

SAP Sourcing Complex Pricing Formulas

July 2013



Topics

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- **Key Components of Price Formulas**
- **Basic Steps to Creating and Using Formulas**
- **Unit Price Formulas Versus Line Item Formulas**
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Overview of Formula-Based Pricing

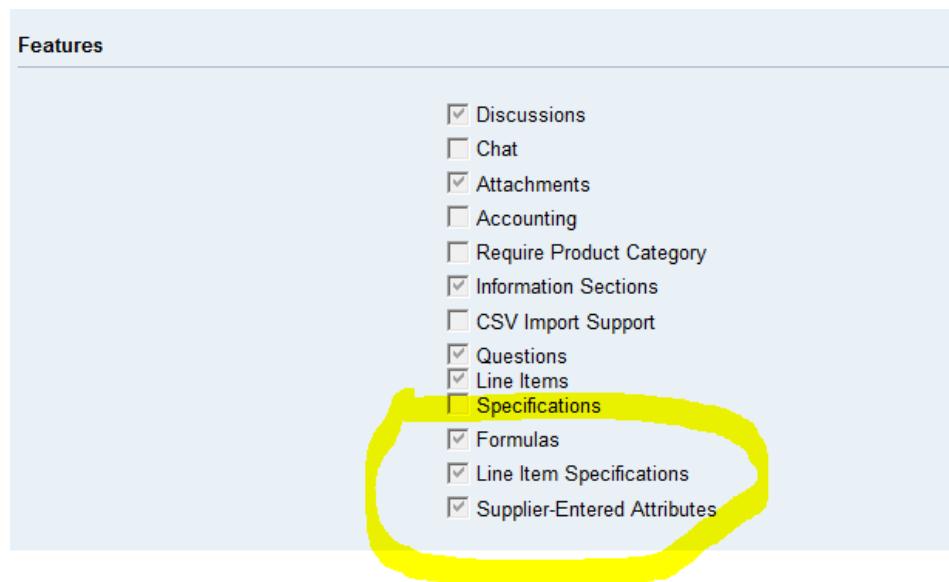
Overview of Formula-Based Pricing

- Formula-Based Pricing is used to calculate Unit Pricing as well as additional Line Item Pricing based on price components defined as Line Item Specifications and / or Supplier-Entered Attributes
- You can create a single Unit Price formula for a Group of Line Items
- You can create multiple Line Item formulas for a Group of Line Items
- You can create different formulas for different Groups of Line Items
- Formulas can be used in RFx, Auctions, and Agreements
- Formulas can be copied over to a follow-on document when creating from a previous document; for example, you can create an Agreement from an RFx Award and carry over the formula

Key Components of Price Formulas

Enabling Formula-Based Pricing

- To enable Formula-Based pricing, the RFX Document Type must have “Formulas” enabled
- In addition, Line Item Specifications and Supplier-Entered Attributes must also be enabled since these are key components which will be used to create formulas



Key Components of Price Formulas

- In the Pricing Model tab of Document Setup, the Pricing Structure should be set to Unit Price
- Groups of Line Item Specifications and Supplier-Entered Attributes are created to be used in your formula:
 - Line Item Specifications are typically used when you want to include information in the price formula that is not entered by the suppliers – this information may or may not be shared with the suppliers
 - Supplier-Entered Attributes are used to collect the various pieces of information required from the suppliers in order to calculate the price
- The Formula is created using the Line Item Specifications and Supplier-Entered Attributes and applying the appropriate mathematical operations to those specifications and attributes
- Assignment of Formulas to specific Groups of Line Items
 - You can create different formulas for different groups of line items

Basic Steps to Creating and Using Formulas

Basic Steps to Creating and Using Formulas

- The following provides a step by step approach to creating and using formulas:
 1. Understand the formula that you want to create in the system – what are the components of the formula and how do they interact with each other to calculate the price
 2. In Document > Setup, create Line Item Specifications, if applicable, for all pricing components that you will include in the formula
 3. In Document > Setup, create Supplier-Entered Attributes for all pricing components of the formula that you expect the suppliers to quote
 4. In the Line Items tab, using the “Add Formula” function, create the Formula which will calculate the Unit Price and using the “Validate” function, validate that the formula is properly setup
 5. In the Line Items tab, create the Groups and Line Items that the suppliers will be quoting
 6. In the Line Items tab, use the “Line Item Config” function to get to the “Line Item Assignment” tab to assign formulas to the Line Item Groups to which they pertain and then using the “Validate” function, validate the assignments made

