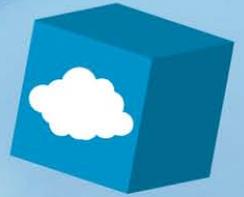


SAP Business Suite Powered by SAP HANA

# SAP® Business Suite Powered by SAP HANA®

Delivering Real-Time Business Value



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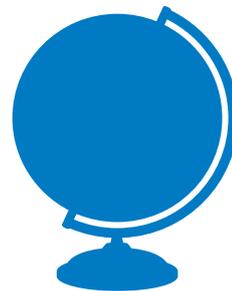
# Reinventing Your Business

SAP® Business Suite applications are now powered by the next-generation platform, the SAP HANA® platform.<sup>1</sup> This software brings together transactions and analytics into a single in-memory platform. You can [drive your entire business in real time](#) to create new business value with smarter business innovations, faster business processes, and simpler business interactions.<sup>2</sup>

## INTRODUCING SAP BUSINESS SUITE

SAP Business Suite software helps businesses quickly optimize, execute, and align their business and IT strategies. The software gives you the unique ability to perform essential end-to-end business processes with modular applications that are designed to work with other SAP and non-SAP business solutions.

In addition to reporting and analytics functions for all your lines of business, you get a robust technology environment for designing, composing, and adapting business processes that meet the specific needs of your industry. Core applications within SAP Business Suite support processes for finance, human resources, manufacturing, procurement, product development, marketing, sales, service, supply chain management, and IT management. Each of these – including the SAP Customer Relationship Management, SAP ERP, SAP Product Lifecycle Management, SAP Supply Chain Management, and SAP Supplier Relationship Management applications – offers functionality to expand, automate, and improve business efficiency.



Globalization has intensified the competition in a [hyperconnected world](#), requiring your business to innovate better and move at breakneck speed, while always making the right business decisions.

## FOOTNOTES

1. As of January 2013, the SAP Supplier Relationship Management application is not available with SAP HANA. Future integration is planned.
2. SAP remains committed to support its customers' choices of database technologies and vendors.



## Business Processes Supported

<b>Finance</b>	<ul style="list-style-type: none"> <li>• Streamline financial operations</li> <li>• Perform efficient and compliant financial accounting and reporting</li> <li>• Manage payables and receivables</li> <li>• Integrate and support functions for treasury and cash management</li> </ul>
<b>Human resources</b>	<ul style="list-style-type: none"> <li>• Manage all aspects of your workforce</li> <li>• Automate processes to free HR professionals for strategic tasks</li> <li>• Manage employees more effectively</li> <li>• Improve employee satisfaction</li> <li>• Control costs</li> <li>• Identify future leaders, manage their development, and prepare them to perform when needed</li> </ul>
<b>IT management</b>	<ul style="list-style-type: none"> <li>• Use IT to innovate and increase enterprise competitiveness</li> <li>• Lower total cost of ownership for IT assets</li> <li>• Increase user satisfaction with installed software</li> <li>• Use IT to adapt to changing business needs</li> </ul>
<b>Manufacturing</b>	<ul style="list-style-type: none"> <li>• Coordinate global manufacturing fulfillment with local planning and execution</li> <li>• Provide the context-sensitive, enterprise-wide visibility required to optimize distributed manufacturing assets, integrate outsourced operations, and drive lean manufacturing</li> </ul>
<b>Marketing</b>	<ul style="list-style-type: none"> <li>• Obtain insight from all customer interactions</li> <li>• Leverage this insight to align marketing and sales activities</li> <li>• Efficiently develop and retain the right customers</li> <li>• Develop long-term, profitable customer relationships</li> </ul>
<b>Procurement</b>	<ul style="list-style-type: none"> <li>• Generate sustainable savings by streamlining and centralizing procure-to-pay processes</li> <li>• Minimize risk by enforcing comprehensive contract compliance</li> <li>• Improve savings through greater visibility into supplier relationships and performance</li> <li>• Increase spend visibility</li> <li>• Achieve faster time to value</li> </ul>
<b>Product development</b>	<ul style="list-style-type: none"> <li>• Deliver innovative products rapidly to meet demand</li> <li>• Foster the development of new products</li> <li>• Collaborate with partners to shorten the time required to realize profits and deliver safe products</li> </ul>
<b>Sales</b>	<ul style="list-style-type: none"> <li>• Implement sales strategies that promote growth and profitability</li> <li>• Focus sales efforts on the most profitable customer opportunities</li> <li>• Increase the efficiency of sales teams</li> <li>• Accelerate sales cycles and grow the bottom line with better pricing and demand planning and more accurate revenue forecasts</li> </ul>
<b>Service</b>	<ul style="list-style-type: none"> <li>• Deliver superior customer service while tightly controlling the cost of service delivery</li> <li>• Resolve customer problems quickly to increase customer satisfaction and loyalty</li> <li>• Optimize the use of resources available for service</li> <li>• Drive service revenue by cross-selling and up-selling to existing customers</li> </ul>
<b>Supply chain management</b>	<ul style="list-style-type: none"> <li>• Respond appropriately to changing supply and demand dynamics in global networks</li> <li>• Synchronize supply and demand</li> <li>• Collaborate with partners in a global manufacturing network</li> <li>• Integrate logistics and fulfillment</li> <li>• Leverage auto-ID technologies and item serialization to protect brands from counterfeits and operate at higher levels of efficiency and automation</li> <li>• Responsively and effectively deal with supply chain events (for example, recalls)</li> </ul>



## EMBRACING BUSINESS RENEWAL

You have to deal with an ever-expanding ocean of data – doubling roughly every year and delivering new business signals that, if well exploited, can lead to new opportunities. Responding to these signals from a dynamic global marketplace is essential to continue innovating in your industry.

