical Solution Management

☐ Training - Training

☐ VM - Value Management

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Filtres par **chantier** – ex.
Migration de données

Quoi faire et quand le faire:
Chaque phase du projet est décomposée en activités, livrables et jalons

Comment faire: Etapes pour produire ce livrable

Qui fait quoi: Participants, Intervenants, rôles et responsabilités

Aides: Accélérateurs, Exemples, Canevas – ex. registre des points en suspend ou planning de projet

ASAP 8 – Une méthodologie basée sur la création de valeur



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ASAP 8 for Standard Projects
WBS Dictionary | List of Accelerators

Filters

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1.3 Project Charter

1.4 Kick-Off Workshop

1.5 Scope Statement

1.6 Project Schedule and Budget

1.7 Project Management Plan

1.8 Project and Operational Standards

1.9 Execution, Monitoring, and Controlling of Results

1.10 Organizational Change Management Roadmap

1.11 Project Training Strategy and Plan

1.12 Project Team Training

1.13 Business Process Map

1.14 Value Determination

Value Determination

The purpose of Value Determination is to ensure the alignment of the business case value drivers with key process changes and functionality by establishing a value tracking framework and identifying business stakeholders

Procedure

Prepare Value Map

Accountable : Business Consultant

The purpose of this task is to review the project business case, map key value drivers to process changes, develop the value tracking framework (KPI's and PPI's), identify value enablers, as well as assign business accountability for value realization.

Validate and Complete Value Map

Accelerators

Value Determination Template

SAP Business Performance Benchmarking Program Guide

SAP VLM Guide



En partant du justificatif du projet (Business Case ou dossier de décision), cette étape consiste à créer le cadre de suivi de la réalisation des bénéfices escomptés et de l'alignement du projet et des transformations qu'il apporte en vue de réaliser ces bénéfices

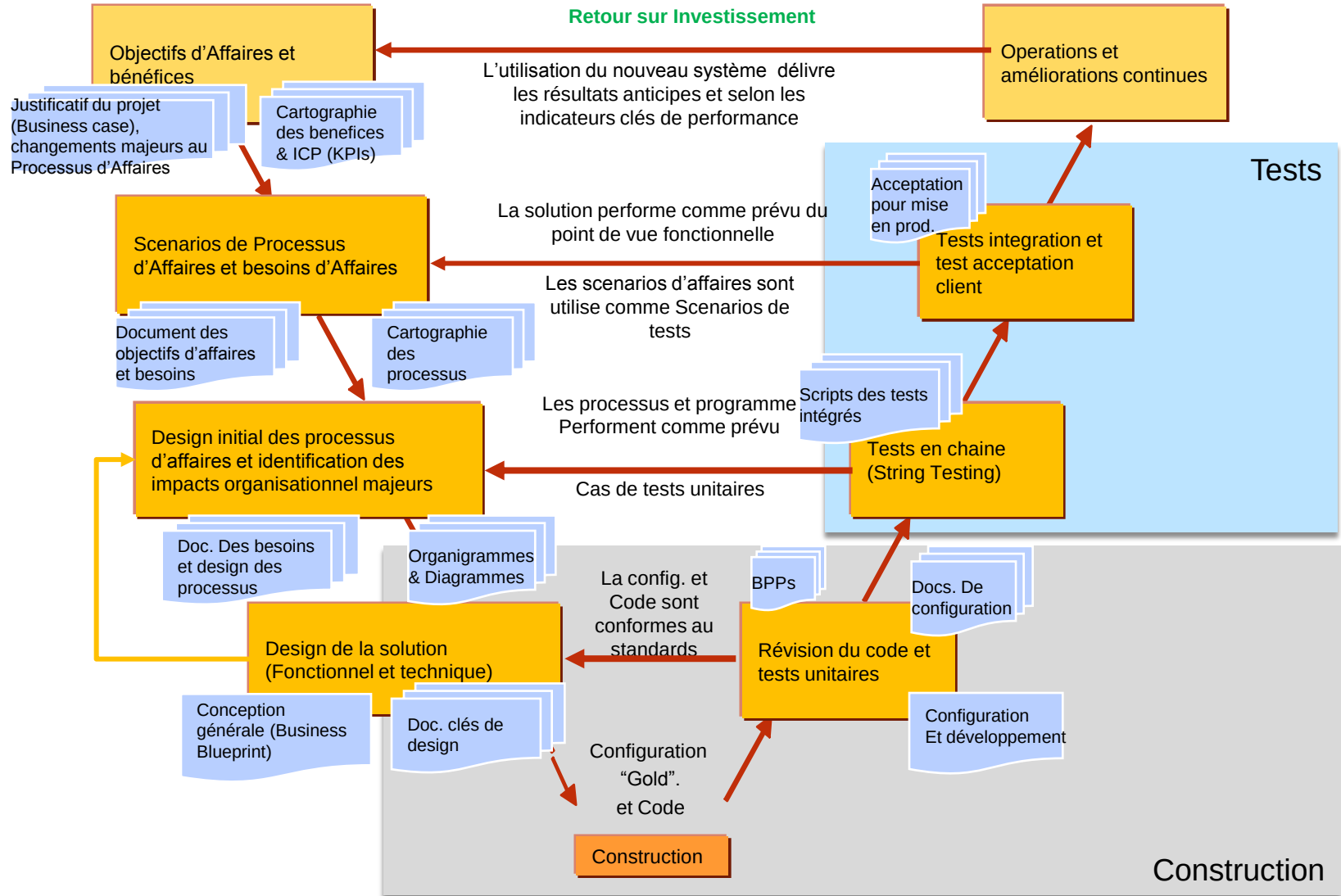
ASAP 8 – Une méthodologie basée sur la création de valeur « V »



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CREATION DE VALEUR ET BESOINS D'AFFAIRES