Basic Steps to Creating and Using Formulas (continued)

Create Line Item Specification and Supplier-Entered Attributes in Document > Setup

Editing: Document Setup: Supplier Entered Attributes

Done Save Cancel Undo

General Scoring Pricing Model Delivery Info Line Item Specifications **Supplier Entered Attributes** Groups Notifications

Supplier Entered Attributes

Add Spec Add Group Import Reorder List Delete Selected

| | # | Specification Name | Type | Attribute ID | Description | Default Value |
|--------------------------|-----|--------------------|--------|--------------|--|--------------------------|
| ▼ 1.0 LIST LESS DISCOUNT | | | | | | |
| <input type="checkbox"/> | 1.1 | List Price | Price | ATTR00001 | <input type="text"/> 0 of 1000 characters | <input type="text"/> USD |
| <input type="checkbox"/> | 1.2 | Discount | Amount | ATTR00002 | <input type="text"/> 0 of 1000 characters | <input type="text"/> % |

Basic Steps to Creating and Using Formulas (continued)

Create Your Formula in the Line Items Tab using the Function “Add Formula”

The screenshot displays the SAP RFX Pricing Formulas Example interface. The navigation bar includes tabs for Project Management, Enterprise Sourcing, Contract Management, Contract Dashboard, Supplier Management, Reports, Contract Review, and User Defined. The breadcrumb trail shows: RFX > RFX: RFX Pricing Formulas Example > Document Setup: Setup > LIST LESS DISCOUNT FORMULA. The page title is "Editing: New RFX Formula in RFX RFX-00033: RFX Pricing Formulas Example : LIST LESS DISCOUNT FORMULA".

The interface is divided into two main sections: Header and Formula.

Header Section:

- Formula Name: LIST LESS DISCOUNT FORMULA
- Formula ID: FORM00001
- Unit Price Formula
- Description: (Empty text area, 0 of 1000 characters)

Formula Section:

- Use Details View:
- Select an item from one of the Dropdown fields below to add it to the Formula field
- Standard Fields: Quantity (dropdown) with an "Add to Formula" button.
- Logical Operations: == (dropdown) with an "Add to Formula" button.
- Supplier Entered Attributes: List Price (dropdown) with an "Add to Formula" button.
- Formula field: ATTR00001-(ATTR00001*ATTR00002) (31 of 1000 characters)
- Formula field buttons: 0, +, -, /, *, Validate

Yellow circles highlight the "Add to Formula" buttons for "List Price" and the formula field content.

Basic Steps to Creating and Using Formulas (continued)

Once you have created your formula, use the “Validate” function to validate that the formula is setup correctly

Editing: New RFX Formula in RFX RFX-00033: RFX Pricing Formulas Example : LIST LESS DISCOUNT FORMULA

OK Cancel

Header

* Formula Name: LIST LESS DISCOUNT FORMULA

Formula ID: FORM00001

Unit Price Formula

Description:

0 of 1000 characters

Message from webpage

Validation successfully passed.

OK

Formula

Use Details View:

Select an item from one of the Dropdown fields below to add it to the Formula field