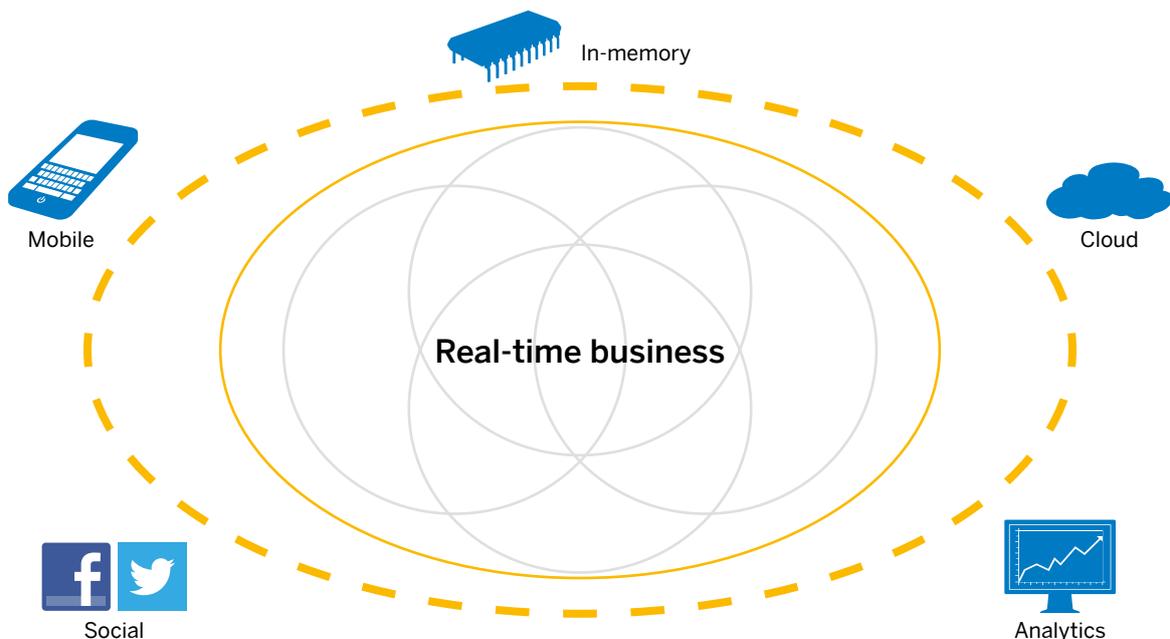
Also, changes happen in real time, so you also need to respond immediately within shorter decision windows for quicker value delivered to customers. To stay competitive, your business has to course-correct in real time. Finally, you need to serve the requirements of the increasingly mobile-enabled populations, which means making all business-relevant information available at people's fingertips.

Status quo is not an option in today's economic environment as emerging technologies provide you with a new window of opportunity to transform your business and get ahead of the game. New technologies such as in-memory and mobile computing,

illustrated in Figure 1, offer you the chance to turn these challenges into opportunities by becoming a real-time business. You can open avenues to new thinking, such as responding to changes in demand for better market responsiveness and delivering personalized offers to provide new customer experiences – all in real time. You can empower employees with real-time business insights to heighten engagement, or your business can even connect to machines and devices in real time to improve customer service. By uncovering the full potential of your data, you can make smarter decisions, react more quickly to changes in the market, and accelerate high-impact processes like planning. You are also free to imagine new possibilities and invent business models not possible before.

Is your business prepared for the road ahead? Simply maintaining a rich portfolio of products and services is not enough. Globalization has intensified the competition in a hyperconnected world, requiring your business to innovate better and move at breakneck speed, while always making the right business decisions.

**Figure 1: The Convergence of New Technologies**



# Becoming a Real-Time Business

## EVOLVING TOWARD A NEW PARADIGM

Becoming a real-time business requires managing daily business transactions of your core business processes in real time, such as finance, sales, and production – and as well, to capture data from new sources like social media, mobile apps, or machine sensors. In addition, you need to analyze all this data in real time and leverage advanced models such as predictive modeling for more relevant business decisions. And ultimately, it requires people to be able to access real-time information on any device for immediate action.

The IT architecture linked to the current disk-based databases reflects the bottlenecks you are facing to becoming a real-time business. Disk-based database limitations have forced a divide in transactional and analytical processing. Data needs to be transferred out of a transactional system into an analytical system and then be prepared for predefined reports. The information you collect in your current transactional systems typically goes through many layers of processing. With your existing disk-based database technology, you consistently need to make trade-offs. As an example, optimizing your enterprise data system for reporting purposes with both breadth and depth on the one hand and speed and simplicity on the other is simply not possible. For a report that provides broad and deep analysis, you must allow time for significant data manipulation and thus can expect runtimes in hours or days. For a report that is simple and fast, you must settle for less information across fewer dimensions. In neither case can you build in real-time updates; in a typical IT environment, those must wait for overnight batch jobs. This can lead to a complex IT landscape, slower processes, or even business-user restrictions to accessing the right information at the right time.

