Agenda

SAP Business ByDesign Proposal
• SAP Cloud proposal
• SAP Business ByDesign – Complete Business Solution
• SAP Business ByDesign - Supported Mobile Processes
• SAP Business ByDesign – Adaptability

SAP Business ByDesign for LE Subsidiaries
SAP Business ByDesign – AGENTIL’s proposal
SAP Cloud Proposal

SAP Business ByDesign
SAP Portfolio of cloud applications

“Loosely Coupled” Line-of-Business Cloud Solutions

SuccessFactors BizX
- Employee Central – global core HR
- Global cloud payroll
- End-to-end talent management

SAP Customer OnDemand solution
- Sales
- Service
- Marketing
- Social customer engagement

SAP Financials OnDemand solution
- Core financials
- Sales and purchase order processing
- Project management

SAP Travel OnDemand solution

Ariba
- Strategic sourcing
- Contract lifecycle management
- Supplier management

SAP Business ByDesign
- Cloud ERP for upper-midsized and subsidiaries – 50 to 1,000 employees

SAP Business One cloud
- Small business essentials – 10 to 100 employees

Cross-solution: Social (SAP Jam) / Analytics / Mobility / Business networks

SAP HANA

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SAP Cloud Security & Data Centers

- World-class tier three and four data centers
- Highest compliance standards
  - BS25999 CERTIFIED
  - ISO 27001 CERTIFIED
- Customer data kept within the same jurisdiction (live and backup)
- Main hubs run by SAP – external data centers selected according to SAP standards
- Certified energy efficient
Innovations to help your company realize its potential
Integrated, easier to use, and offering a rapid time to value

Comprehensive on-demand business suite
User-friendly, adaptable, and available anywhere
Simpler implementation and quick time to value
Complete business solution
Integrated and consistent business best practices

- Supplier management
- Project management
- Human resources
- Accounting and finance

- Manufacturing and distribution
- Sales and marketing
- Service and support
- Extension

SAP Business ByDesign
Cloud Platform for integration and extensibility

Sell  Ship  Invoice  Service
Enhanced usability
User-friendly operation and adaptability

- Easier to use and learn
- Configurable to a user’s preferences
- Flexibility
- Rich and user-friendly UI
- Easier integration of Web content
- Mobile access anytime and anywhere
Integrated analytics
Real-time and adaptable reporting

Make informed decisions
• Insightful and actionable
• Real-time information
• Available where and when you need it
• User-friendly interface and integration with Microsoft Excel

In-memory analytics

Microsoft Excel
Reports
Dashboards
Forms

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Maximum flexibility
SAP Business ByDesign – adaptable to your changing needs

Configure your business operations
Quick setup and implementation

Implement changing requirements quickly
Flexible processes

Clear segregation of duties thanks to an adaptable organization model

Easier growth of your company with flexibility to adapt and add business processes as required
Supported devices mobile-accessible functions

- Sales
- Managing
- Analytics and reporting
- Warehousing
- Employee services
## Supported mobile scenarios (1/2)

<table>
<thead>
<tr>
<th>Category</th>
<th>Feature</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts</td>
<td>My/all accounts and related information</td>
<td>• A 360-degree view of customer data for the field force</td>
</tr>
<tr>
<td>Contacts</td>
<td>My/all contacts and related information</td>
<td>• Fast access to address and communication data</td>
</tr>
<tr>
<td>Activities</td>
<td>My/all activities</td>
<td>• Full overview of all customer-related interactions</td>
</tr>
<tr>
<td>My appointments</td>
<td>My today’s appointments</td>
<td>• Quick view of upcoming customer meetings</td>
</tr>
<tr>
<td>Sales orders</td>
<td>My sales orders</td>
<td>• Ability to create or modify sales orders, including available to promise</td>
</tr>
<tr>
<td>Approvals</td>
<td>My approvals</td>
<td>• Ability of managers to approve tasks on the go</td>
</tr>
<tr>
<td>Opportunities</td>
<td>My leads My opportunities</td>
<td>• Enablement of sales to capture leads and opportunities on the fly</td>
</tr>
<tr>
<td>Reports</td>
<td>Selected lean analytics reports</td>
<td>• Access to personalized report views and variants</td>
</tr>
</tbody>
</table>
## Supported mobile scenarios (2/2)

<table>
<thead>
<tr>
<th>Category</th>
<th>Scenario</th>
<th>Features</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inspections</td>
<td>My/all inspections</td>
<td>• Display of inspections, creation of defects, and ability to take pictures</td>
</tr>
<tr>
<td>Expense reports</td>
<td>Open/completed expense reports</td>
<td>• Ability to create or review expense reports</td>
</tr>
<tr>
<td>Collections</td>
<td>Collections management</td>
<td>• Display of top 5 or top 10 customers with overdue invoice items</td>
</tr>
<tr>
<td>My KPIs</td>
<td>Critical/all KPIs from managing my area</td>
<td>• Access to KPIs from managing my area</td>
</tr>
<tr>
<td>Corporate perf. Leads</td>
<td>Critical/all KPIs from corporate performance</td>
<td>• Access to KPIs from corporate performance</td>
</tr>
<tr>
<td>Time recording</td>
<td>Time recording</td>
<td>• Full overview of project time</td>
</tr>
</tbody>
</table>
SAP SMB Offer – Mobility solutions

SAP Timesheet by SAP

Cut the time spent recording work hours. This mobile timesheet app allows employees to create, review, submit, and manage time entries from a mobile device.