Standard Fields: Quantity Add to Formula

Logical Operations: == Add to Formula

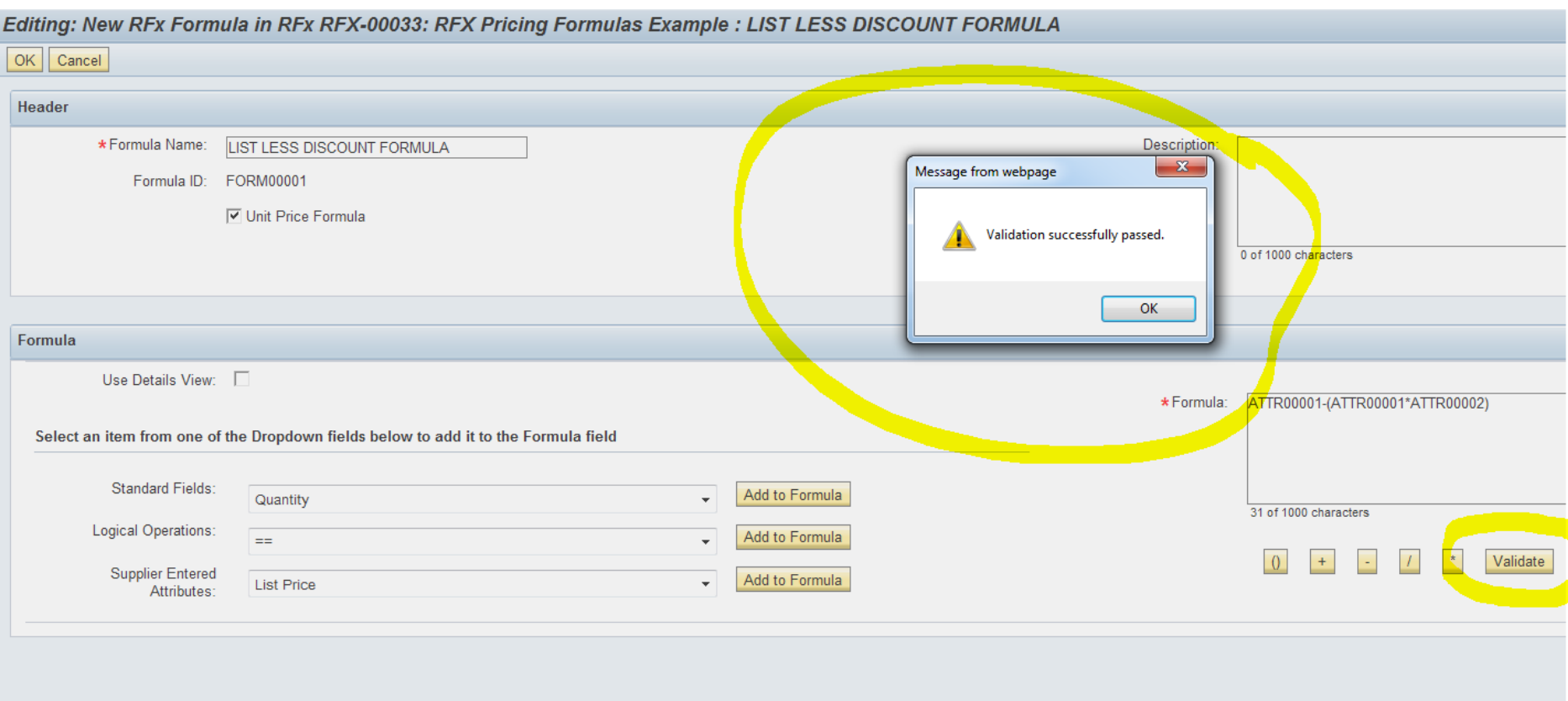
Supplier Entered Attributes: List Price Add to Formula

* Formula: ATTR00001-(ATTR00001*ATTR00002)

31 of 1000 characters

0 + - / *

Validate



Basic Steps to Creating and Using Formulas (continued)

Once you have created and validated your formula, on the Line Item Assignment tab, assign the formula to the Group of Line Items to which it applies:

The screenshot displays the 'Line Item Assignment' tab in SAP, which is divided into several sections for configuring assignments:

- Buyer Specification Assignment:** Includes a 'Validate Assignments' button and a table with columns 'Buyer Specification Groups' and 'Default Line Item Group'.
- Supplier Entered Attribute Assignment:** Includes a 'Validate Assignments' button and a table with columns 'Supplier Entered Attribute Groups' and 'Default Line Item Group'. The entry 'LIST LESS DISCOUNT' has a checked checkbox.
- Formula Assignment:** Includes a 'Validate Assignments' button and a table with columns 'Event Formulas' and 'Default Line Item Group'.
- Unit Price Formula Assignment:** This section is highlighted with a yellow circle. It includes a 'Validate Assignments' button and a table with columns 'Event Formulas' and 'Default Line Item Group'. The entry 'LIST LESS DISCOUNT FORMULA' has a checked checkbox.