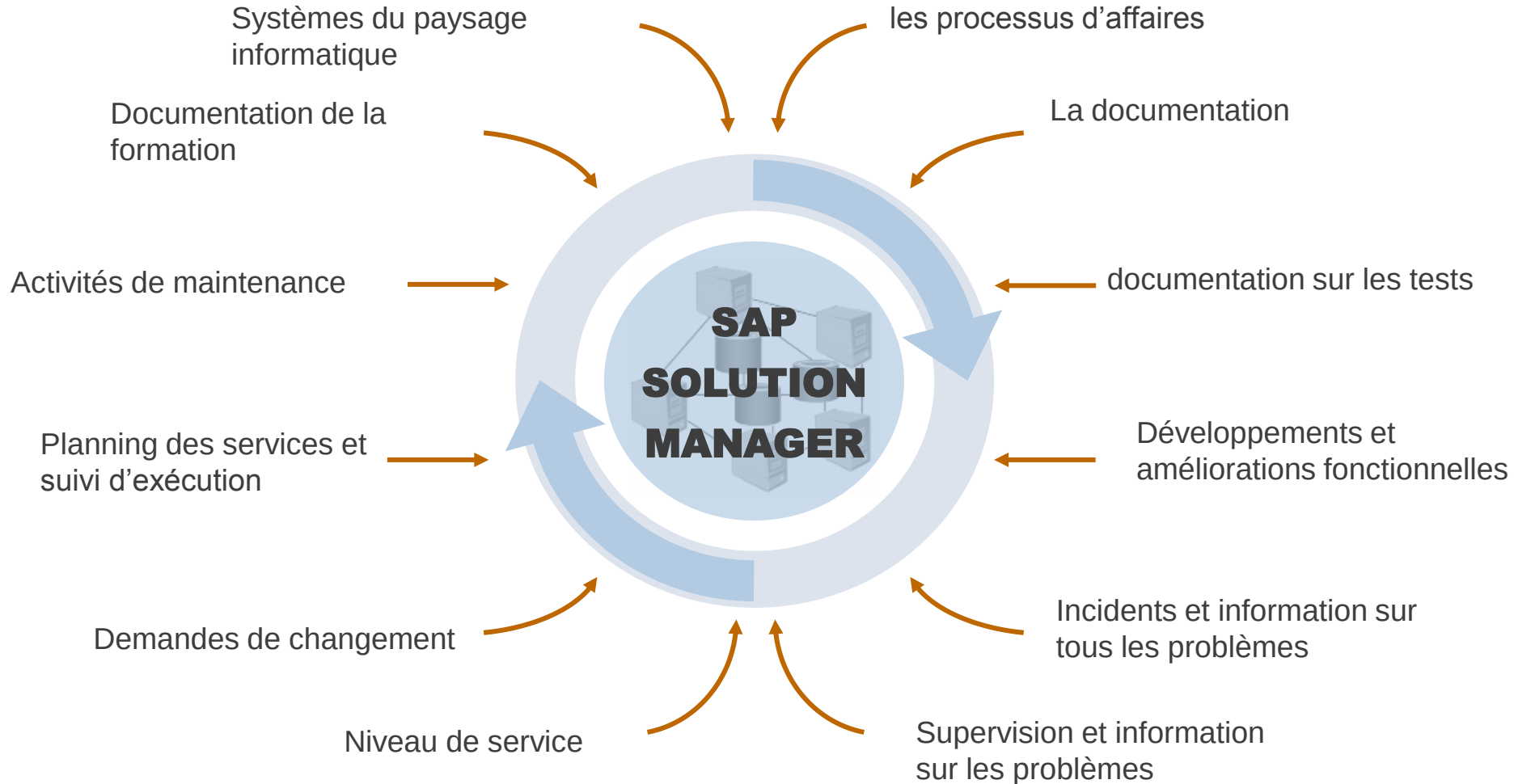
REALISATION ET AMELIORATIONS CONTINUE



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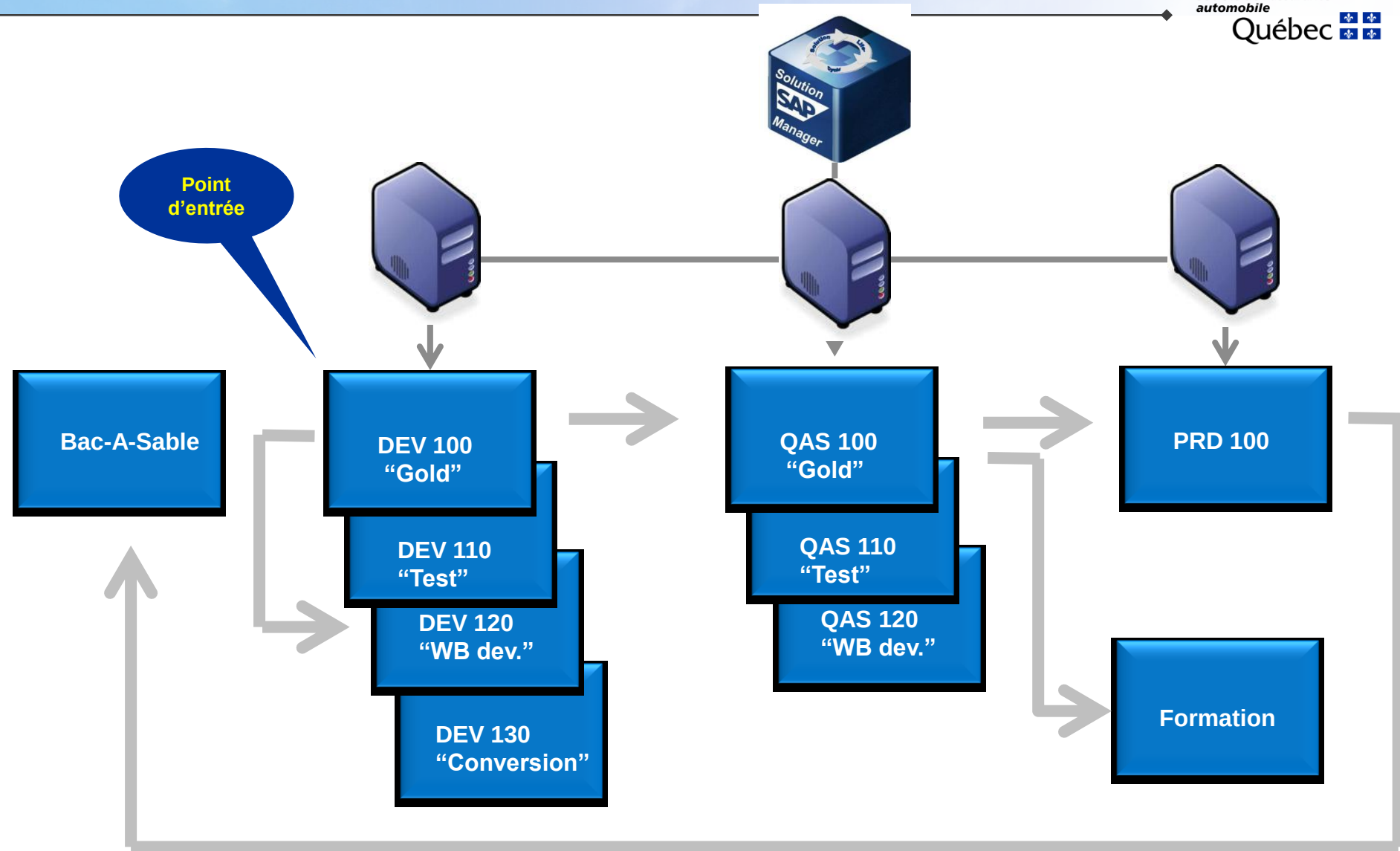
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Paysage informatique SAP typique



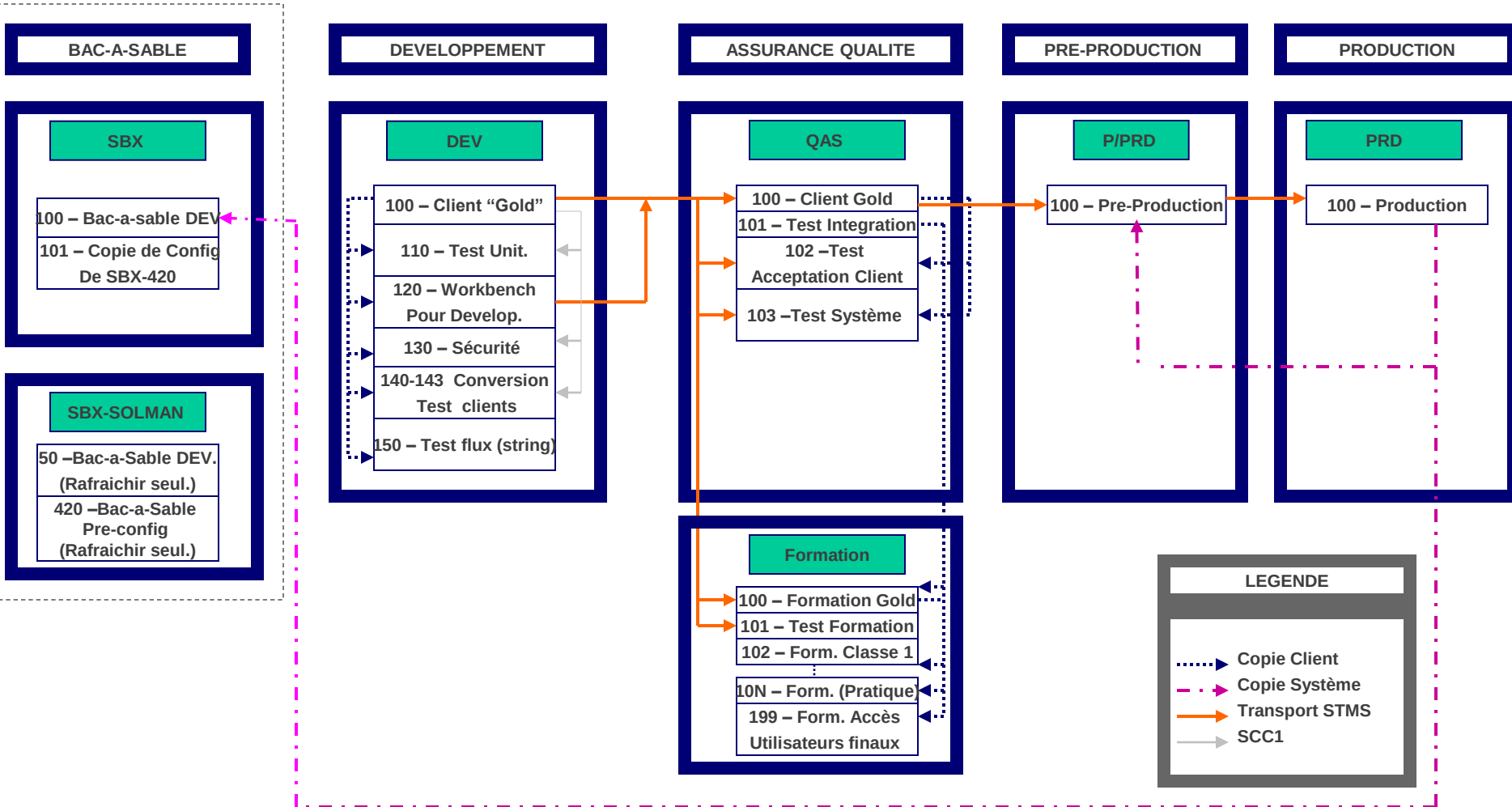
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Exemple de paysage informatique SAP