Drawing on long-term business experience and visionary research, SAP has created a new paradigm for a technology portfolio that takes advantage of the advancements of in-memory computing. The SAP HANA platform realizes that paradigm.



SAP has always responded to each new technology wave. [We convert ideas into business-relevant innovations](#) that help you run your business more effectively and efficiently.



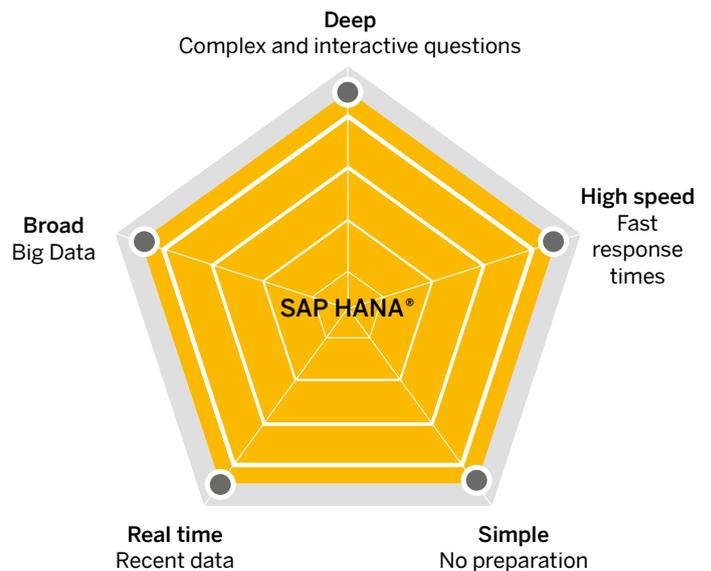
## DRIVING YOUR BUSINESS IN REAL TIME

SAP HANA is a modern platform leveraging the power of an in-memory database. Because SAP HANA lets you analyze massive quantities of data in local memory, the results of complex inquiries and transactions are available at your fingertips.

You can immediately update plans, run simulations, and execute business decisions based on real-time data. You no longer have to choose between speed and granularity and can overcome the traditional constraints of separate systems for transactions and analysis. You have almost no data preparation and staging costs, and can deliver actionable information at high speeds to support broad and deep analysis.

Because SAP HANA brings together online transactional processing and online analytical processing into a single in-memory platform, it delivers across all five dimensions without the need for trade-offs, as represented in Figure 2. See the table below for details.

Figure 2: The Five Dimensions of the SAP HANA Platform



Dimension	Benefit to You	What You Can Do
Real time	Know when events happen	Analyze massive amounts of data thousands of times faster
Depth	Ask any question on any data	Answer any question, regardless of complexity, reliably and quickly
Breadth	Base answers on as much data as you like	Answer based on unrestricted amounts of data unconstrained by data type
Speed	Get your answers right away	Access and deliver information many thousands of times faster
Simplicity	Eliminate preliminary query steps	Do away with extra data preparation steps

# Combining SAP Business Suite and SAP HANA

## STANDING ON OUR PROMISE

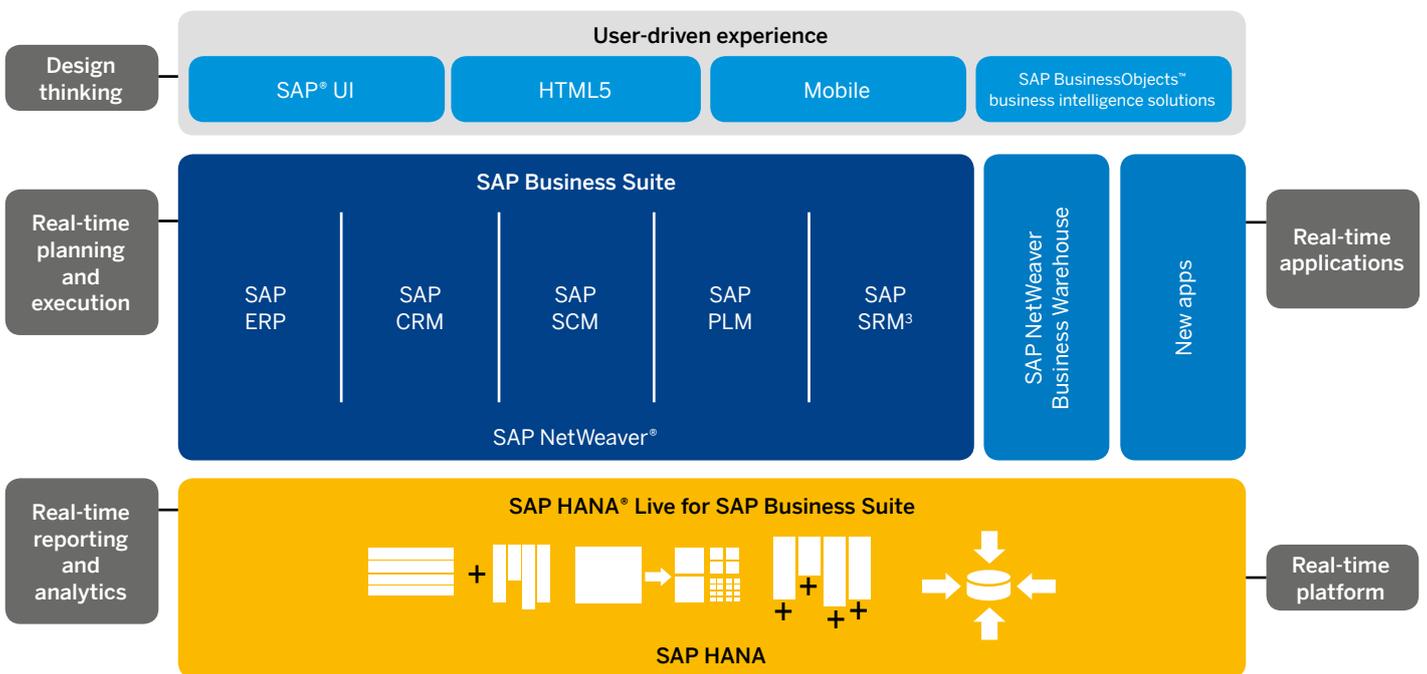
SAP Business Suite is a comprehensive family of applications designed to work together to help you run your business efficiently and effectively. It provides fully integrated business software to support your core business operations with market-leading applications, processes, and technology.