Unit Price Formulas Versus Line Item Formulas

Unit Price Formulas Versus Line Item Formulas

- There are two basic types of formulas that can be used:
 - Unit Price formulas are used to calculate the Unit Price
 - Line Item Formulas are used to calculate additional pricing information for each Line Item

Unit Price Formulas

Only One Per Line Item Group

OK Cancel

Header

* Formula Name: UNIT PRICE FORMULA

Formula ID: FORM00007

Unit Price Formula

Formula

Use Details View:

Select an item from one of the Dropdown fields below to add it to the Formula field

Standard Fields: Quantity; Quantity; - ; Line Item Quantity

Logical Operations: ==; ==; - ; Relational Equals Operation

Supplier Entered Attributes: Bid 1 - Minimum Orde...; ATTR00002; INTEGER; -

- You must tell the system if you are creating a Unit Price Formula
- You can use Standard Fields as well as Supplier-Entered Attributes and Line Items Specifications in your formulas
- You can also use “if / then” logic in formulas

Line Item Formulas

Multiple Per Line Item Group

Header

* Formula Name:

Formula ID:

Hidden From Supplier

Calculate Totals

Unit Price Formula

Formula

Use Details View:

Select an item from one of the Dropdown fields below to add it to the Formula field

| | | |
|---------------------------------|---|---|
| Standard Fields: | <input type="text" value="Quantity; Quantity; - ; Line Item Quantity"/> | <input type="button" value="Add to Formula"/> |
| Standard Fields - Price Fields: | <input -="" ;="" d..."="" d...;="" ddp="" targetprice("dd...;="" type="text" value="TargetPrice("/> | <input type="button" value="Add to Formula"/> |
| Logical Operations: | <input type="text" value="==; ==; - ; Relational Equals Operation"/> | <input type="button" value="Add to Formula"/> |
| Supplier Entered Attributes: | <input type="text" value="Bid 1 - Minimum Orde...; ATTR00002; INTEGER; -"/> | <input type="button" value="Add to Formula"/> |
| Formulas: | <input type="text" value="Price Formula; FORM00004; PRICE; -"/> | <input type="button" value="Add to Formula"/> |

- You can hide Line Item Formulas from suppliers
- You can have multiple Line Item Formulas for a single Line Item Group (as seen in the resulting report in the next slide)

Example of Results of Line Item Formulas

For RFx: RFP Example W/ Monthly Buckets
 Show Only Firm RFx Responses:

Show

| Line Item Group | Number | Item Type | Product ID | Description | Formula Name | Formula Result | Formula Result |
|-------------------------|--------|-----------|------------|---------------------|--------------------|----------------------------------|------------------------------|
| Default Line Item Group | | | | | | ABM Industries Inc. : PROP-00267 | Active Organics : PROP-00268 |
| | 1.1 | Material | PART 01 | PART 01 DESCRIPTION | | | |
| | | | | | MONTH 01 | 3,500.00000000 USD | 4,800.00000000 USD |
| | | | | | MONTH 02 | 700,000.00000000 USD | 960,000.00000000 USD |
| | | | | | MONTH 03 | 4,500.00000000 USD | 8,400.00000000 USD |
| | | | | | MONTH 04 | 3,500.00000000 USD | 4,800.00000000 USD |
| | | | | | MONTH 05 | 5,000.00000000 USD | 7,600.00000000 USD |
| | | | | | MONTH 06 | 4,500.00000000 USD | 8,400.00000000 USD |
| | | | | | MONTH 07 | 1,500.00000000 USD | 4,800.00000000 USD |
| | | | | | MONTH 08 | 5,000.00000000 USD | 7,600.00000000 USD |
| | | | | | MONTH 09 | 4,500.00000000 USD | 8,400.00000000 USD |
| | | | | | MONTH 10 | 3,500.00000000 USD | 4,800.00000000 USD |
| | | | | | MONTH 11 | 5,000.00000000 USD | 7,600.00000000 USD |
| | | | | | MONTH 12 | 4,500.00000000 USD | 8,400.00000000 USD |
| | | | | | YEAR ONE TOC | 745,000.00000000 USD | 1,035,600.00000000 USD |
| | | | | | UNIT PRICE FOR ONE | 52.00000000 USD | 88.00000000 USD |
| | 1.2 | Material | PART 02 | PART 02 DESCRIPTION | | | |
| | | | | | MONTH 01 | 150,000.00000000 USD | 137,500.00000000 USD |
| | | | | | MONTH 02 | 90,000,000.00000000 USD | 82,500,000.00000000 USD |
| | | | | | MONTH 03 | 70,000.00000000 USD | 52,500.00000000 USD |
| | | | | | MONTH 04 | 150,000.00000000 USD | 137,500.00000000 USD |
| | | | | | MONTH 05 | 120,000.00000000 USD | 105,000.00000000 USD |

Auction Views

Supplier View in an Auction

The supplier must enter the price components that make up the formula that calculates the Unit Price bid.

