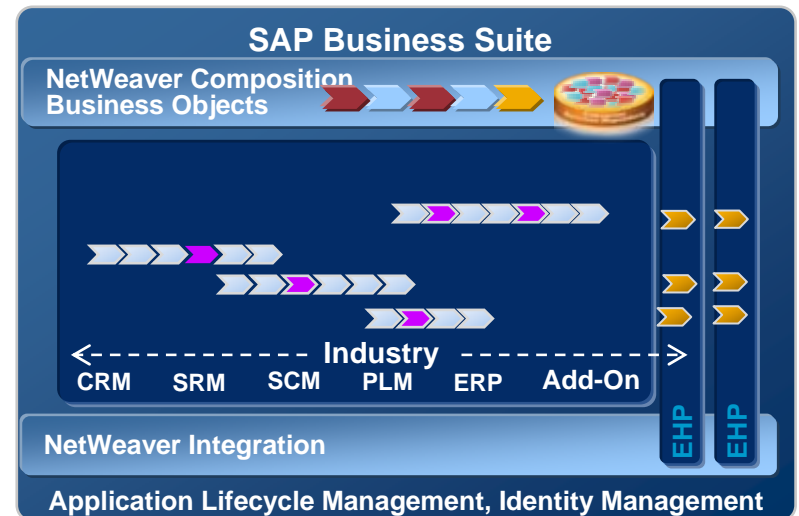# The Easy Guide to Deploy the SAP Business Suite 7

Illinois Chapter Meeting
Aug 28th, 2009

Marco Valencia
Vice President

SAP Upgrade Competency Center – North America

SAP Business Suite 7

Accelerated Innovation

Composite Applications

| CE 7.1 | SAP NetWeaver | PI 7.1 | ... |

Continuous Innovation

Non-SAP

EHP EHP EHP   EHP EHP EHP

| ERP 6.04 | CRM 7.0 | SCM 7.0 |
| | SRM 7.0 | PLM 7.0 |

SAP Business Suite 7

SAP NetWeaver 7.0
(foundation for the SAP Business Suite)

EHP EHP

→ **Increasing flexibility through composition**

→ **SAP Business Suite 7 core applications:**
  → **EHP 4 for SAP ERP 6.0 (6.04)**
  → **SAP CRM 7.0**
  → **SAP SRM 7.0**
  → **SAP SCM 7.0**
  → **SAP PLM 7.0**

→ **SAP enhancement packages across the SAP Business Suite 7 planned for 2010**

SAP Business Suite 7
Insight to Action through Process Excellence

SAP

More Harmonized UI's Across Applications and processes
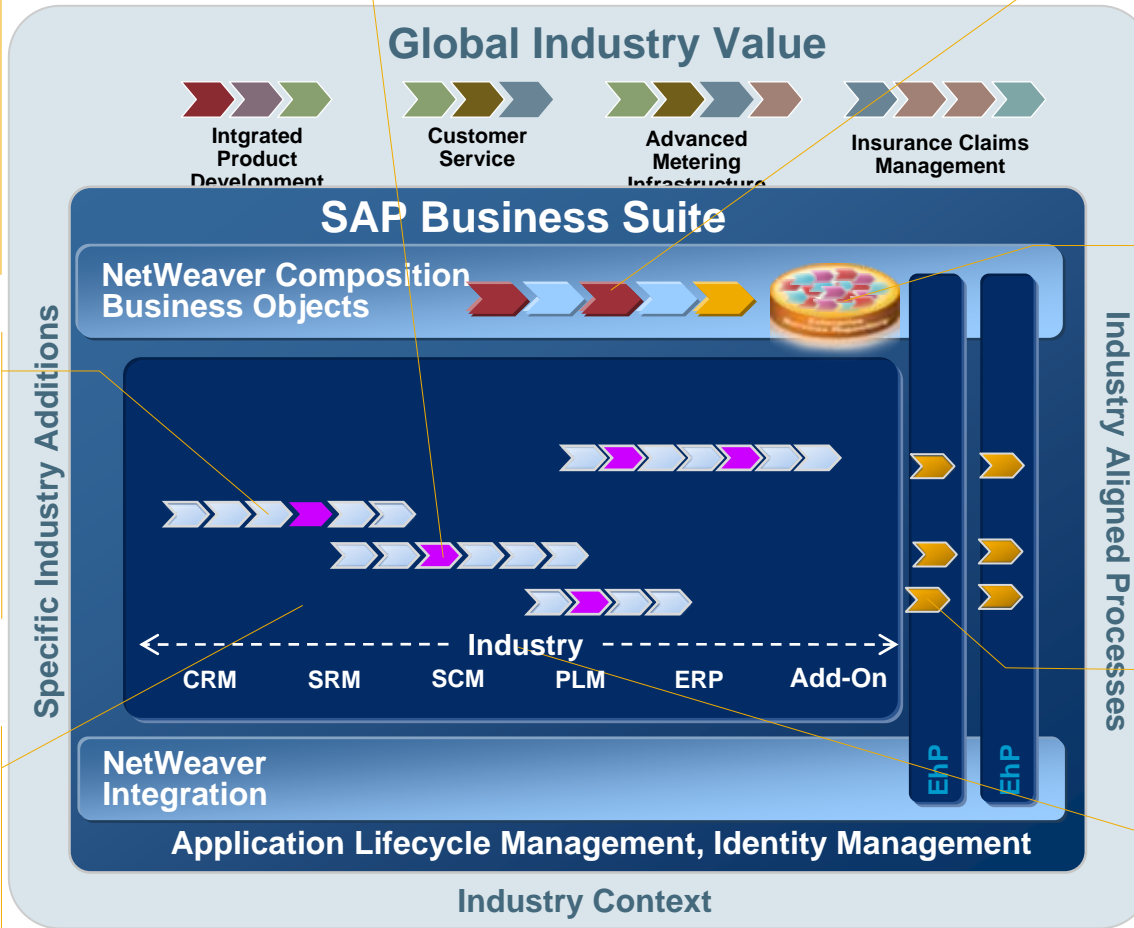
For Increased User Productivity