SAP has always delivered on the promise to continue to add value to SAP Business Suite software. This is why SAP Business Suite is now powered by SAP HANA, the next-generation platform. The result? You can leverage the software to rethink your business processes as needed, embed intelligence into your

transactions, or simply invent business models not possible before. The software can also allow real-time planning, execution, reporting, and analysis across your end-to-end business processes. And business users can get unified 360-degree views of real-time information – at your fingertips and on many devices – across all your SAP Business Suite applications and even beyond. View information from sources such as machine sensors and social media.

The SAP HANA platform provides the basis for you to dramatically increase the performance of your SAP Business Suite applications now and to continue to innovate without disruption on an open platform, as illustrated in Figure 3.

Figure 3: Open Platform for Innovating Without Disruption



## FOOTNOTE

3. As of January 2013, the SAP Supplier Relationship Management application is not available with SAP HANA. Future integration is planned.



## **RUNNING THE ENTIRE BUSINESS ON A SINGLE SOURCE OF TRUTH**

With SAP Business Suite powered by SAP HANA, SAP combines a proven suite of applications with the next-generation platform to drive your entire business in real time. Your core applications such as enterprise resource planning (ERP), customer relationship management (CRM), and supply chain management (SCM) from SAP can now use SAP HANA as their primary database. This enables native processing of enormous volumes of information in real time, whether generated by internal applications or imported from other sources like social media, allowing you to innovate your business like never before. You can also leverage advanced analysis – such as for predictive analytics – atop your live transactional data for better decisions based on facts.

For the first time, you can run all your transactions and analytics in real time on a single source of truth for smarter business innovations, faster business processes, and simpler business interactions.

## **GAINING NEW BUSINESS INSIGHTS**

SAP HANA Live for SAP Business Suite enables real-time operational analytics and reporting on live data. Based on analytical views in a virtual data model, business users gain new ways to analyze operational data to build their own reports and documents.

This foundation also serves as the basis for a new class of offerings, such as SAP Working Capital Analytics, DSO scope; SAP Invoice and Goods Receipt Reconciliation; SAP Supply Chain Info Center; and SAP Access Control Role Analytics analytic applications. SAP HANA Live is a separate package for SAP Business Suite.

## **PROVIDING NEW USER EXPERIENCES**

Business users can now work with a unified view of real-time information within context. People-centric interfaces based on the latest design thinking deliver simplified, user-friendly experiences that speed user adoption. Executives and employees alike can interact in real time and access all data, of all types, on any device they choose.

## **SIMPLIFYING IT WITH AN OPEN PLATFORM**

SAP Business Suite powered by SAP HANA can help streamline IT by bringing together analytics and transactions for reduced total cost of ownership. Since SAP HANA provides a unique ability to deal effectively with both transactional and analytical workloads, the software can help you achieve dramatic simplification of your IT landscape. In this integrated scenario, one SAP HANA platform instance is used as a primary database for SAP Business Suite applications. Since the same database schema is used for both, there is no need for any replication of data.

Because SAP Business Suite is powered by SAP HANA, you can access all data at any level of granularity. At the same time, you can perform predictive analysis, handle structured and unstructured data, and manage a variety of resource-intensive operations in true real time. As you evolve business models, you can also push down heavy logical operations into the database layer.

The SAP HANA platform provides you with the openness required to innovate without disruption and leverage a new generation of real-time solutions natively built on the platform. It is the perfect starting point to take advantage of a true real-time data platform.

## **EXPANDING YOUR SAP BUSINESS SUITE**

SAP and partners are delivering a new class of solutions on top of the SAP HANA platform that provide real-time insights on Big Data and state-of-the-art analysis such as machine learning, pattern recognition, and predictive functionalities. These solutions can help transform the way you run your business, from enabling rapid, sense-and-respond processes and targeted actions, to even rethinking business models in your industry.

Furthermore, you can continue to take advantage of the SAP NetWeaver® Business Warehouse application – also powered by SAP HANA – as your enterprise data warehouse.

# Deriving New Business Value

## SMARTER BUSINESS INNOVATIONS

Agile businesses appeal to customers by leveraging smarter business models and processes. SAP Business Suite powered by SAP HANA can help your business become innovation driven by allowing you to rethink business processes and invent business models in a smarter way than ever before. For example, you can gain insights into more granular customer segments and new formats of data such as machine sensors and social data. In letting you do so, the software enables your business to perform predictive analytics that help shift monetization models from purely product-driven to service-driven models based on unique customer preferences.