Current Phase: Bid Current Auction Time: 7/31/13 9:28 AM (EDT)

Time Remaining in Phase: 0:26:53 Supplier Status: Active

| Link | Quantity | Next Bid Price | Extended Price | Close Time | Calculated Bid Price | PRICE - LIST PRICE | PRICE - DISCOUNT |
|------|-----------------|----------------|----------------|--------------------------|----------------------|--|----------------------------------|
| | 100 / 100 EA | Any | | 7/31/13 9:55 AM (EDT) | USD / EA | <input type="text" value="1000"/> USD | <input type="text" value=".15"/> |
| | | | 0.00 USD | | | | |

Buyer View in an Auction

On the Bidding tab, the buyer sees the calculated Unit Price.

The screenshot shows the SAP Sourcing interface for an auction. The top navigation bar includes 'SAP Sourcing' and user information 'Welcome M. Edelstein'. The main navigation menu has tabs for 'Project Management', 'Enterprise Sourcing', 'Contract Management', 'Contract Dashboard', 'Supplier Management', 'Reports', 'Contract Review', and 'User Defined'. The current view is 'Auction AUC-00085: AUCTION WITH FORMULA EXAMPLE' in the 'Bidding' tab.

Event details include:
Event Contact: Erik Nunes
Telephone: 401-222-0990
Bidding Start Time: 07/31/13 09:25 AM (EDT)
Bidding End Time: 07/31/13 09:55 AM (EDT)
Current Phase: Bid
Current Auction Time: 07/31/13 09:48 AM (EDT)
Time Remaining in Phase: 0:06:51

The table below shows the line items:

| ID | Line # | Status | Start Time | End Time | Product ID | Description | Incoterm | Location | Last Bid Activity | Leading Bidder | Leading Bid | Quantity Filled | Extended Price | Savings Amount | Savings Percent |
|----|--------|--------|-------------------------|-------------------------|------------|-------------|----------|----------|----------------------------|----------------|-----------------|-----------------|----------------|----------------|-----------------|
| 1 | 1.1 | Open | 07/31/13 09:25 AM (EDT) | 07/31/13 09:55 AM (EDT) | LAPTOP | | | | 07/31/13 09:33:57 AM (EDT) | IBM | 712.50 USD / EA | 100 EA / 100 EA | 71,250.00 USD | | |

The 'Event Message Board' shows a message to all collaborators: 'All Buy-Side Users'. The interface also includes an 'Event Charts' section with a 'Supplier Summary' bar chart and a 'Send' button for messages.

Reporting in an Auction

Standard reports are available to see both the total calculated price resulting from the formula as well as the price components that made up the formula..