Pre-integrated Industry specific Processes

For Increased Business and IT Efficiency

Best-Run NOW packages to solve immediate pain

For Value Focused Fast Deployments

Embedded analytics for contextualized Insight

For informed decision making and Control

Continued SOA enablement and innovation

For flexible process and business agility

Flexible, Modular Upgrades to minimize disruption

For faster, focused solution evolution with lower costs

Continuous Innovation for Line of Business In Your Industry

For performance advancement in core industry processes

Global Industry Value

Intgrated Product Development

Customer Service

Advanced Metering Infrastructure

Insurance Claims Management

SAP Business Suite

NetWeaver Composition Business Objects

Specific Industry Additions

Industry Aligned Processes

Industry

CRM   SRM   SCM   PLM   ERP   Add-On

EhP   EhP

NetWeaver Integration

Application Lifecycle Management, Identity Management

Industry Context

End-to-End Processes On One Platform Supporting Industry

Reduce Non-Discretionary IT Spend

Dramatically Reduce Cost of Innovation with Enhancement Packages

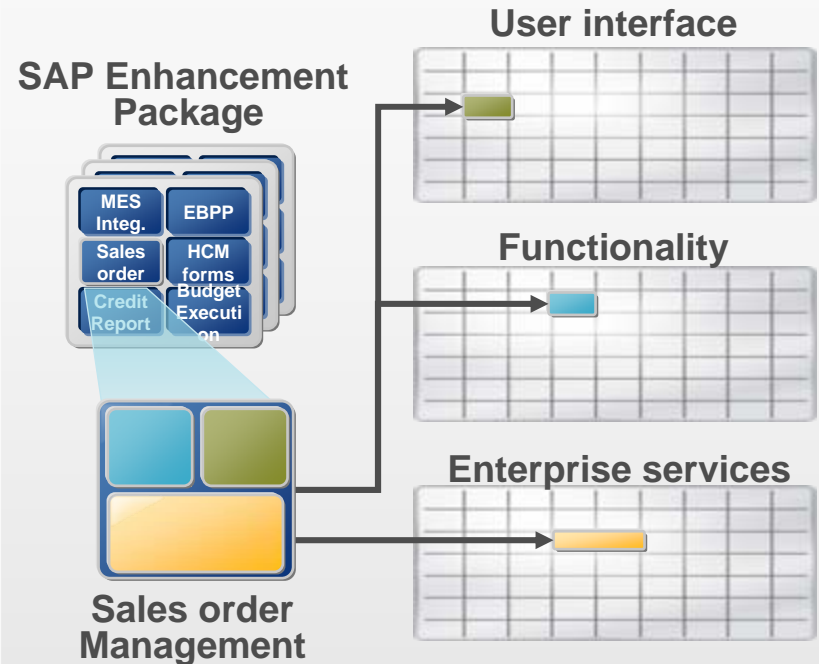## Traditional upgrades

User interface

Functionality

Enterprise services
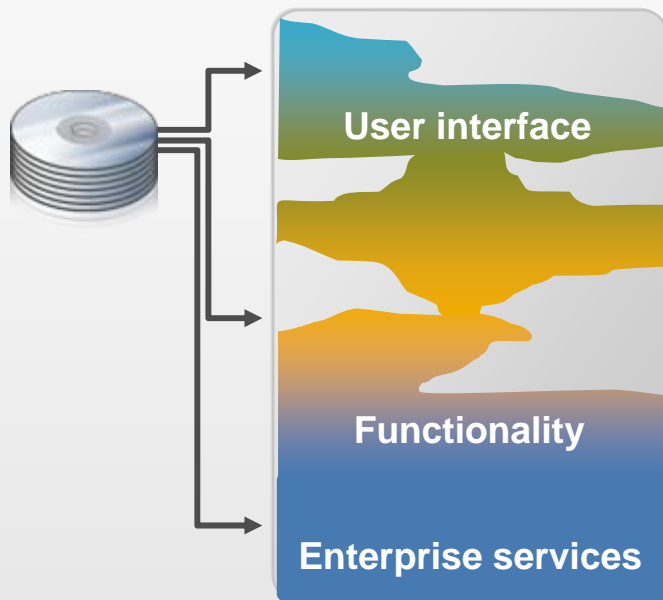
"All or none"

- Affecting the enterprise
