

Вивек Кале

Внедрение

SAP R/3

Руководство
для менеджеров и инженеров

Управление концепцией:

Роль ERP-систем

Решение SAP

Быстрое и эффективное внедрение
с использованием методологии ASAP

Проект внедрения

Ключевые аспекты успешного
внедрения SAP на предприятии

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ISBN 5 98453 005 8

SAP R/3: « ERP», SAP
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ISBN 0 672 31776 1 (.)
ISBN 5 98453 005 8 (.)

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© , 2005

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SAP AG, SAP R/3. -
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SAP UNIVERSITY ALLIANCE.

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(Balance

Scorecard).

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(Supply

Chain Management, SCM)

(Customer

Relationship Management, CRM).

ERP

ERPII

(Enterprise Resource and Relationship Processing) —

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ERP

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SAP R/3,

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Email: opsys@mcp.com
: Angela Wethington
Sams Publishing
201 West 103rd Street
Indianapolis, IN 46290 USA

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(ERP «Forbes») SAP —
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(SCM),

(CRM),

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mySAP.com.

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AcceleratedSAP (ASAP) —

ERP —

(Enterprise Standard Time, EST),

(Extended collaborative enterprise,),

(Critical Value Determinants, CVD)

Web

(Web User Interface, WUI)

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I:

ERP (SAP) -

1 ERP -

2 3 ERP

5 SAP ERP SAP;

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ERP , , ASAP — -

SAP. -

II: SAP R/3

SAP. 7 -

SAP. 8 -

Advanced Business Application Programming (), -

SAP. 9 -

SAP R/3 -

III:

SAP. 10 -

12 SAP, -

SAP. -

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SAP. 12 ASAP, -

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ASAP: -

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(Extended Collabo-

rative Enterprise,),

SAP

(Advanced Planning and Optimization, APO)

mySAP.com.

SAP

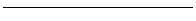
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- ERP SAP: 1, 2, 3, 4, 5 21.
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- SAP: 1, 2, 4, 5, 7 19.
- SAP: 1, 4, 5, 6, 9, 10, 11, 12, 16, 20 21.
- ERP , , SAP: 1, 4, 5, 10, 12, 18, 20 21.