| Line Item Detail | | | | | | | | | | | | | | |
|---|------------|-------------|--|----------|--------------------|--------------------------------|-------------------------------|----------------------------------|---------------------------------|----------------------------|-------------|-------------------|--------------------|------------------|
| Line # | Item Type | Product ID | Description | Location | Requested Quantity | Reference Price | Target Price | Leading Price | Savings % | Savings Amount | Bid Count | Incoterm Location | | |
| 1.1 | Material | | LAPTOP | | 100 EA | | | 712.50 USD | | | 3 | | | |
| | | | | | | | | | | | 0.00 USD | | | |
| Find: <input type="text"/> In: Line Item <input type="button" value="Go"/> | | | | | | | | | | | | | | |
| Supplier Entered Attributes Detail | | | | | | | | | | | | | | |
| Line Item | Product ID | Description | Bidder | Rank | Bid Quantity | Bid Unit Price (Base Currency) | Bid Unit Price (Bid Currency) | Total Bid Amount (Base Currency) | Total Bid Amount (Bid Currency) | Date and Time | Bid Comment | Value | PRICE - LIST PRICE | PRICE - DISCOUNT |
| 1.1 | | LAPTOP | IBM | 1 | 100 EA | 712.50 USD | | 71,250.00 USD | | 07/31/13 09:33:57 AM (EDT) | | 950.00 USD | | 0.25 |
| 1.1 | | LAPTOP | Dell USA 'Bid entered by% Mike Edelstein | 2 | 100 EA | 800.00 USD | | 80,000.00 USD | | 07/31/13 09:32:25 AM (EDT) | | 1,000.00 USD | | 0.2 |
| 1.1 | | LAPTOP | Dell USA 'Bid entered by% Mike Edelstein | | 100 EA | 850.00 USD | | | | 07/31/13 09:28:48 AM (EDT) | | 1,000.00 USD | | 0.15 |
| Find: <input type="text"/> In: Line Item <input type="button" value="Go"/> | | | | | | | | | | | | | | |
| Formula Results Detail | | | | | | | | | | | | | | |
| Line Item | Product ID | Description | Bidder | Rank | Bid Quantity | Bid Unit Price (Base Currency) | Bid Unit Price (Bid Currency) | Total Bid Amount (Base Currency) | Total Bid Amount (Bid Currency) | Date and Time | Bid Comment | Value | LIST LESS DISCOUNT | |
| 1.1 | | LAPTOP | IBM | 1 | 100 EA | 712.50 USD | | 71,250.00 USD | | 07/31/13 09:33:57 AM (EDT) | | 712.50 USD | | |
| 1.1 | | LAPTOP | Dell USA 'Bid entered by% Mike Edelstein | 2 | 100 EA | 800.00 USD | | 80,000.00 USD | | 07/31/13 09:32:25 AM (EDT) | | 800.00 USD | | |
| 1.1 | | LAPTOP | Dell USA 'Bid entered by% Mike Edelstein | | 100 EA | 850.00 USD | | | | 07/31/13 09:28:48 AM (EDT) | | 850.00 USD | | |
| Find: <input type="text"/> In: Group Name <input type="button" value="Go"/> | | | | | | | | | | | | | | |

Examples of Use Cases

Examples of Use Cases

- The following are some common examples for using formulas in actual practice to calculate Unit Prices:
 - List Price Less Discounts
 - Labor Rate Multiplied By Markup Rate
 - Index Price Multiplied By Discount Or Markup
- Common examples for using formulas to calculate additional line item prices are:
 - You may have different quantities that you want to calculate the total price on such as historical usage and forecasted quantities
 - You may want to do additional calculations comparing total cost for historical usage and forecasted usage