- Wholesale regression testing
- Business case for entire release

SAP Enhancement Packages

SAP Enhancement Package

MES Integ.	EBPP
Sales order	HCM forms
Credit Report	Budget Execution

User interface

Functionality

Enterprise services

Sales order Management

"Pick and choose"

- Self-contained innovation
- Isolated testing effort
- Business case for target process

SAP Enhancement Packages: Continuously Enable Your Business

Support Package

+

SAP Enhancement Package

SAP Business Suite 7
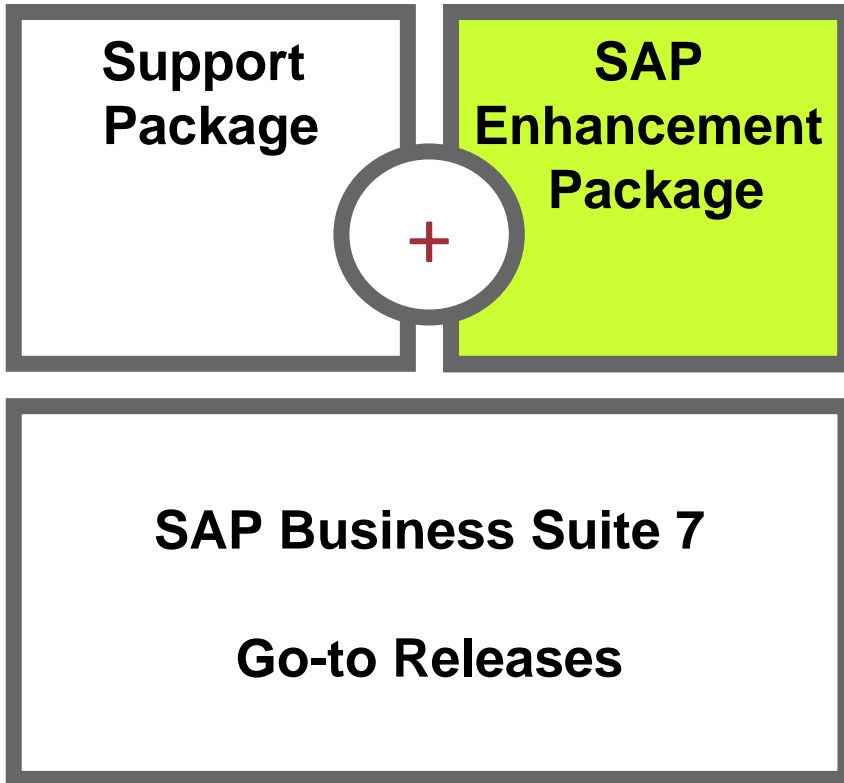
Go-to Releases

- **Enable your business by upgrading to the go-to releases of the SAP Business Suite 7**

- **Keep your business suite fresh with support packages and be** ready for innovation **by installing SAP Enhancement Packages**

- Activate **i**nnovation **when the business asks for it**

Driving Synergies Across the Suite
Delivering on one date, Innovation across the Applications

	2006	2007	2008	2009	2010*
ERP 6.0	EhP1	EhP2 EhP3	EhP4		EhP5
CRM 7.0					EhP1
PLM 7.0					EhP1
SCM 7.0					EhP1
SRM 7.0					EhP1

(Selected) enhancements* across the Suite

Business Suite Release Strategy

Integrated product development

Supply chain efficiency

World-class operations …

Sustainability platform

Supply chain & manufacturing adaptiveness

Advanced shopping experience...