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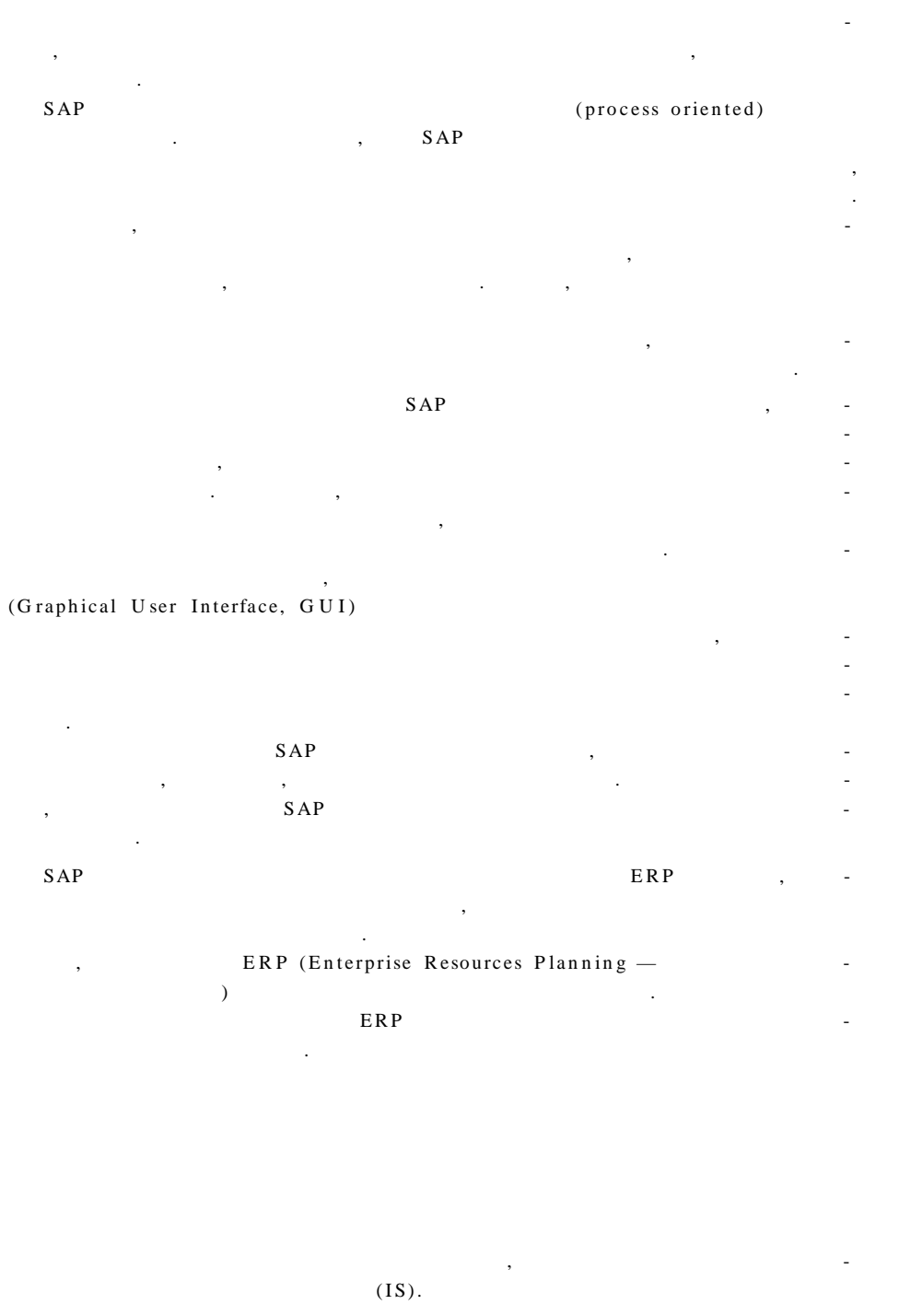
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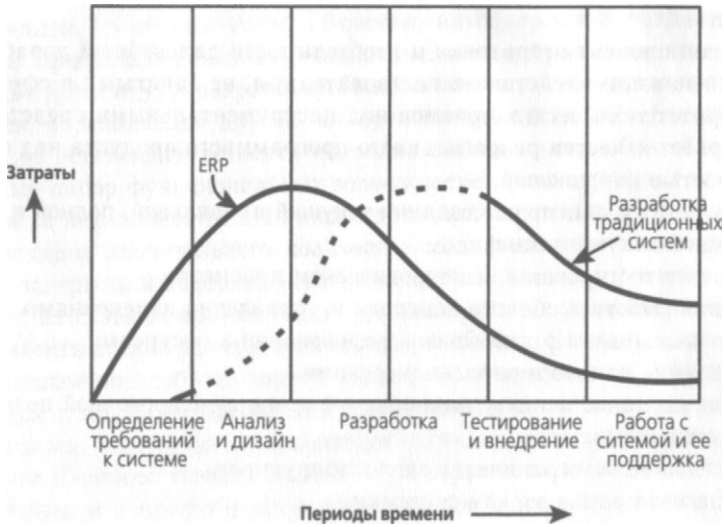
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(Enterprise Resources Planning, ERP)

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SAP —

(Software Development Life Cycle, SDLC),

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« » (Just In Time, JIT)

(Enterprise Standard Time, EST),

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MRP II « »

Class Manufacturing, WCM),

WCM

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» (Total Quality Management, TQM), «

» (World

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» (Benchmarking), « Development), « » (Lean Manufacturing), » (Human Resources Development), « 1990 , 1.1 -

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» (Management by Collaboration, « ERP
SAP R/3,)

ERP , SAP,

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(Process Innovation, PI),
(Business Process Improvement, BPI),
(Business Process Redesign, BPRD),
Process Re engineering, BPR),

(Business

ERP

(TQM).
6 «SAP

SAP R/3

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(Critical Value Determinants, CVD).

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ERP , SAP R/3,
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» (QC, QA, TQM).