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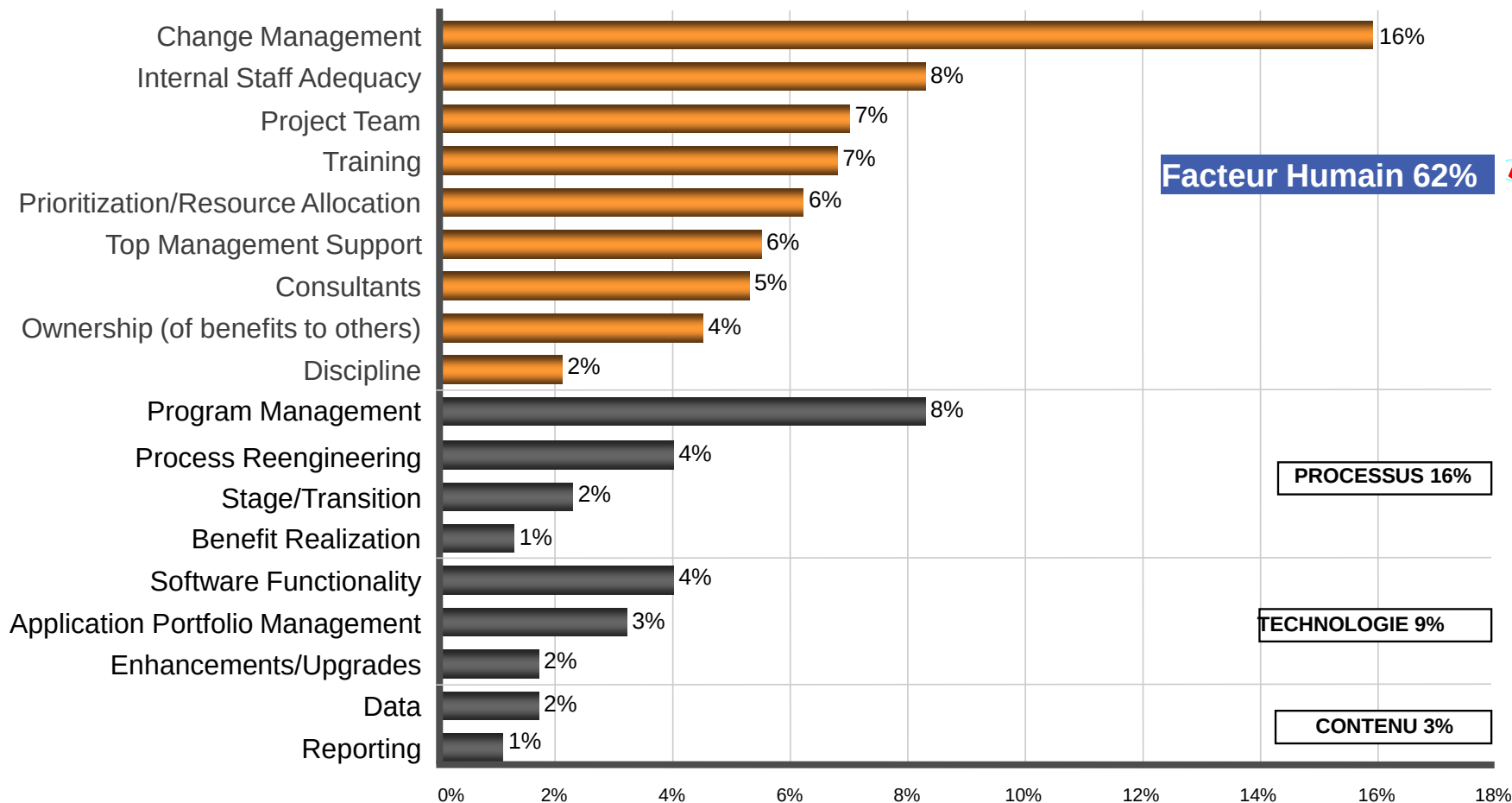


Voir annexe :



Les grands défis lors de l'implantation d'un PGI

Défis et Obstacles



Facteur Humain 62%



PROCESSUS 16%

TECHNOLOGIE 9%

CONTENU 3%

Source: Deloitte Consulting and Benchmarking Partners (Based on a study of 62 companies that have gone live with an ERP system)

Note: Rounded percentages; not all categories are shown as bars



Les activités de Gestion du Changements



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- Stratégie de gestion du changement
- Equipe de projet et alignement de client
- Cartographie des parties prenantes
- Cartographie des audiences concernées
- Plan de formation de l'équipe projet
- Stratégie de communication
- Structure de fonctionnement et gouvernance du projet

- Exécution des activités de communications
- Engagement des parties prenantes clés et efficacité
- Ajustements de la structure organisationnelle, emplois, politiques, mesures, flux de processus et mesures incitatives
- Plan de formation final
- Développement de la formation
- Documentation de support à la performance

- Exécution des activités de communication post-démarrage
- Support des utilisateurs finaux
- Support à la performance post-démarrage
- Exécution de la stratégie de gestion de la performance
- Leçons apprises documentées
- Stratégie de sortie/fin de projet



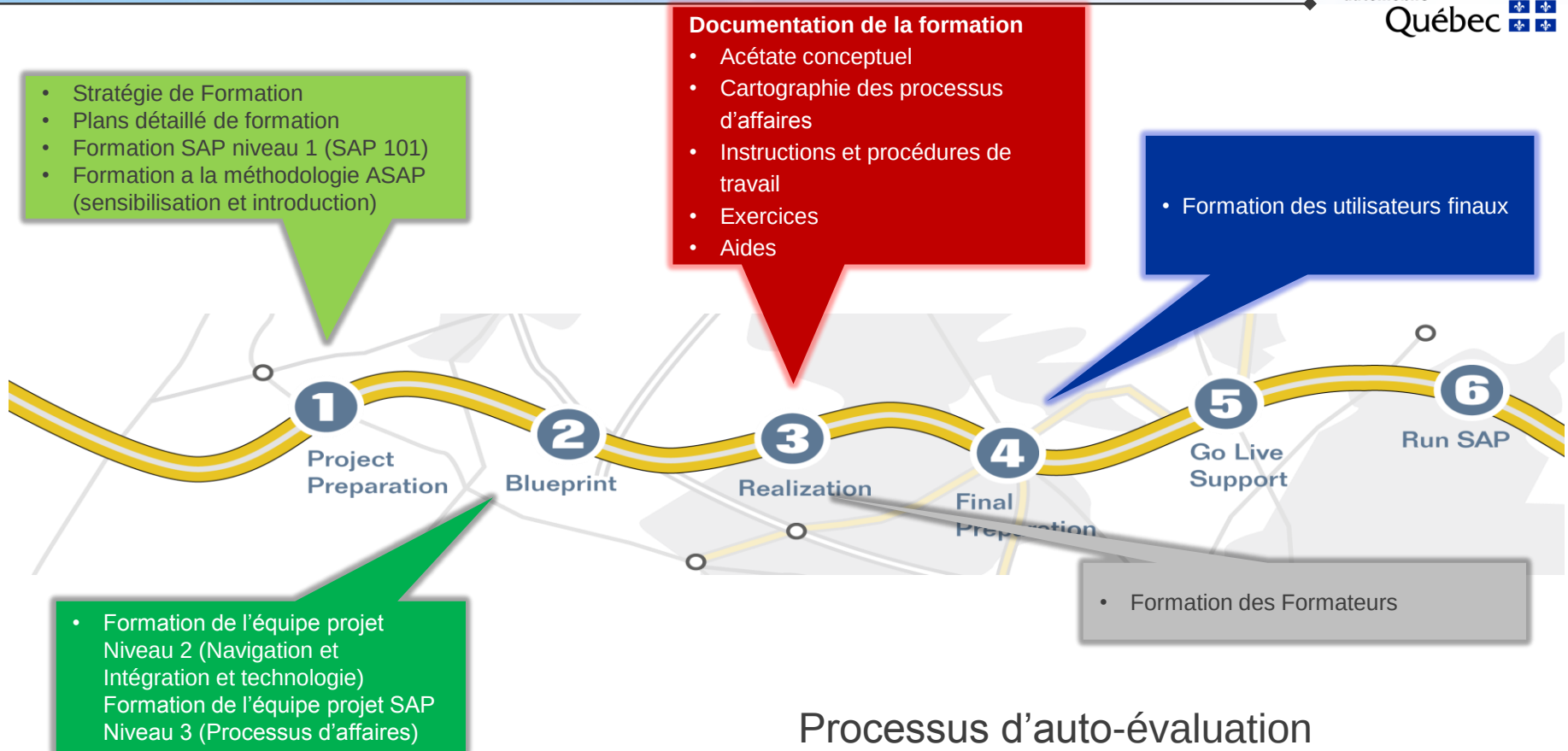
- Plan de gestion du changement (détaillé)
- Plan de communication (détaillé)
- Exécution des Communications
- Évaluation des principales parties prenantes
- Plan de gestion des parties prenantes clés (détaillé)
- Évaluation et de la stratégie de formation
- Évaluation du niveau de préparation des unités d'affaires
- Stratégie de l'équipe de préparation des unités d'affaires
- Processus «To-be» et nouveau rôles des utilisateurs

- Appropriation par les parties prenantes et intervenants clés
- Degré de préparation des unités d'affaires
- Exécution du plan de Communication
- Utilisateurs finaux formés (dans SAP et dans les nouveaux processus d'affaires)
- Processus des « Leçons apprises » mis à jour