Synchronized Suite release

Enhancement Packages across the Suite

* Subject to change

What Do You Need?
Business Process Platform

SAP

3 **Faster support for changing businesses/ business processes**

- **Execute on SOA:**
  - **Composition Environment**
  - **Enterprise Service Repository**
- **Reposition 'IT'-department**

2 **Less disruptive functional enhancement**

- **Leverage/activate SAP enhancement packages**
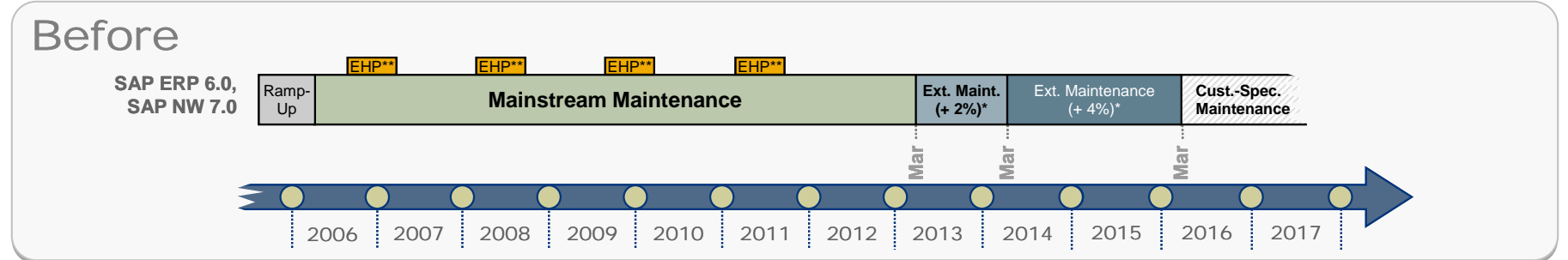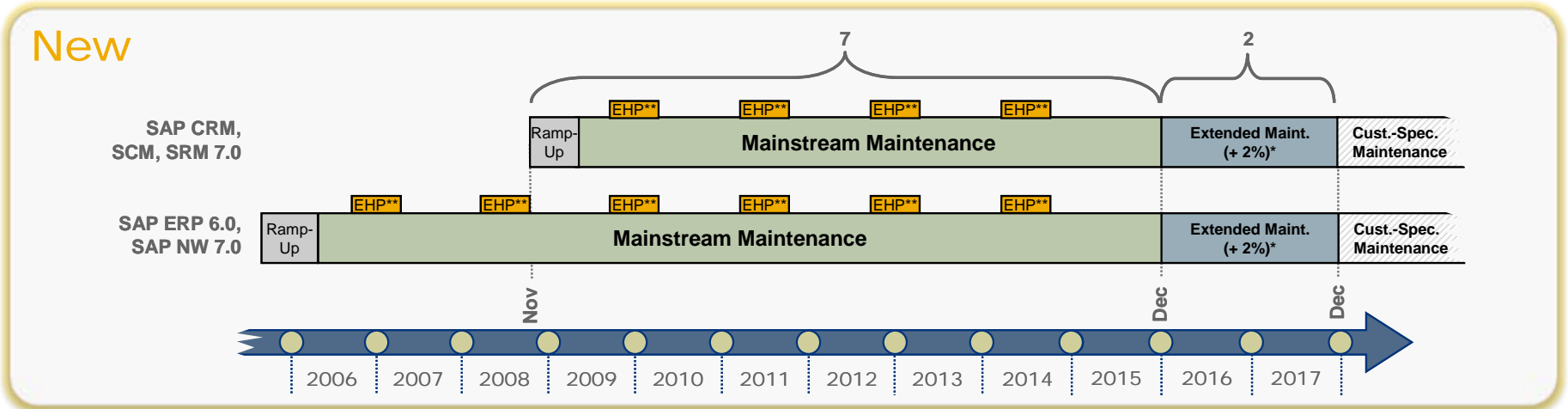- **Use SAP Business Suite**
- **Gain SOA experience**