With SAP Business Suite powered by SAP HANA you can:

- Enable true market differentiation by inventing new data-driven business models for increased market share
- Make smarter decisions by enabling predictive analysis and simulation on Big Data to minimize risks
- Transform business processes as needed with embedded intelligence into transactions to amplify top-line growth

## FASTER BUSINESS PROCESSES

Powered by SAP HANA, SAP Business Suite can help your business become data driven by allowing you to collect, consolidate, and consume real-time data faster. Long-running transactions and overnight batch processing are things of the past. By unifying transactional and analytical processing on a single real-time platform, you keep your system lean and nimble. You can dramatically accelerate core business processes and evolve toward supporting real-time scenarios. For example, you can provide superior customer service levels by planning alternative production or fulfillment scenarios as and when needed, since you are no longer limited by the volume of data and speed to analyze it.

With SAP Business Suite powered by SAP HANA, you can:

- Reduce operational costs by dramatically speeding your core business processes with the best-performing software
- Open new revenue streams by discovering new opportunities with powerful insight gleaned from all data
- Improve customer service by reacting more quickly and precisely to changes with "real" real-time information for superior customer service

## SIMPLER BUSINESS INTERACTIONS

SAP Business Suite powered by SAP HANA can help your business become people-centric by providing you with real-time business insights to help you decide and act in a simpler way. People can engage anywhere and anytime with contextual insights from SAP Business Suite software data and sources such as social media, mobile apps, and machine sensors. The user experience is people-centric, allowing users to interrogate real-time information and follow their train of thought to find new insights.

The software also simplifies IT by eliminating the divide between transactional and analytical databases into one responsive platform.

With SAP Business Suite powered by SAP HANA, you can:

- Simplify business processes with immediate insight to action to improve effectiveness
- Interact in real time through user-driven experiences to increase user adoption
- Streamline IT by bringing together analytics and transactions to reduce total cost of ownership

## OPTIMIZED PROCESSES IN YOUR INDUSTRY

Because SAP Business Suite is powered by SAP HANA, the software helps you optimize a wealth of key business processes for deriving new business value across your lines of business and industries.

### Fast Financial Close

A financial close defines the financial results of a group as required for presentation to external and internal stakeholders by valuating business activities from an accounting perspective. It closes the books for all individual companies. A corporate close for the group and subgroups and financial disclosures combine quantitative data with comprehensive qualitative information. A fast financial close is a core element of financial excellence.



Support for real-time, fast financial close offers a single multi-dimensional database and shared functionality for accounting and consolidation, providing governance, compliance, and transparency throughout financial close management. With deeper and faster insight down to the lowest level of detail, it delivers quality at the source, process efficiencies, a common view across financials (invoices) and logistics (goods receipts), and faster reconciliation. Drill-through for simulation of organizational changes is available.

### **Real-Time Financial Performance**

Managing performance from a financial perspective is becoming more crucial every day. On-time results for all audit- and analysis-related inquiries and an ability to react to risks and opportunities exemplify the need for a transparent and efficient process to deliver financial information on time and accurately. You need to manage operations and related performance successfully in today's volatile business conditions:

- Integrated planning uses a case-driven environment that allows new planning scenarios and user-interaction scenarios.
- Real-time close helps ensure accelerated closing activities through faster processes, reporting without data latency, and heterogeneous consolidation landscapes.
- Product costing enables the modeling and simulation of design-to-cost product cost in real time, management of the impact of product and production cost across an organization for volatile resource and commodity prices, and comprehensive product-cost management analytics.

### **Efficient Receivables Management**

Receivables management is a core finance function to manage the payment of customer invoices. By reducing the number of days sales outstanding (DSO) and bad-debt write-offs and by managing billing disputes and collections activities, you can constantly monitor the credit risk of your customer base. The goal of receivables management is to optimize the working capital to enable investment and growth.

Support for increased effectiveness of receivables management offers algorithms to match incoming payments and invoices, freeing headcount to focus on value-added activities and processes such as collections, dispute, and credit management. All information is in real time, not batch, to increase the transparency of the working capital provided in the payment and working capital dashboard. Exceptions in the process can be pushed to a mobile device to offer immediate action from everywhere.

### **Efficient Payables Management**

Payables management focuses on evaluating, validating, posting, and managing payments, and archiving of an invoice. Key elements of the accounts payable process include integration, automation, standardization, and workflows. Close collaboration with the treasury team optimizes DSO. In addition, e-invoicing becomes more prominent, but paper-based invoices remain.

Support for this business scenario combines reports in payables and cash position to help payables clerks make the right financial decisions. Real-time and accurate insight into vendor-opened receipts leads to better scheduling of payment runs and provides flexible and automated payments in real time through parallelization of different payment runs.

### **Central Treasury Exposure Management**

Treasury and financial risk management involves a variety of processes, from cash and liquidity management to the management of financial transactions like money market, foreign exchange, derivatives, debt instruments, securities, and commodity paper deals. You need a holistic view of these processes to be able to respond to changes in a quick, efficient, and compliant manner, taking into account data from past, present, and future planning.



The treasury exposure hub powered by SAP HANA is part of support for the comprehensive process of treasury and financial risk management. It enables global financial risk management on the ERP software system at headquarters as the central integration platform. The platform offers a lower total cost of ownership, central monitoring, data consistency, and traceability of business events for financial and external auditing. The treasury exposure hub is the starting point for analytical applications that provide key performance indicators.