Les activités de Formation



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Processus d'auto-évaluation

-	①	Connaissances de base	→ J'ai navigué seul dans SAP et regardé le consultant faire les paramétrage.
	②	Connaissances pratiques	→ J'ai réalisé avec l'assistance de PWC le paramétrage de quelques fonctions et référentiels.
	③	Connaissances approfondies et/ou techniques	→ J'ai paramétré seul un ensemble de fonctions d'un sous-module et des référentiels
	④	Vision globale	→ J'ai paramétré seul l'ensemble des fonctions d'un module
+	⑤	Autonomie et responsabilités	→ J'ai paramétré seul l'ensemble des fonctions d'un module et j'ai réalisé l'intégration avec les autres domaines fonctionnels

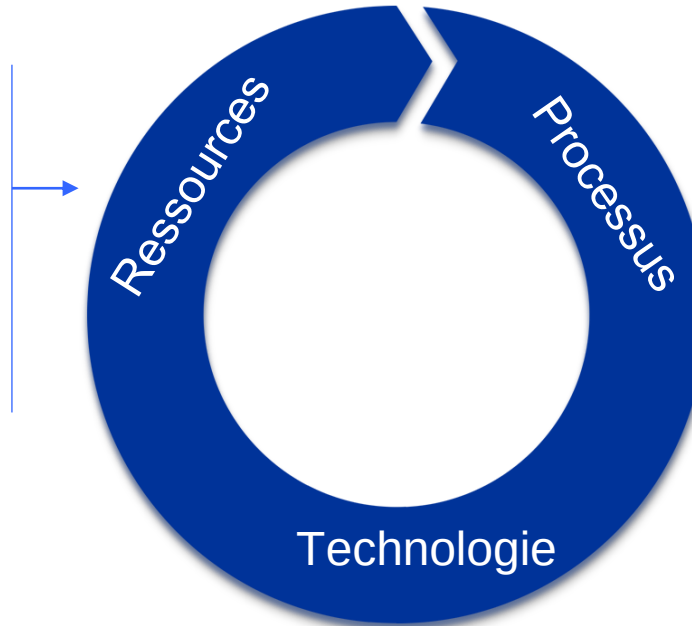
Gestion des Risques (Exemple d'éléments à prendre en considération)



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Ressources:

- Connaissance métier
- Parrainage
- Leadership
- Connaissance de la solution
- Disponibilité des ressources



Processus:

- Méthodologie
- Planning du projet
- Gestion de projet et gouvernance
- Gestion du changement
- Architecture fonctionnelle

Technologie:

- Paysage informatique
- Spécifications non-fonctionnelles
- Architecture technique
- Infrastructure

WRICEF – Processus de Développement



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W=workflow

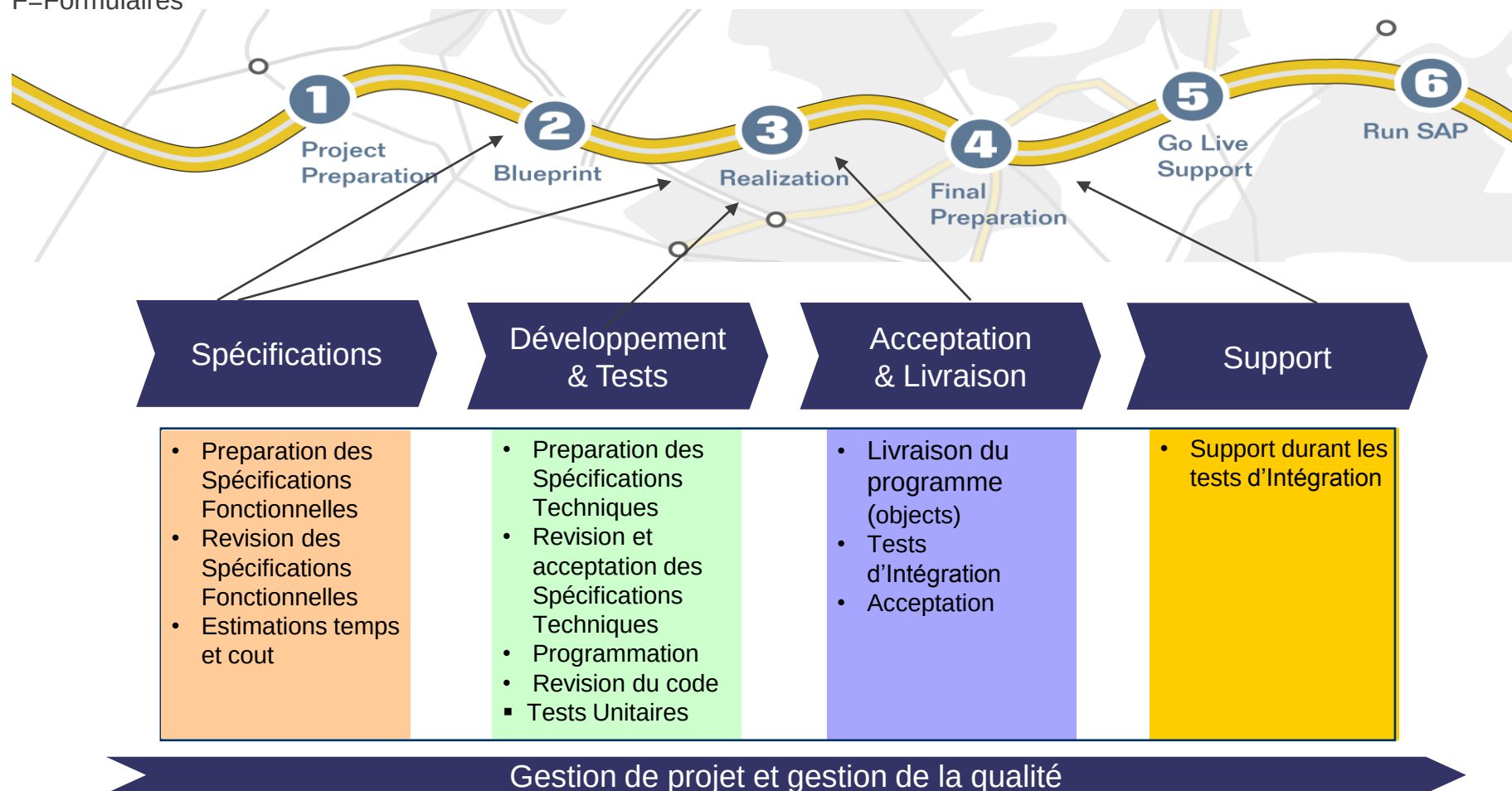
R=Rapports

I=Interfaces

C=Conversions des données

E=Enhancements (améliorations fonctionnelles)

F=Formulaires

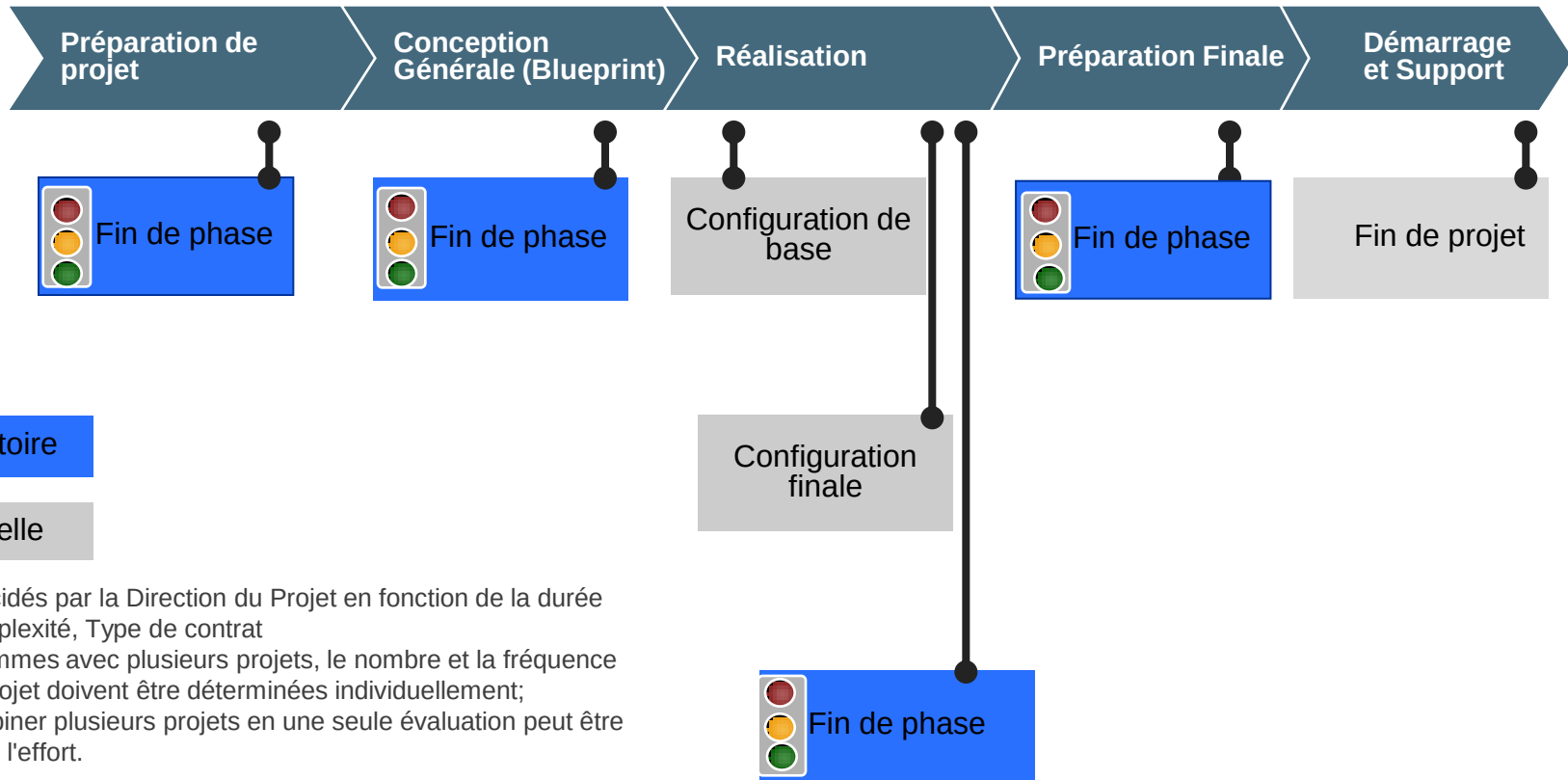


Un minimum de 4 revues de projet obligatoires



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ASAP Project phase (*)