1 **Stable, core functionality and integration platform**

- **Upgrade to SAP ERP 6.0 and SAP NetWeaver 7.0**
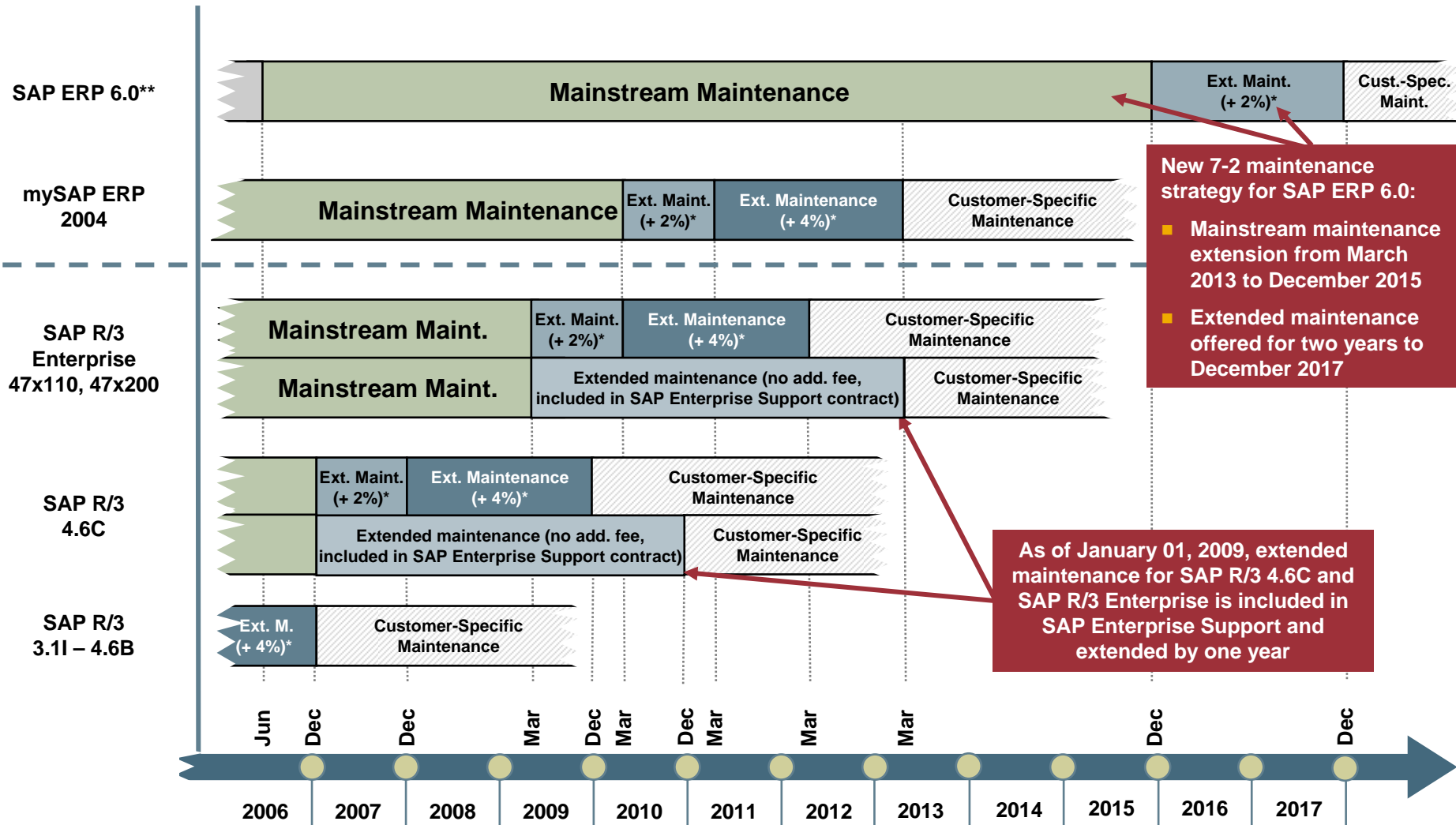- **Implement available functionality**