Afaria by SAP

SAP BusinessObjects Experience by SAP

SAP Test Data Migration Server by SAP

SAP Employee Lookup by SAP

SAP Travel Receipt Capture by SAP

Connect Pro/E®ByDesign

**Provided by ILC GmbH**

Connect Pro/E®ByDesign synchronizes material part and structure data between PTC Pro/Engineer Wildfire and SAP Business ByDesign.

Connect EPLAN®ByDesign

**Provided by ILC GmbH**

Connect EPLAN®ByDesign synchronizes material part and structure data between EPLAN electric P8 and SAP Business ByDesign.
Adaptable
Providing the ability to extend SAP Business ByDesign

Extension of SAP Business ByDesign:

- Fully integrated software development kit based on widely used tools of Microsoft Visual Studio (SAP Solutions OnDemand Studio)
- Adaptation of business processes, functional extensions, and UI changes
- Ability to build cloud-based, industry-specific applications or create niche applications
- Functions for collaboration, workflow, and the integration of mobile devices
Adaptable
SAP Business ByDesign Partner Vertical Solutions

Multi-Project-Cockpit
Monitor critical resources and get an overview of workload by tasks and the assessment of milestones.

SIGGA SM@Mobile EAM
Designed to support enterprise companies to improve their asset and resource availability, while reducing costs.

Google Web Search

SAP CRM Sales
Sales reps can collaborate and execute lead-to-quote-to-order processes on their mobile devices anytime, anywhere.
Safe and Secure
Providing peace of mind and compliance

Managed by SAP in state-of-the-art data centers:

- Ability to focus on your business, not on IT
- Extensive security and maximum availability
- Certified to international standards for security and compliance
- Complete 24x7 support from SAP
- Compliance with national regulations

Experienced SAP professionals manage, monitor, and maintain the solution, enabling you to focus on your business – not on your IT
SAP Business ByDesign

Subsidiaries of Large Enterprises
A two-tier ERP Strategy

Corporate tier one

Established

Subsidiaries - tier two

Acquisitions

Emerging businesses

Ecosystem

Complex

Less complex

1st Tier – SAP Business Suite
- Support for complex business scenarios
- Maximized process efficiency through customization
- Requirements to meet compliance standards
- Complex external integration

2nd Tier – SAP Business ByDesign
- Drive to standards adoption / best practices
- Low cost to deploy & maintain
- Integration into 1st Tier

Planned divestitures

Joint ventures

Subsidiaries

Customer

Suppliers

3rd Party

Customer

Supplier
Financial statement consolidation
- Corporate finance creates consolidated financial statements for the corporate group based on individual financial statements of a subsidiary, which need to be prepared for elimination of group-internal transactions.

Payroll integration with SAP ERP
- Transfer of payroll results per cost center to subsidiary.

Master data integration with SAP ERP
- Central master data management provides harmonized master data to a subsidiary.
- The subsidiary must react to new or changed master data. Local master data needs to be added.
- The subsidiary might provide master data to central master data management (for local accounts, for example).

Logistics integration
- Subsidiary buys materials or services from a unit within large enterprise (LE) business network.
- Goods can be delivered to subsidiary (intercompany stock transfer) or directly to the end customer (intercompany drop shipment).

Analytics integration with SAP NetWeaver Business Warehouse
- Corporate headquarters runs global reporting to control the group. Local analytics data of the subsidiary is an important source of information and needs to be provided to a central data warehouse.
SAP Business ByDesign for subsidiaries of large enterprises
Example of subsidiary, start-up and joint-venture

• Velux (Sales Offices)
• British Petroleum (Project Offices)
• AVL List (Engineering Offices)
• General Electric

• Dow Chemical, Bosch (start-ups)
• TUI Intercruises, Mobility Media GmbH (Joint Ventures)
• BWI, Wanxiang (spin offs)
• KION FRANCE SERVICES SAS (Central Financial & IT Services)

Available localizations
• Countries: Austria, Australia, Canada, China, France, Germany, India, New Zealand, Mexico, Switzerland, UK, US, NL, SP, DK, IT, JP, ZA, SG
• Languages: English, German, Chinese, French, Italian, Spanish, Portuguese
SAP Business ByDesign
AGENTIL’s Proposal
AGENTIL’s Structure & Expertise

- 50 people – Switzerland & France
- 35 consultants
- Expertise: SAP, ITSM, Infrastructure
- SAP Certified, ITIL Certified, IBM Business Partner
AGENTIL’s Structure & Expertise

- VAR SAP – SAP Business By Design
  - Suisse & Europe
- SAP Service Partner - SAP LE
  - Core competences
  - SAP Basis
AGENTIL’s Structure & Expertise

- **SAP Business By Design Project**
  - 2012 – BG Ingénieurs – PSP - In progress
  - +700 users - Switzerland, France & Algeria
  - Finance, Project management & controlling, Sales, Purchasing, Inter-company, CRM, consolidation, ADP interface.
AGENTIL’s Structure & Expertise

- SAP Business By Design For LE subsidiaries
  - AGENTIL’sIDES platform for ECC
  - AGENTIL’s SAP BASIS & ByD expertise
  - POC on SAP ByD integration to SAP ECC
Thank you

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