Peuvent être décidés par la Direction du Projet en fonction de la durée du projet, la complexité, Type de contrat
Dans les programmes avec plusieurs projets, le nombre et la fréquence des revues de projet doivent être déterminées individuellement; cependant, combiner plusieurs projets en une seule évaluation peut être utile pour réduire l'effort.

(*) A noter que l'approche peut être différent dépendamment des cas: SAP global, BPMM, Run SAP Proof of Concept, RDS ...etc.

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Les 6 phases de la méthodologie ASAP 8

Samir Louafi – Delivery Manager

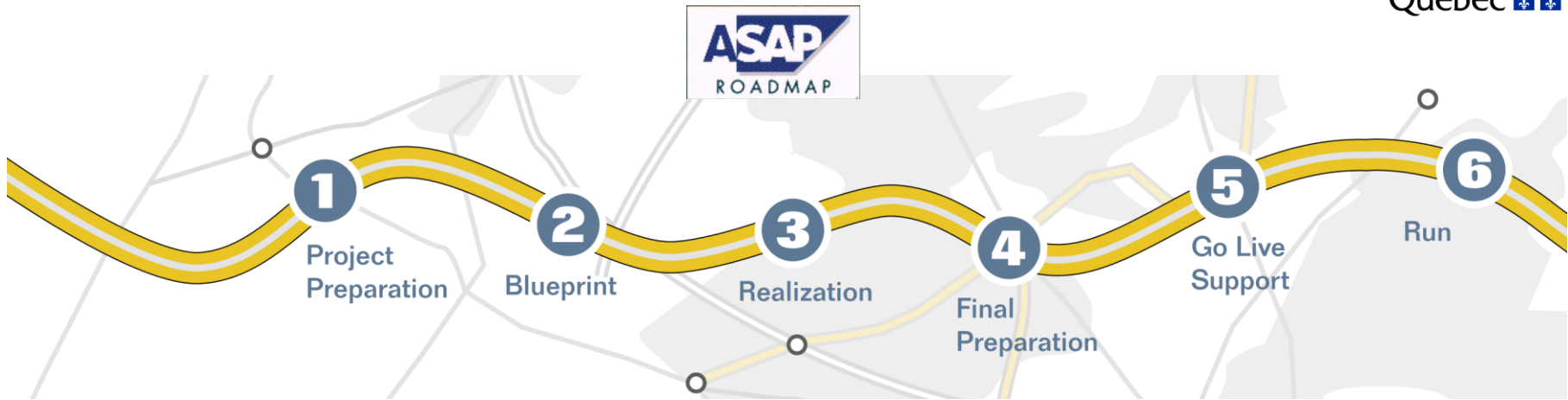
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Exemple de projet PGI – ASAP 8 (Standard)



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La feuille de route d'implémentation comporte 6 phases :

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La solution est confirmée, le support est en place, et le projet est clôturé.

6. Maintenance

La solution est opérationnelle.

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Les services de Formation SAP

Simone Spiller – Directrice de comptes, Éducation

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- Stratégie de Formation



- Exécution des activités de communications



- Formation des utilisateurs finaux



- Formation de l'équipe projet



la certification



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SAP Custom Development (CDP)

Pierre Lamarre

23 Octobre 2014



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- **Experience** plus de 40 années avec +200,000 clients



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**Technology
Services**



**Custom
Development
Services**



**Deployment
Services**



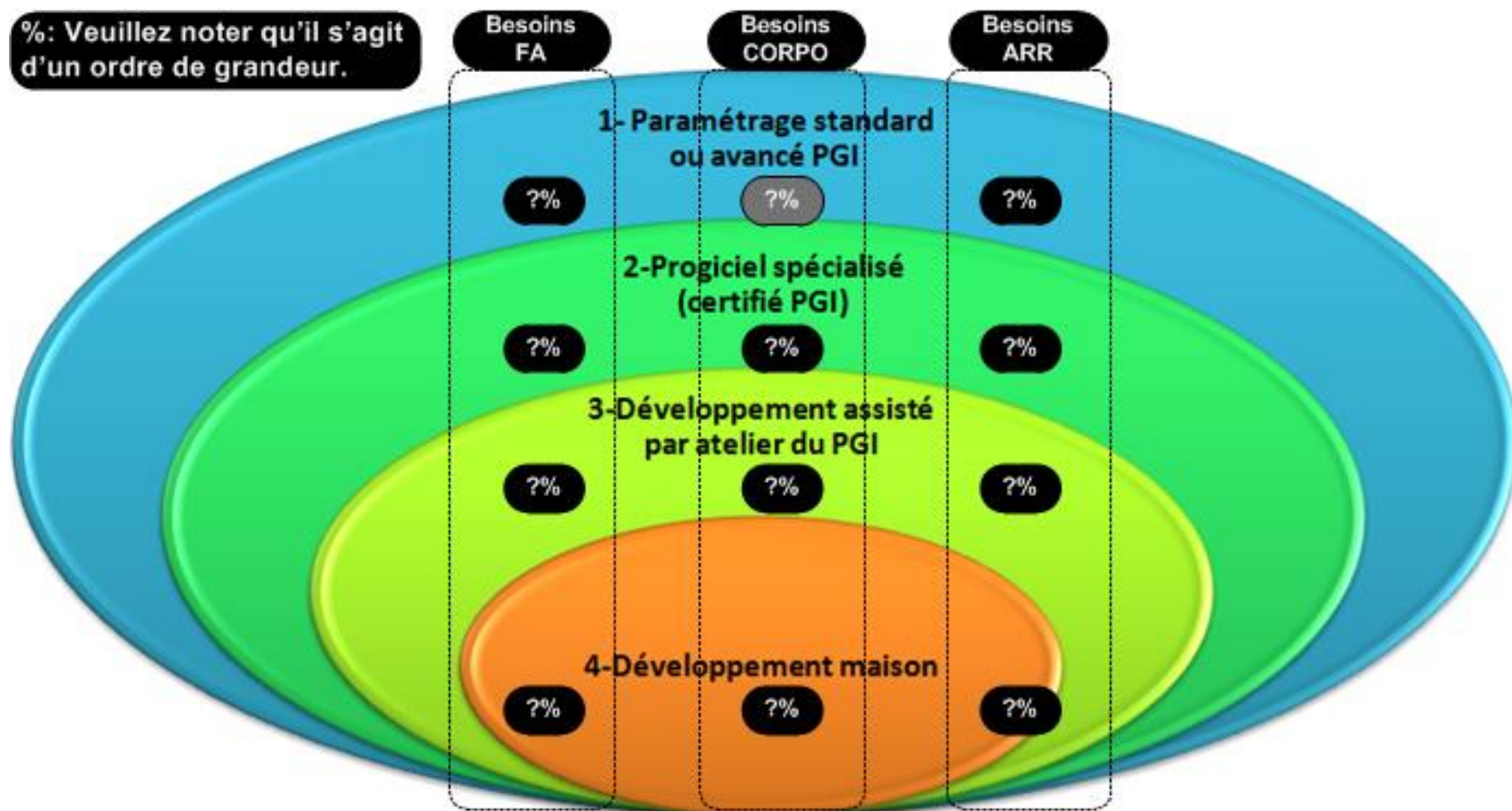
**Premium
Engagement
Services**



**Learning
Services**

Appariement

%: Veuillez noter qu'il s'agit
d'un ordre de grandeur.