Composition Environment & Composites

Enterprise Services Repository

SAP Enhancement Packages

**SAP Business Suite →
ERP, CRM, SCM, SRM, PLM, IS**
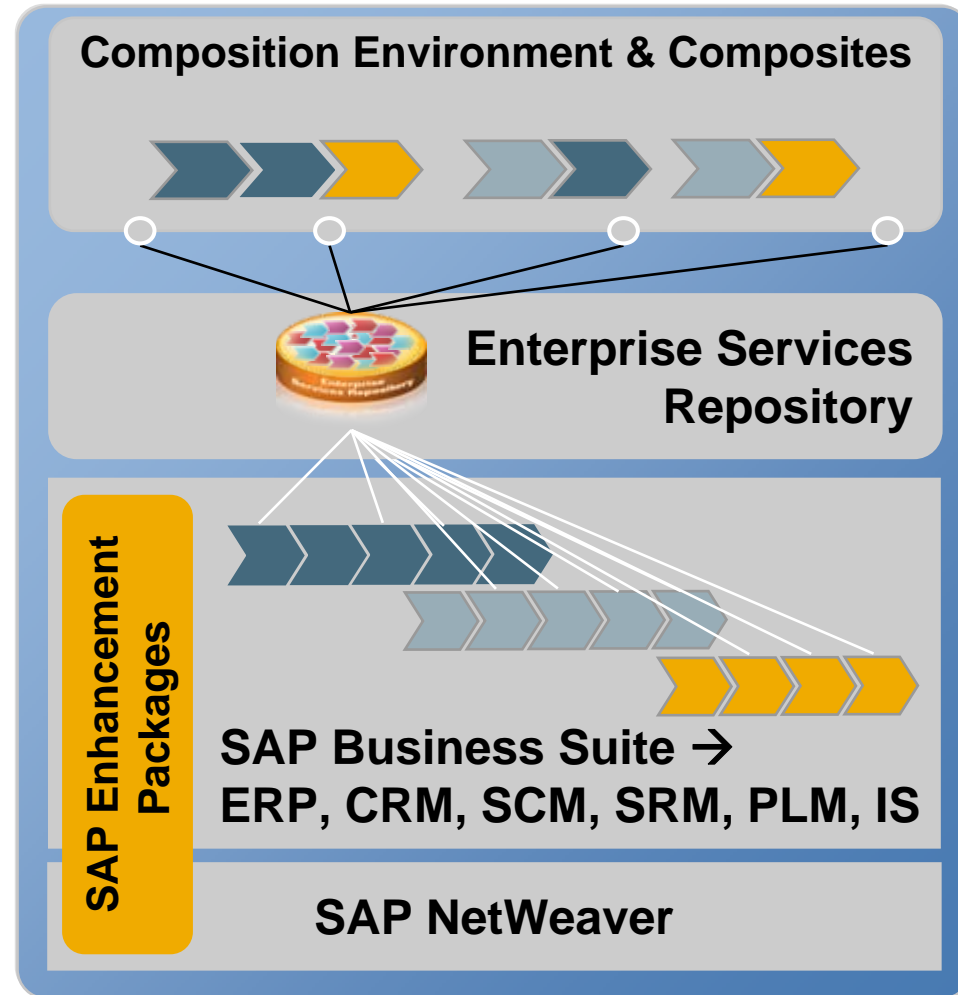
SAP NetWeaver

New 7-2 Maintenance Strategy – Planning and Investment Security

SAP

New

| | | | | 7 | | 2 | |

		EHP**	EHP**	EHP**	EHP**			
SAP CRM, SCM, SRM 7.0		Ramp-Up	**Mainstream Maintenance**			**Extended Maint. (+ 2%)***	**Cust.-Spec. Maintenance**

	EHP**	EHP**		EHP**	EHP**	EHP**	EHP**		
SAP ERP 6.0, SAP NW 7.0	Ramp-Up	**Mainstream Maintenance**						**Extended Maint. (+ 2%)***	**Cust.-Spec. Maintenance**

Nov · Dec · Dec

2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017

Before

	EHP**	EHP**	EHP**	EHP**			
SAP ERP 6.0, SAP NW 7.0	Ramp-Up	**Mainstream Maintenance**			Ext. Maint. (+ 2%)*	Ext. Maintenance (+ 4%)*	**Cust.-Spec. Maintenance**

Mar · Mar · Mar

2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017

* 7-2 strategy applies to new releases of the core applications of SAP Business Suite, starting with SAP CRM 7.0, SAP SRM 7.0, SAP SCM 7.0, SAP PLM 7.0; plus SAP ERP 6.0 (EHP4) and SAP NetWeaver 7.0. Industry-specific add-on applications and SAP enhancement packages based on these core application releases will offer mainstream and extended maintenance in line with these releases.

** Enhancement Packages: Illustrative only; does not reflect exact shipment times and frequency.

Release and Maintenance Strategy SAP ERP

SAP

SAP ERP 6.0**	Mainstream Maintenance	Ext. Maint. (+ 2%)* / Cust.-Spec. Maint.
mySAP ERP 2004	Mainstream Maintenance	Ext. Maint. (+ 2%)* / Ext. Maintenance (+ 4%)* / Customer-Specific Maintenance
SAP R/3 Enterprise 47x110, 47x200	Mainstream Maint.	Ext. Maint. (+ 2%)* / Ext. Maintenance (+ 4%)* / Customer-Specific Maintenance
	Mainstream Maint.	Extended maintenance (no add. fee, included in SAP Enterprise Support contract) / Customer-Specific Maintenance
SAP R/3 4.6C		Ext. Maint. (+ 2%)* / Ext. Maintenance (+ 4%)* / Customer-Specific Maintenance
		Extended maintenance (no add. fee, included in SAP Enterprise Support contract) / Customer-Specific Maintenance
SAP R/3 3.1I – 4.6B		Ext. M. (+ 4%)* / Customer-Specific Maintenance