#### **Access Control Role Analytics**

As a result of the Sarbanes-Oxley Act in the United States and similar legislation in other countries, nearly all publicly listed companies now have a dedicated compliance function. Elimination of segregation of duties was initially a main reason to implement a solution to identify access risks. But companies are now striving to evolve many risk and compliance tools, from bottom-line savings and risk avoidance to top-line strategic advantage.

Using SAP HANA, role administrators can perform real-time analysis on the roles, their usage, similarity with other roles, and options for reuse to advise business owners about the most efficient usage to avoid creating new roles. Business executives can analyze roles to uncover hidden downsides and reduce the uncertainty of many financial and operational planning decisions, such as reorganization.

#### **Automated Cross-System Process Control**

You need process control to perform automated testing (focused on compliance) and continuous control monitoring (focused on compliance and on process efficiency and effectiveness). Because of increasing regulations and policies, you must deliver traceable monitoring and remedial activities to demonstrate compliance. Using queries, reports, events, and analytics, you keep business processes and systems under control.

Using SAP HANA, you can centralize all data from multiple systems into a single repository with excellent performance and gain the ability to use complex business rules for detailed analysis. SAP HANA increases the usability and power of automated testing and monitoring.

#### **Optimized Quote Management**

Informed customers expect a superior sales experience, and internal stakeholders want to use the almost unlimited amount of Big Data on sales. It is essential to embrace these trends early in the order-to-cash business. Quote management thus gains importance as a step in this business process. A huge amount of customer data from diverse categories must be captured in one quote.

SAP HANA enables smart and context-based recommendations based on historical customer and sales information. Individually tailored offers can be made to fulfill customer needs in a fast and user-friendly way. The recommendations also embrace predictive information, such as the conversion rate and time from quote to order and the likelihood of paying on time based on sales volume. Recommendations can also take into consideration orders and materials for sales representatives to offer the best quote in real time to customers when serving them.

#### **Real-Time Inventory Management**

Inventory management handles the recording and tracking of stocks of materials on a quantity and value basis. It covers the planning, entry, and documentation of stock movements like goods receipts and issues, internal physical stock transfers, and transfer postings. These movements lead to a large volume of business documents. Inventory management is also responsible for the performance of physical inventory control.

Real-time inventory management provides stock insight and monitoring with high performance to support demand-driven procurement. It increases process efficiency in adjacent procurement processes such as purchase order or invoice processing. An analytical monitor for inventory management, including various dashboards and performance improvements, is available to enhance the user experience and improve the efficiency of the process.

#### **Efficient Procurement**

Because of intense competitive pressure, you often absorb increased costs for commodities, goods, or services to avoid passing them on to your customers. You aim to boost productivity and drive innovation to lower additional costs. To drive cost-effective, competitive global supply chains, you leverage procurement software to relieve slow and costly paper-based processes, disproportionately high transaction costs, frequent errors, and maverick spending.



Because SAP HANA lets you **analyze massive quantities of data in local memory**, the results of complex inquiries and transactions are available at your fingertips. You can update plans, run simulations, and execute decisions based on real-time data.

Accelerate lengthy processing of purchasing documents that arises from a multitude of line items and a long purchase order history. Provide top business intelligence reports in procurement side by side to help ensure that you get real-time data with high performance and a modern user interface. Support fast business decisions and user adoption with flexible configuration options for procurement analysis, and provide complete visibility into end-to-end procurement activities.

### **Strategic Purchase Optimization**

Pressured to reduce supply costs while maintaining high-quality output, you seek greater efficiencies and savings from your procurement operations. You know that high-performance organizations employ spend-analysis tools, sourcing and process automation, and standardized procurement operations. A centralized model facilitates negotiations and better supplier relationships.

Provide the purchaser with a comprehensive, complete, and real-time working environment and view of business transactions and business data related to the strategic suppliers. Offer company-wide search for purchasing business documents to influence actual payment conditions and rebates. Influence contract negotiations proactively by getting insight into sales planning and sales orders.

### **Maximized Asset Utilization and Uptime**

In asset-intensive industries, you need to handle multiple maintenance plans that must be scheduled frequently. SAP software streamlines planning such activities with maintenance work orders. In traditional systems, this transaction is triggered at regular intervals using a batch program. To remain competitive, you look for new ways to get the most out of your assets by ensuring that they stay up and running.

With scheduling transaction IP30H, based on SAP HANA, you can schedule all existing maintenance plans within a specific time frame. The software now uses the power of SAP HANA to automatically preselect maintenance plans that are due. The feature avoids the need for any parameter restrictions. This approach helps ensure that the software processes only maintenance plans that are due and that no call objects are missed. It delivers the results much faster and in a user-friendly transaction.

### **Accelerated Organizational Changes Publishing**

The performance of HR applications and related reporting, analytics, and planning depend to a large extent on how quickly the software can work through hierarchies in any given context. More important, the resulting wait times have a direct bearing on the overall user experience and satisfaction.

Push HR structural evaluations and authorizations to SAP HANA to accelerate the definition of structural authorizations (who gets access to what), organization and cost center hierarchy, and reporting hierarchy. Determine which manager is responsible for the organization hierarchy and define logical views in the learning catalog to provide reporting and analysis without degrading performance.