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RELIABILITY

Build highly reliable solutions that stand the test of time with SAP development methods and standards

SYNCHRONIZED

Minimize cost and risk by synchronizing custom solutions with standard product strategy

OPTIMIZED

Optimize performance by fully leveraging the SAP platform and designing a scalable architecture

INNOVATION

Enable the customer innovation agenda by helping them to embrace and leverage new technologies

ACCESS

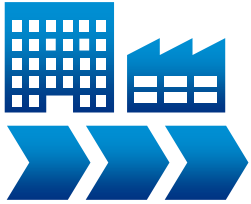
Provide global access to SAP development experts across technologies and industries

AVAILABILITY

Make solutions available for broader market needs

SUPPORTED

Offer integrated support services to protect solutions over time



Custom Applications

Providing tailor-made, mission critical solutions that help customers to innovate and be best-run businesses - extracting the full value from their SAP platform investment.

Innovation Done Your Way

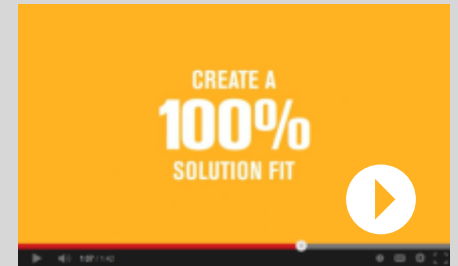
Strategically use our services to create breakthrough value – from how you reach your customers to how you service them, and everything in between.

Aligned with SAP Roadmap

We validate that your custom solution is in sync with the SAP solution road map to ensure that you are in alignment with the SAP future release strategy.

Proven Methodology

All of our custom solutions are developed using proven SAP development methodologies and standards to ensure rock solid quality.



[Read more...](#)



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Applications

User Experience

Mobile

HANA

Cloud

Support

Home

Imagine

Purpose

Innovations

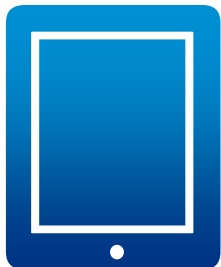
Solutions

Industries

Methods

People

Join Us



Discover the SAP Mobility Design Center

Focused on enabling companies to achieve consumer grade experiences in their business by conceptualizing, designing and building mobile solutions to better connect with employees and consumers.

Business Success

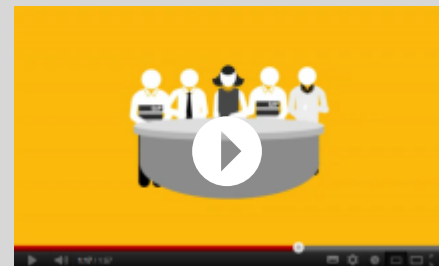
Align your unique mobile app needs to your specific business strategy and build role-specific user-centric applications designed just for you.

Fast Time to Value

Get solutions quickly by leveraging our agile development methodology, with rapid prototyping and early end-user validation.

Focused on Users

Put the user at the center of a highly iterative and agile development process; including testing in real world environment before building the solution with a connection to the back-end application.



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Applications

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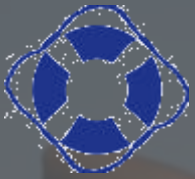
Solutions

Industries

Methods

People

Join Us



Protect Your Custom Developed Solutions

Make certain your mission critical custom software will deliver business value and are sustainable for years to come.



Everyday Support

Offering available for all customers and covers issue and conflict resolution using the same SAP support infrastructure used for standard SAP solutions.



Premium Support

Offerings available for customers with SAP MaxAttention or SAP ActiveEmbedded to address solutions built by SAP or our customers.

Applications

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SAP





Some of Our Most Popular Industry-Based Solutions

Industry-based solutions that are productized to help you realize greater value from SAP



Agricultural Contract Mgmt

Drive more effective contract management for your agricultural commodities. Control expenses, consolidate complex settlements, and automate contract processing.



Public Budget Formulation

Make more informed decisions with SAP Public Budget Formulation – an adaptable, end-to-end support system for budgeting approaches, processes, and outputs.



Trade Promotion Optimization

Optimize promotion revenue, volume and profitability with a comprehensive tool to measure, predict and improve promotional and non-promotional activities.



Upstream Operations Mgmt

Support a closed-loop view of upstream operations, leveraging a common platform for operations and maintenance, to enable to gather, analyze, decide, and execute across the many elements that drive performance of assets at different lifecycle stages.



Some of Our Most Popular Line-of-Business Solutions

Line-of-business based solutions productized to help you realize greater value from SAP



Multiresource Scheduling

Positively impact your bottom line with higher revenue and increased profitability by optimizing the workforce planning and scheduling process for in-house maintenance and field service representatives



Solution Sales Configurator

Help your sales force cut through complexity with a tool that helps configure multifaceted products and solutions quickly and efficiently.



Energy Portfolio Management

Leverage structured support for all your electricity procurement demand processes with SAP Energy Portfolio Management – for reduced risk and lower procurement costs.



Complex Assembly Manufacturing

Support and control manufacturing processes for highly engineered, complex products – and ensure regulatory compliance – with SAP Complex Assembly Manufacturing.



Some of Our Most Popular Infrastructure-Driven Solutions

IT focused solutions that are productized to help you realize greater value from SAP



Application Interface Framework

Drive more effective contract management for your agricultural commodities. Control expenses, consolidate complex settlements, and automate contract processing.



Screen Personas

Make more informed decisions with SAP Public Budget Formulation – an adaptable, end-to-end support system for budgeting approaches, processes, and outputs.



User Logging

Improve the protection of sensitive data by logging what is viewed and entered by system users.



Public Sector

Helping organizations in the public sector innovate to improve fiscal stability, achieve policy goals, and provide citizen-centric services.

Some of our areas of development expertise ...



Public Sector Budget Formulation

Make more informed decisions. Provide an adaptable, end-to-end support system for budgeting approaches, processes, and outputs.



Online Application Submission Management

Give citizens and partners an easy way to submit online requests – to all levels of government..



Application Interface Framework

Enable business users to easily monitor interfaces and handle errors across an SAP-centric or heterogeneous system environment - reducing the effort and cost of implementing interfaces.



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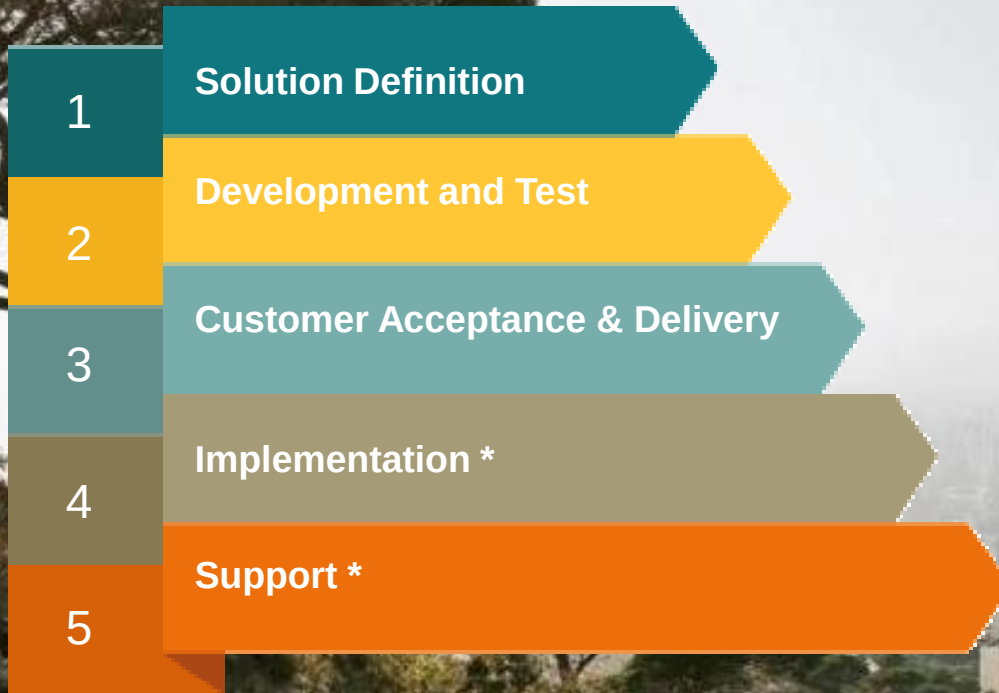


Méthodologie

SAP



Proven Development Methodology



Project, quality and risk management, coupled with close and continuous customer collaboration are key to project success.