New 7-2 maintenance strategy for SAP ERP 6.0:
- **Mainstream maintenance extension from March 2013 to December 2015**
- **Extended maintenance offered for two years to December 2017**

As of January 01, 2009, extended maintenance for SAP R/3 4.6C and SAP R/3 Enterprise is included in SAP Enterprise Support and extended by one year

Timeline: Jun | Dec | Dec | Mar | Dec | Mar | Dec | Mar | Mar | Mar | Dec | Dec | Dec

2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017

* Overall payment is SAP support fee plus additional fee of 2% or 4% of the maintenance base per year.
** SAP ERP 6.0 is the application release formerly known as mySAP ERP 2005.

This strategy is also valid for all industry-specific add-on applications and SAP enhancement packages for SAP ERP based on the releases above.

Transition to SAP Business Suite - Business Scenarios Determine the Transition Path

Current	Target Business Suite 7

Business scenarios in ONE application

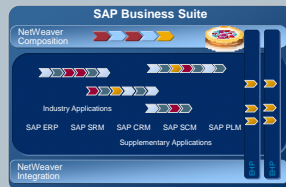SAP Appl. e.g. SAP R3 4.X → **Upgrade** → BS 7 Appl. e.g. EHP 4 for SAP ERP 6.0

- Upgrade the respective application
- Activate new functionality

Business scenarios ACROSS applications

SAP Appl. e.g. SAP R3 4.X → **Upgrade & Deploy** → SAP Business Suite

- Upgrade the respective applications
- Deploy required additional applications

Key Technology Considerations

Upgrade per application

A
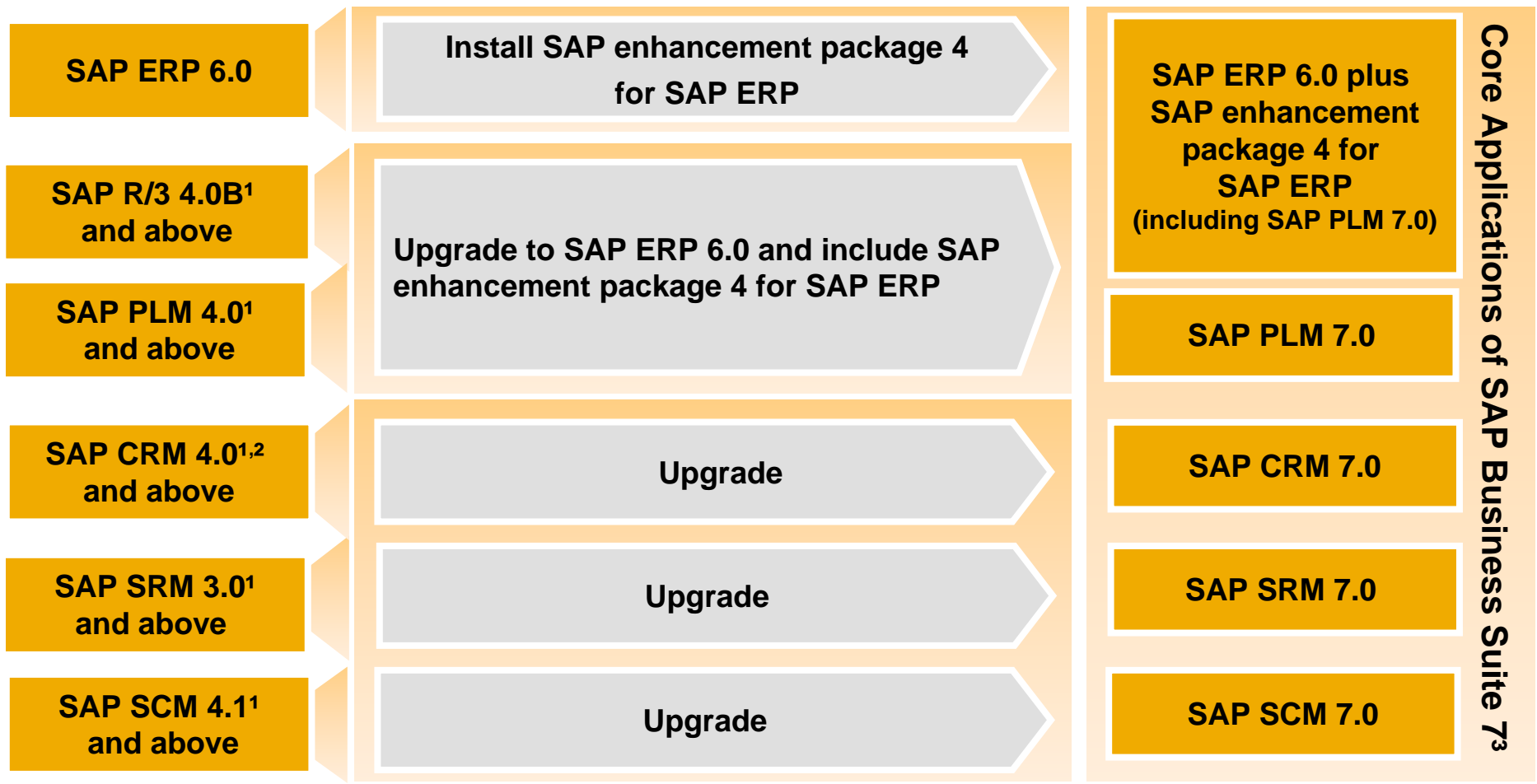1. Complexity Drivers
2. Unicode
3. SAP Enhancement Packages
4. Upgrade Paths