### **Insight-Driven Workforce Cost Management**

Time and payroll processes create immense amounts of valuable operational data that can bring positive and negative trends to light. The data can provide insight into the fully loaded cost of employees and real-time costs associated with operations, projects, campaigns, and so on. An inability to tap this information source quickly and easily counteracts your efforts to drive HR efficiencies and introduce agile business processes.

Effective and efficient payroll exception handling is based on real-time data through provision of rapid insight into payroll-related workforce costs and trends in core HR functions. The functions include drill-down to employee and earning details for the fully loaded cost of employees, remuneration and overtime based on master data, and time management data stored in payroll results. Hierarchical structures are based on organizational management or cost center in reporting and analysis.

### **Real-Time Material Planning**

Material requirements planning (MRP) determines material shortages by comparing sales orders, forecast demand, and stock-transfer demand with inventory and expected material receipts. It creates planned orders or purchase requisitions for the missing material. MRP is typically performed in time-consuming batch mode, so that decisions can be based only on the data derived from periodic runs; production and sales suffer as a result.



Faster replanning allows more frequent MRP runs in shorter cycles by providing global, cross-plant planning where demand information is propagated faster through the supply chain. Faster reactions to demand changes reduce the risk of stock-outs and allow reduced safety stocks. This lets users run what-if scenarios in real time to make decisions faster regarding reallocation and outsourcing. This functionality instantly updates supply network collaboration with the latest demand information to help suppliers react much faster.

#### **Instant Material Flow Control**

The results of MRP are stored in MRP lists. Material receipts and requirements for selected materials can be checked in the stock and requirement list. Production planners can select MRP lists with problems and stock and requirement lists with a short range of coverage (when critical to performance). Production planning and purchasing departments often make decisions based on outdated information from batch runs.

Early identification of critical materials (such as range of coverage below threshold, unconsumed forecast, overconsumed forecast, inventory without demand, and so on) and a feasibility check of production orders can be done on the fly. This functionality enables better production-order sequences to help determine the fraction of demand needed for sales orders, leading to lower work in progress, shorter lead times, and better due-date performance when only the required quantity is produced.

#### **Comprehensive Engineer-to-Order Project Management**

Project-driven procurement and progress monitoring are vital to executing complex projects successfully. The huge volume of real-time data and time-consuming transactions for maintaining or analyzing project data constrain project and program engineers in making decisions when needed. Waiting for the relevant data to be provided slows engineers down significantly.

Support for this business scenario combines the speed and acceleration of SAP HANA and the integrated processes in the SAP ERP application for complex projects. Real-time progress monitoring along the project lifecycle, including version comparison and combined analysis of financials and logistics data, enables faster decision making so you can act and react to real project execution work. New project line-item reporting with acceleration and improved user experience is available to support in-depth analysis of complex projects.

#### **Maximized Productivity and Profitability of Complex Projects**

Monitoring of progress is a key to successful execution of complex projects. The main challenge is the volume of data. Project analysis and progress monitoring are time-consuming due to high volumes of data for complex, lengthy projects. Project or program engineers cannot provide the information needed to decide on natural deviations (time, quality, and costs) in project execution. Cross-project or program monitoring is even more challenging.

Support for monitoring and analysis of large projects and programs in real time lets you decide faster, mitigate risks, and deliver the best resource productivity and project profitability. Progress monitoring along the project lifecycle can include version comparison, and a combined analysis of financials and logistics data enables decisions to be made for acting and reacting within a window of opportunity. Indirect improvements through SAP HANA arise in production planning, materials management, controlling, and financials because of tight integration.

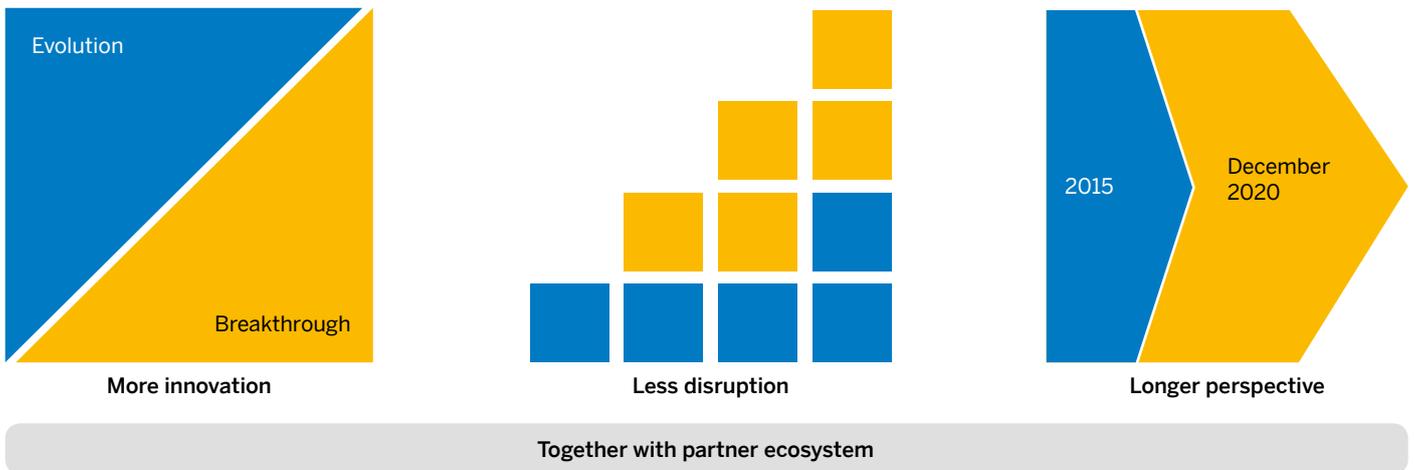
# Protecting and Enhancing Your Investments