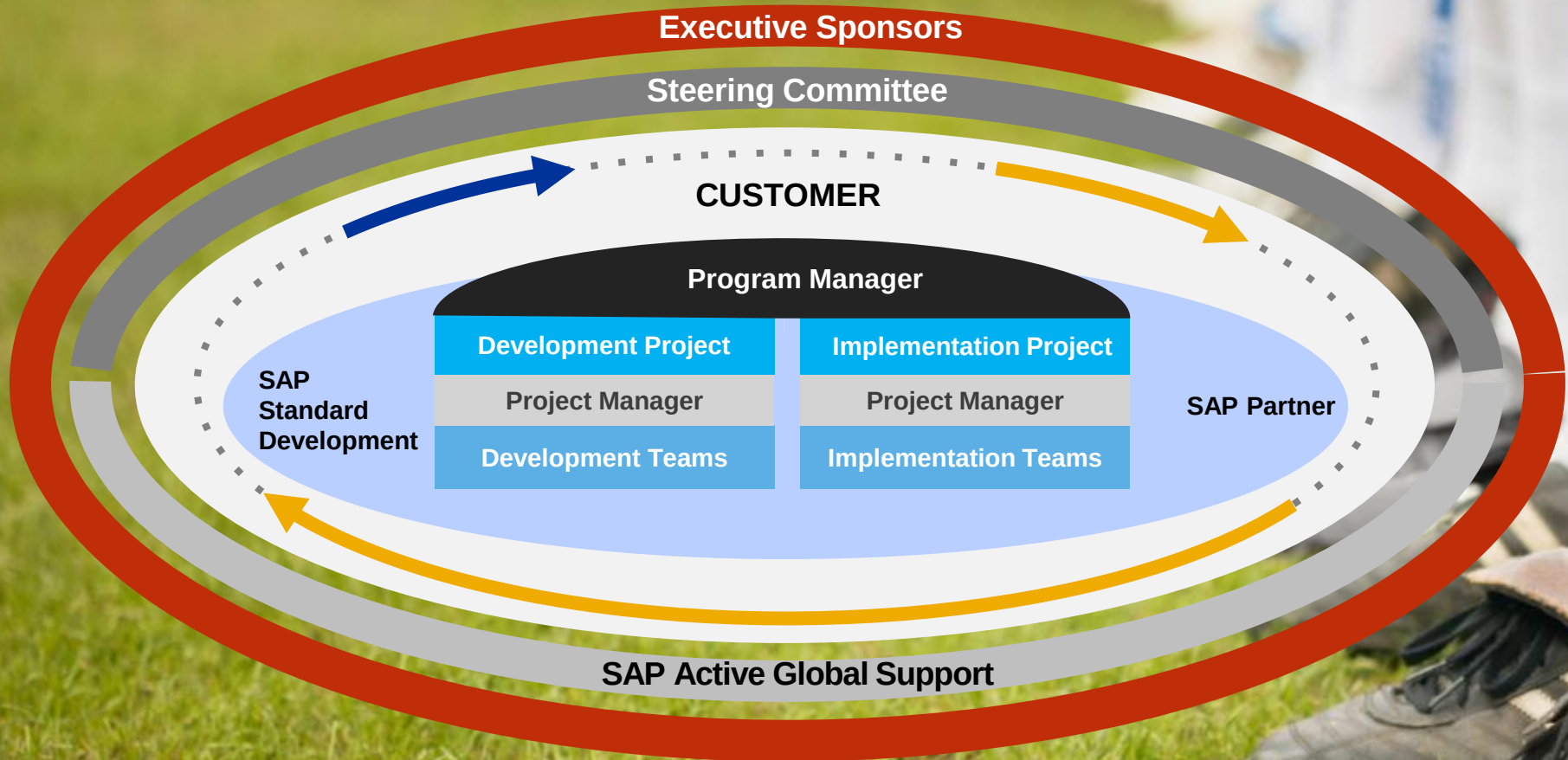
** Every project covers solution definition thru customer acceptance. Additional services available for implementation, knowledge transfer and support.*

Our Commitment to Quality

- **Standardized processes** defined in the SAP Custom Development Methodology
- Part of SAP's **Quality Management System** for Development
- **Regularly certified** for ISO 9001:2008 compliance
- **Tailored** for developing unique, individualized, customer-specific solutions



Fully Integrated Into Your Implementation Strategy



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Notre équipe

SAP



Our Team



No. of employees: 1,500+

No. of projects delivered: 2,000+

No. of development days delivered: > 1.2 million

No. of happy customers: 1,200+

Our team by region:

- Americas 20%
- APJ 46%
- DACH 27%
- EMEA 3%
- LAC 4%

Meet our team of:

- UI Designers
- Architects
- Developers
- Support Specialists

Global Coverage

Serving you from 14 locations around the world

Broad Access

- SAP Business Suite, SAP NetWeaver, technology platform, industries
- Access to subject matter experts in SAP Development, SAP Active Global Support, SAP Consulting and partner community

Focused Expertise

- Industries: Automotive, Banking, Consumer Products, High Tech, Oil and Gas, Public Sector and Utilities
- Technologies: Cloud, HANA, Mobility, UX and many more
- Business Areas: Financials, Resource and Project Management, Customer Relationship Management Supply Chain Management, Transportation Management



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Merci

Pierre Lamarre

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Pierre.lamarre@sap.com



Appendix

Focused Business Solutions Portfolio

Focused Business Solution	Description	Industry	Application Area	Region
SAP Agricultural Contract Management	Provides comprehensive functionalities to manage Agricultural contracts throughout the entire lifecycle of a deal.	Agriculture, Consumer Products	SAP ERP	Global
SAP Application Interface Framework	Framework for development of customer-specific interfaces and related monitoring / error handling for business users.	Cross	SAP NetWeaver / PI	Global
SAP Asset Lifecycle Accounting	Manages specific needs related to fixed asset accounting in asset intensive industries. Automates the processes surrounding capital work orders as they relate to asset accounting and provides greater tracking and reporting of fixed assets through their entire lifecycle.	Utilities, Oil and Gas, Rail, Mining, Telecom	SAP ERP	AME
SAP Asset Retirement Obligation	Manages the financial accounting associated with the retirement of long-lived assets according to the accounting principles defined in FASB/FAS143 and IASB/IAS37 and/or by the German accounting principle HGB.	Utilities, Oil and Gas, Rail, Mining, Telecom	SAP ERP	Global
SAP Business Process Tracking for Utilities	Add-on to SAP NetWeaver that offers business oriented process monitoring in order to increase customers process efficiency and effectiveness.	Utilities	SAP NetWeaver	Germany
SAP Common Area Maintenance Expense Recovery	Positions SAP as a competitive and credible player in the commercial real estate market. Benefits are complete integration to the Flex-real Estate solution.	Real Estate Management	SAP ERP RE-FX	AME
SAP Complex Assembly Manufacturing solution	Manufacturing Execution Systems to support companies that manufacture or maintain highly engineered, complex products in both manufacturing planning and manufacturing execution.	IM&C, Aerospace & Defense	SAP ERP	Global
SAP Connector to eBAgent	PI based solution to integrate Corporate ERP with Japanese Banks via PI-eBAgent-ANSER network for the payment business operations.	Cross	SAP NetWeaver PI	Japan
SAP Cross Channel Order Management	Enables cross channel outbound operations for wholesale customers with an ERP Retail installation.	Consumer Products, Retail	SAP ERP Retail	Global

Focused Business Solutions Portfolio

Focused Business Solution	Description	Industry	Application Area	Region
SAP Dairy Management by msg	Solution for dairy customers with functionality for raw material planning, balancing, simulation, controlling, valuation, and utilization.	Consumer Products	SAP ERP	Global / DACH
SAP Defense MILSTRIP Purchasing	Provides non-US governments with an integrated purchasing solution for accessing the Foreign Military Sales program. This US government program enables governments foreign to the US to purchase defense articles and services from or through the US military.	Defense	SAP ERP	Global
SAP Direct Store Delivery	Mobile application for sales and direct store delivery scenarios in the Consumer Products Industry.	Consumer Products	SAP ERP, SAP CRM, SUP	Global
SAP Extended Warehouse Management for Fashion	Enables SAP Apparel and Footware Solution for CP customers to use SAP Extended Warehouse Management for their warehousing processes.	Consumer Products, Retail	SAP SCM (EWM), SAP ERP	Global
SAP Flexible Solution Billing	Solution that supports flexible invoicing for all different offerings (products, recurring and one-time services, usages, projects).	High Tech, Media, Professional Services, Defense	SAP ERP, SAP CRM	Global
SAP Intercompany Data Exchange for German Metering (IDEXGM)	Manages the intercompany data communication between grid operators and suppliers along with meter operation service and metered data service companies.	Utilities	SAP ERP IS-U	Germany
SAP Intercompany Data Exchange for German Electric Utilities	Enables the customer to execute the market communication in compliance with German legal requirements, reducing process costs and implementation time.	Utilities	SAP ERP IS-U	Germany
SAP Intercompany Data Exchange for German Energy Feed (IDEX GENF)	Covers the legal requirements for change of supply processes for energy feed-in installations in the German energy market.	Utilities	SAP ERP IS-U	Germany