Deploy further applications

B
1. Mandatory Components
2. Upgrade Dependencies
3. Deployment Options
4. Netweaver Scenarios

Source: MOVE/GUO

Upgrade Paths – How to Get to SAP Business Suite 7 if You're Running on…

SAP

Source	Path	Target — Core Applications of SAP Business Suite 7[3]
SAP ERP 6.0	Install SAP enhancement package 4 for SAP ERP	SAP ERP 6.0 plus SAP enhancement package 4 for SAP ERP (including SAP PLM 7.0)
SAP R/3 4.0B[1] and above	Upgrade to SAP ERP 6.0 and include SAP enhancement package 4 for SAP ERP	
SAP PLM 4.0[1] and above		SAP PLM 7.0
SAP CRM 4.0[1,2] and above	Upgrade	SAP CRM 7.0
SAP SRM 3.0[1] and above	Upgrade	SAP SRM 7.0
SAP SCM 4.1[1] and above	Upgrade	SAP SCM 7.0

[1] Direct upgrade from these source releases to the go-to releases of SAP Business Suite 7 is supported by SAP.

[2] If you upgrade from SAP CRM 4.0 or 5.0 to SAP CRM 7.0, customer-specific UIs (including the underlying UI-related coding) have to be migrated separately.

[3] Besides the core applications, the SAP Business Suite provides also industry-specific applications (e.g. SAP Dealer Business Management, SAP Reinsurance Management) and cross-industry supplementary applications (e.g. SAP Portfolio and Project Management, SAP E-Sourcing). For these applications, the usual upgrade procedures apply. For an overview on the currently available and planned industry and supplementary applications, please refer to "SAP Release Strategy for Large Enterprises" on http://www.service.sap.com/releasestrategy

SAP Business Suite Reduces Complexity of Upgrades

SAP

Synchronized Release Cycles
Enhancement Packages for the Suite
Switch Framework for Industries

Common release cycle

- Synchronized release shorten implementations of end-to-end processes, less waiting for latest solutions from SAP
- Eliminates the need to use "off-the-shelf" in order to bridge gaps in release cycle and roadmap

No forced upgrades

- **Enhancement packages will be available for entire SAP Business Suite in 2010**
- **Eliminates costly upgrades, enhancement packages are covered by maintenance of SAP Business Suite**

Modular deployments

- **One project at a time – common platform for backbone and core = less testing**
- **Updated testing and system migration tools = less downtime**

Enabled by SAP Services and Support

Important links @ SAP Service Marketplace

→ **SAP Business Suite**	→ **Solution Manager**
http://service.sap.com/**businesssuite**	http://service.sap.com/**solutionmanager**
→ **SAP NetWeaver**	→ **New Release Strategy**
http://service.sap.com/**netweaver**	http://service.sap.com/**releasestrategy**
→ **SAP ERP**	→ **Release Notes**
http://service.sap.com/**erp**	http://service.sap.com/**releasenotes**
→ **Upgrade Information Center**	→ **Online Help**
http://service.sap.com/**upgrade**	http://help.sap.com
→ **Upgrade Technology Tools**	→ **Enhancement Packages**
http://service.sap.com/**upgradetech**	http://service.sap.com/erp-ehp
→ **Maintenance Strategy**	→ **SafeGuarding for Upgrades**
http://service.sap.com/**maintenance**	http://service.sap.com/**safeguarding**
→ **Training Content**	→ **Going Live Checks**
http://service.sap.com/**trainingcatalog**	http://service.sap.com/**goinglive-fu**

Thank you!

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