## EXPANDING AND TRANSFORMING WITH CONFIDENCE

You have strategically invested in SAP Business Suite software and expect SAP to protect and add value to this investment. Our innovation strategy has a single imperative: focusing on the value delivery along a clear, well-paced road map, with minimum disruption to your business (see Figure 4). With this strategy, you can accelerate nondisruptive growth and achieve both evolutionary and revolutionary innovation on a continuous, rational schedule. As we enter the age of in-memory computing and enterprise mobility, the principles that guide SAP software strategy remain intact:

- Evolutionary innovation, encompassing everything from functional enhancements to reduced total cost of ownership and attractive user experience
- Breakthrough innovation, supporting the adoption of new business practices and processes as quickly and smoothly as possible
- Delivery without disruption, through the application of best practices in avoiding cost, time, and skill hurdles to adoption
- Long-term predictability, for maximizing your existing investments and helping you maintain a clear view forward

Figure 4: SAP® Business Suite Innovation Road Map





## GIVING OPEN CHOICES TO CUSTOMERS

SAP remains committed to support its customers' choices of database technologies and vendors. SAP Business Suite will continue to be offered on all currently certified databases. SAP will work with its database partners to support continuous innovation to provide real and effective choice for mutual customer benefit. If customers choose to migrate to SAP HANA, SAP and its partners provide services to allow complete or partial migration and implementation of SAP HANA. The cornerstones of SAP's nondisruptive strategy are:

- Semantic stability of the data model
- Full integration with current architecture to avoid complex upgrades later
- Limited requirements for end-user training
- Consumability by existing applications

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**Figure 5: SAP Supports Customer Choice**

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# Getting Full Support from SAP and Partners

## TAKING ADVANTAGE OF SAP SERVICES FOR SAP HANA

The SAP Services organization brings together thought leaders, senior consultants, and technology experts from across the globe. It provides comprehensive support to help you plan, deploy, and optimize your investment in SAP Business Suite powered by SAP HANA.

Certified consultants and developers with SAP Services can help you with technical and business transformation and with planning, building, and using SAP Business Suite. They help you assess your current situation, determine the first-use case for in-memory technology, and create a comprehensive, multiyear road map to execute a long-term implementation strategy.

The portfolio of services includes steps to:

- Design and plan
- Implement, upgrade, and migrate
- Optimize, innovate, and develop
- Support and educate

Service offerings for projects involving SAP HANA include standard offerings with regional flexibility, along with services for packaged rapid-deployment solutions that help jump-start your delivery effort. SAP Services can also help you address your most complex business problems by extending existing applications or creating custom solutions.

## QUICK TIME TO VALUE WITH RAPID-DEPLOYMENT SOLUTIONS

Several SAP Business Suite applications are offered with SAP HANA as rapid-deployment solutions, which speed implementation and lower risk. You can realize value quickly at a predictable low total cost of deployment. Rapid-deployment solutions include services to help you:

- Evaluate and prioritize functionality and analyze costs through offerings for planning and assessment
- Migrate functionality through activities such as Unicode conversion and upgrading to SAP NetWeaver Business Warehouse
- Innovate to develop functionality unique to your business – for example, to write a predictive algorithm for behavior of a specific market segment
- Support and educate all users through a wide array of certification and technical training packages

## LEVERAGING THE STRENGTH OF A LARGE ECOSYSTEM OF PARTNERS

SAP partners are ready to help advise and lead you on your innovation journey from day one with products, solutions, and support. Working with SAP, partners have gained valuable expertise to enable a smooth implementation of your project. Apply their industry-specific expertise as you transform your business with SAP Business Suite powered by SAP HANA.



## WHAT YOU STAND TO GAIN

New technologies like in-memory and mobile computing are opening new avenues to completely reshaping your industry by driving your entire business in real time. With SAP Business Suite powered by SAP HANA, SAP unifies analytics and transactions into a single in-memory platform. And take advantage of a new class of solutions delivered by SAP and partners on top of SAP HANA to meet new requirements as your business expands.

Staying true to the principles of “innovation without disruption and open choices to customers,” SAP enables you to benefit from comprehensive services from a large ecosystem of partners – and transform with confidence.

Unlock the potential of your business as you could not imagine before SAP HANA, whatever your industry and your challenges. SAP HANA ultimately transforms the way you uncover new opportunities, operate your business, and interact with data to make decisions and execute.

You know that success is based on staying ahead of the game. With SAP Business Suite powered by SAP HANA, you can rely on a next-generation platform that gives you a clear competitive edge with:

- Smarter business innovations: uncover and seize new growth opportunities to stay ahead of the competition
- Faster business processes: dramatically accelerate your core business processes to run at market speed
- Simpler business interactions: empower your people with real-time business insights to decide and act in the moment
- Innovation without disruption: expand and transform with confidence on an open platform

## LEARN MORE

For more information on how SAP HANA can take your SAP Business Suite software to the next level, contact your SAP representative or visit us at [www.sap.com/suiteonhana](http://www.sap.com/suiteonhana).



[www.sap.com/contactsap](http://www.sap.com/contactsap)



The Best-Run Businesses Run SAP™

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