Focused Business Solutions Portfolio

Focused Business Solution	Description	Industry	Application Area	Region
SAP Multiresource Scheduling	Manage staffing requirements with a graphical planning board.	IM&C, Services, Utilities etc.	SAP ERP	Global
SAP Payment Engine	SAP Payment Engine supports the end-to-end process for interbank & customer-to-bank payments.	Banking	SAP NetWeaver	Global
SAP Pricing & Costing for Utilities	Multi division (electricity, gas) solution for calculation of quotation prices during the quotation process in 'SAP for Utilities'.	Utilities	SAP CRM	Global
SAP Public Budget Formulation	Manages the performance-based budgeting process.	Public Sector	SAP NetWeaver	Focus AME
SAP Solution Sales and Billing	Integration of a high-performance rating and charging system (SAP Convergent Charging) with SD / FI-AR for billing, accounting and associated controlling.	High Tech, Media, Professional Services	SAP ERP, SAP CRM	Global
SAP Solution Sales Configuration	Enables SAP CRM and ERP sales processes to fully support the configuration and definition of complex solutions.	High Tech	SAP ERP, SAP CRM	Global
SAP Screen Personas	SAP Screen Personas is a browser based rendering engine that allows customers to streamline classic SAP Dynpro screens to improve user productivity & satisfaction.	Cross	SAP GUI	Global
SAP Tax Classification and Reporting for FATCA	Supports banks in implementing the Foreign Tax Compliance Act (FATCA) regulatory law.	Banking, Insurance	SAP NetWeaver	Global
SAP Trade Promotion Optimization	The solution enables customers to predict and simulate pricing and merchandising decisions to improve promotion outcomes and to maximize trade fund utilization.	Consumer industries	SAP CRM	Global

Repeatable Custom Solutions Portfolio

Repeatable Custom Solution	Description	Industry	Application Area	Region
Asset accounting multi-calendar tool	Global corporations frequently use a shifted fiscal year, for example starting in November, on the group level to account for their assets. At the same time, some local countries that they operate in require reporting on a different fiscal year, such as the calendar year.	Cross	SAP ERP	Global
Asset management for oil & gas	Streamlines and extends SAP capabilities associated with inventory tracking and movement of oilfield equipment between wells and storage yards.	Oil & Gas	SAP ERP	Global
Automated store allocation	Automatically generate allocation tables for distribution centers based on a sophisticated KPI determination and weighting logic for planning and allocation processes	Consumer Products, Retail	SAP ERP, IS Retail	Global
Budget-based benefits selection	Budget-based benefits selection adapts the SAP standard business process for "HCM Flexible Benefits for Netherlands" to the specific needs of certain customers in the Netherlands (NL).	Cross	SAP ERP HR	Netherlands
Convergent invoicing for SAP Transportation Management	Bridges the gap of system communication by collecting billing data from the SAP Transportation Management system and passing it to FI-CA to enable convergent invoicing (method of invoicing where billing data from various sources is aggregated into a single invoice and is processed together).	Logistics, Transportation	SAP ERP SAP Transportation Management	Global
Corporate payment connector for American Express	Enables quick and efficient integration to the Buyer Initiated payment platform at American Express. The solution enables post processing confirmations/rejections and GL postings.(this solution is American Express specific) .	Banking	SAP ERP SAP NetWeaver PI	Global
Corporate payment connector for HSBC	Improves SAP ERP Bank Communication management module to support the payment batching , -approval and -monitoring process. SAP ERP PMW and DMEE for HSBC specific payment formats for local payments, considering HSBC specific data items and utilizing integration of SWIFT Alliance Lite solution architecture.	Banking	SAP ERP	Global
Electronic ledger management for Turkey	The solution provides enhancements to the standard SAP ERP and SAP NetWeaver in order to digitally sign and archive legal books of Turkish companies in electronic environment.	Cross	SAP ERP, SAP NetWeaver	EMEA

Repeatable Custom Solutions Portfolio

Repeatable Custom Solution	Description	Industry	Application Area	Region
Enhanced security issuance management	Offers bank customers a solution for their security management for mortgage lenders. It covers the issuance of own securities as well as the management of foreign securities.	Banking	SAP TRM, SAP ECC	MEE
Fundraising Management	Intuitive, easy-to-use tool for processing and managing fundraising tasks at universities or NGOs.	Public Sector, Educ.	SAP CRM	Global NA focus
Insurance accounting	Centralized accounting infrastructure for the insurance industry supporting accounting-related transactions such as policy premiums and losses, and periodic accounting events such as accruals.	Insurance	SAP ERP, SAP for Financial Services	Global
Intercompany data exchange for German gas utilities	enables the customer to execute the market communication according to German legal requirements for Gas supplying	Utilities	SAP ERP IS-U	Germany
Intercompany data exchange for Swiss electric companies	Solution to support suppliers and distributors in the Swiss market to easily and automatically exchange data when customers move in or out of their homes or places of business or change suppliers.	Utilities	SAP ERP IS-U	Switzerland
Locomotive management	This solution supports customers in the rail industry in managing their locomotive power fleet.	Transportation, Chemical, Oil & Gas	SAP ERP, SAP SCM	Global
Logging of RFC and Web services	The solution provides capabilities to log data which is transmitted through RFC and Web Service interfaces, to improve data protection	Cross		Global
Logging of SAP GUI for Windows	Solution for logging all user interactions via SAP GUI for Windows in order to document when and by whom sensitive information has been accessed.	Cross	SAP NetWeaver	Global
Logging of SAP NetWeaver BW access	Logs each server roundtrip (request/response) separately and ensures logging of user input and output	Cross	SAP NetWeaver	Global
Logging of Web Client UI	Logs all user interactions via SAP CRM UI to document when and by whom sensitive information has been accessed.	Cross	SAP CRM SAP ERP	Global
Logging of Web Dynpro for ABAP	The solution provides capabilities to log data which is transmitted viewed/entered on the Web Dynpro ABAP UI, to improve data protection	Cross	ABAP	Global

Repeatable Custom Solutions Portfolio

Repeatable Custom Solution	Description	Industry	Application Area	Region
Order engineering workbench	Optimize the engineer to order process in discrete manufacturing	IM&C, A&D, High Tech	SAP ERP	Global
Online application submission management	Portal based application to support EU-Services Directive/ European Law	Public Sector	SAP CRM	EMEA
pension return to APG	Solution to collect the personnel master data residing in the customers individual SAP HCM systems and report the entitlement information back to APG in an XML format.	Cross	SAP ERP	Netherlands
Pre-determined pricing engine	A pricing engine, based on SAP ERP sales and distribution, that enables companies with large order volumes and complex pricing schemas to provide quotations, process orders and manage pricing changes in seconds.	Trading, High Tech	SAP ERP SAP NetWeaver	Global
prepayment for utilities	The solution enables consumers to prepay for their energy consumptions and retailers to manage prepay accounts.	Utilities	SAP ERP IS-U	Global
Process and data-exchange framework for utilities	Provides a generic framework supporting the creation or changing of process definitions, formats and deadlines for the data exchange between utility companies. It also provides monitoring for process execution and exception handling capabilities.	Utilities	SAP ERP IS-U	Global
Regulatory reporting for SAP object event repository (SAP OER)	Add-on to SAP OER that enables manufacturers and trading partners of healthcare products to handle the creation, transfer and acknowledgement of notifications on serialization data. Data has to be transmitted to authorities in order to achieve compliance with country-specific legal regulations on serialization, aiming at combatting counterfeiting, reimbursement fraud and illegal trade.	Healthcare, Life Science	SAP OER SAP NetWeaver	Global
Retail account origination	CRM Task based UI and underlying custom components to support advisory and application process for Mortgage, HELOC and related insurance products (Financial Services products).	Banking	SAP CRM	Global

Repeatable Custom Solutions Portfolio

Repeatable Custom Solution	Description	Industry	Application Area	Region
Sales order allocation and rescheduling	HANA-based application that complements SAP AFS. Leveraging the power of in-memory computing, it aims to accelerate and optimize the allocation run (ARun) and order rescheduling processes that are business-critical to our apparel and footwear customers.	Retail, Consumer Products	SAP AFS, SAP HANA	Global
SAP Affinity Insight	SAP Affinity Insight is a highly flexible analytics solution based on SAP HANA that allows computation of various KPIs on market basket level	Retail	SAP HANA, SAP BusinessObjects	Global
SAP Bank Communication Management, option for multisystem payment consolidation	Solution to integrate payment processes from external SAP systems as well as from non-SAP systems into the SAP BCM process chain.	Cross	SAP ERP, SAP BCM	Global
SAP Consolidated Payables Link (for U.S. Bank)	Generates payment instructions on SAP ERP Automated Payment to send payment instructions to U.S. Bank and receives status update response, reconciliation statement files back from U.S. Bank.	Banking	SAP ERP	n/a
SAP Corporate Connectivity for Banking (for Westpac)	Transmits the payment instructions generated on SAP ERP Automated Payment Run to Westpac on a real time basis on a secure HTTP channel.	Banking	SAP ERP	n/a
Service taxation enhancements for Brazil	The solution provides a more efficient, automated way for ensuring proper tax withholding processes, allowing the service usage to calculate PIS/COFINS/CSLL, ISS, INSS and IRRF and support for SIMPLES taxation regime	Insurance		Brazil
stock balancing management	Trigger and monitor stock transfers between store outlets based on actual sales figures to optimize sales	Consumer Products, Retail	SAP ERP, IS Retail	Global, with EMEA focus
User interface field security	Provides selective masking to sensitive fields to help organizations improve protection of sensitive data by maintaining the required fields in customizing. Supports SAP PBO screens in ABAP reports, ALV, as well as system transactions like SE11 and SE12. It logs details of the masked field's access (who, when, by which IP address,...).	Cross	SAP NetWeaver	APJ

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