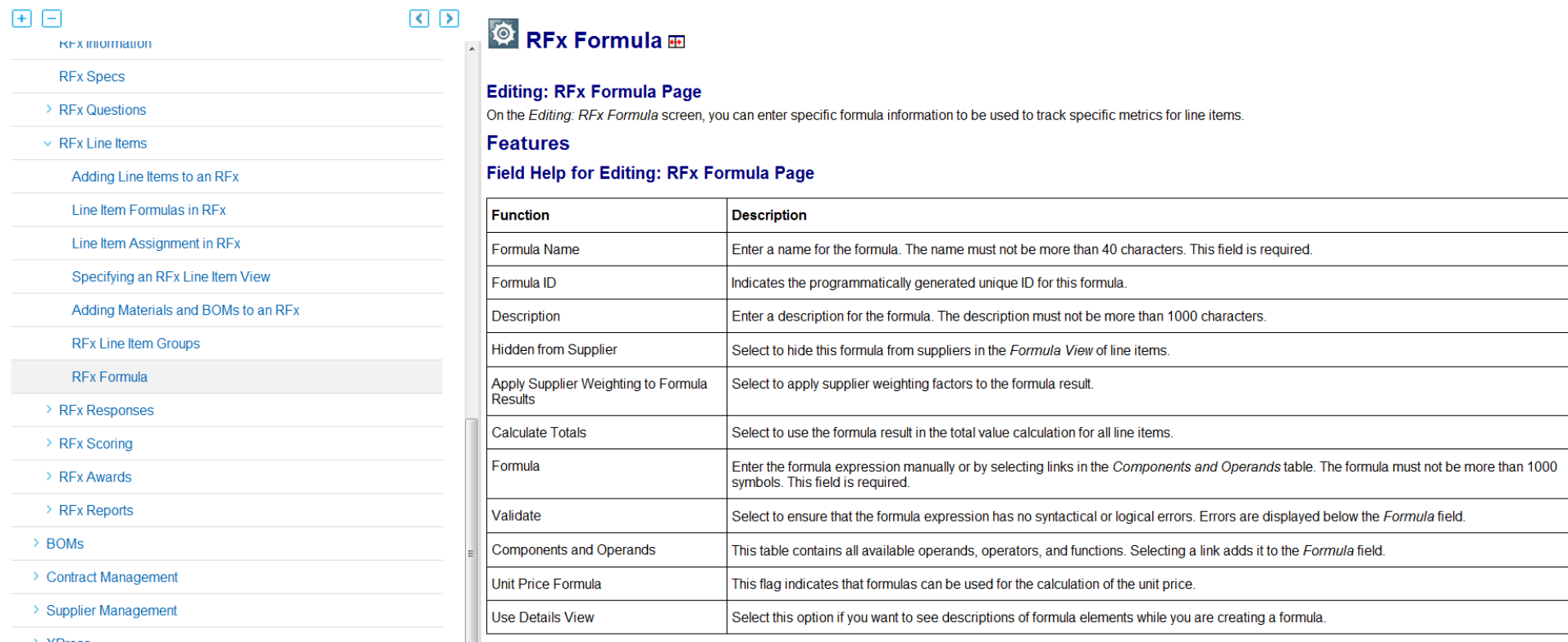
Some Recommendations

Some Recommendations

- Start with a simple formula to ensure that you understand how it all comes together
- It's generally very helpful to create your formula on paper or in Excel – this is particularly true when creating complex formulas
- Once you understand what you want the formula to do, it's also generally helpful to create your formula in the system along with a line item and then export it to Excel to create all other line items – this gives you the format for all other line items and, if you are using Line Item Specifications, makes it easy to fill in all of the specification details
- Leverage the Help documentation - it is very helpful for this topic
- Read the Blogs that are available on this topic – you can find them easily by doing a Google search

Some Recommendations (continued)

Leverage the Help Documentation Available within the Applications



The screenshot displays the SAP RFX Formula help documentation interface. On the left is a navigation pane with a tree view under 'RFX INFORMATION'. The 'RFX Formula' item is selected and highlighted. The main content area shows the 'Editing: RFX Formula Page' with a brief introduction and a 'Features' section. Below the features is a table titled 'Field Help for Editing: RFX Formula Page' with two columns: 'Function' and 'Description'.

RFX INFORMATION

- RFX Specs
- > RFX Questions
- ▼ RFX Line Items
 - Adding Line Items to an RFX
 - Line Item Formulas in RFX
 - Line Item Assignment in RFX
 - Specifying an RFX Line Item View
 - Adding Materials and BOMs to an RFX
 - RFX Line Item Groups
 - RFX Formula**
 - > RFX Responses
 - > RFX Scoring
 - > RFX Awards
 - > RFX Reports
 - > BOMs
 - > Contract Management
 - > Supplier Management
 - > YPress

RFX Formula

Editing: RFX Formula Page

On the *Editing: RFX Formula* screen, you can enter specific formula information to be used to track specific metrics for line items.

Features

Field Help for Editing: RFX Formula Page

| Function | Description |
|---|--|
| Formula Name | Enter a name for the formula. The name must not be more than 40 characters. This field is required. |
| Formula ID | Indicates the programmatically generated unique ID for this formula. |
| Description | Enter a description for the formula. The description must not be more than 1000 characters. |
| Hidden from Supplier | Select to hide this formula from suppliers in the <i>Formula View</i> of line items. |
| Apply Supplier Weighting to Formula Results | Select to apply supplier weighting factors to the formula result. |
| Calculate Totals | Select to use the formula result in the total value calculation for all line items. |
| Formula | Enter the formula expression manually or by selecting links in the <i>Components and Operands</i> table. The formula must not be more than 1000 symbols. This field is required. |
| Validate | Select to ensure that the formula expression has no syntactical or logical errors. Errors are displayed below the <i>Formula</i> field. |
| Components and Operands | This table contains all available operands, operators, and functions. Selecting a link adds it to the <i>Formula</i> field. |
| Unit Price Formula | This flag indicates that formulas can be used for the calculation of the unit price. |
| Use Details View | Select this option if you want to see descriptions of formula elements while you are creating a formula. |

Some Recommendations (continued)

Leverage the Blogs that are Available

- “Complex Pricing using Formula Based Pricing in RFx or Auction in SAP Sourcing” by Mahesh Jeswani
- “How to configure Price Conditions in SAP Sourcing” by Markus Frieske
- “Using Price Conditions in SAP Sourcing” also by Markus Frieske

Thank You!

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