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Based Management, ABM)

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ERP (Enterprise Resource Planning) is a type of software that helps companies manage their business processes. It integrates various departments like finance, HR, and sales into a single system. SAP is a well-known example of an ERP system.

ERP systems are used by many large companies to streamline their operations. They provide a unified view of the company's data, which helps in making better decisions. For example, a company can see its inventory levels, sales trends, and financial performance all in one place.

ERP systems can also help companies reduce costs and improve efficiency. By automating many tasks, they save time and reduce the risk of human error.

- ERP systems can help companies manage their supply chain more effectively.
- They can also improve customer service by providing better insights into customer behavior.
- ERP systems can help companies comply with various regulations and standards.
- They can also help companies improve their financial reporting and analysis.
- ERP systems can help companies manage their human resources more effectively.

ERP systems are a valuable tool for any company that wants to improve its operations and reduce costs. They provide a unified view of the company's data, which helps in making better decisions.

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« Collaborative Enterprise, » (Extended
(Customer Triggered Company),
(Web user interfaces,
SAP mySAP.com —
SAP

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 Oracle, DB2

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Application Programming Interface (API) -
ERP -
» (Supply Chain Management, SCM),
» (Customer Relationship Management,
CRM), «
» (Electronic Data Interchange, EDI)
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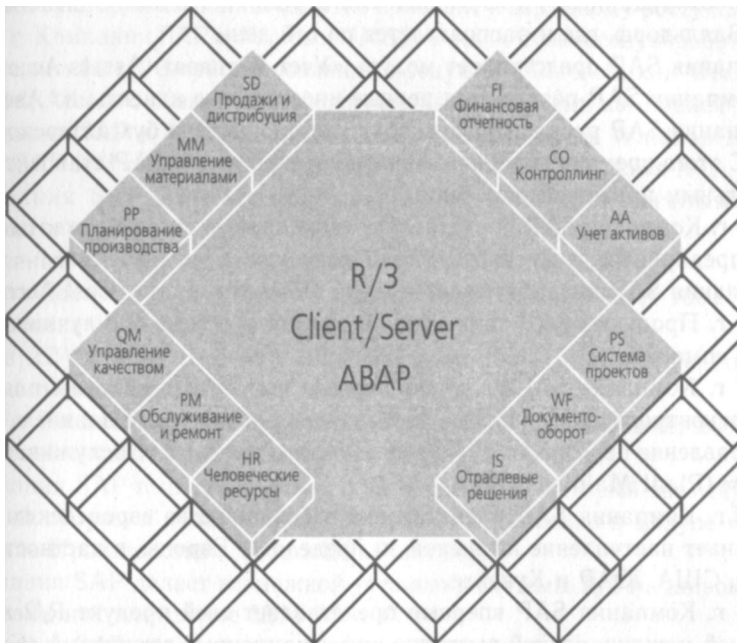
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• 1972

Systemanalyse and Programmentwicklung («

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- 1973 SAP « -
 » (Material Management),
 « » (Purchasing), « » (Inventory
 Management) « » (Invoice Verification). -
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 FI (Finance),

- 1977 Systeme, Anwendungen,
 Produkte in der Datenverarbeitung (« , ,
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 SAP « » (Assets Accounting).
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- 1978 SAP , ,
 R/2,
 SAP « » (Cost Accounting).
- 1980 SAP 50 100 -

- 1984 SAP -
 « » (Personnel Management) « -
 » (Plant Maintenance).
- 1985 SAP , , -

- 1986 SAP R/2 -
 « 1 ».
- 1987 IBM -
 (Systems Application Architecture, SAA), -
 , , -
 (GUI) , -
 (DBMS) -

- OSI Reference (Open Systems Interconnection
 Reference), 1980 -
 SAP -
 /4, ().
- 1988 SAP , -

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• 1989 . SAP R/3 -
 CeBIT . SAP-
 PHIRE .

• 1992 . SAP 831 , -
 R/2 -
 14 ,
 SAP R/3, UNIX, -
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• 1993 . SAP Microsoft (MS) -
 PC Microsoft, Word, Excel, -
 Project, Access , SAP.
 SAP MS R/3 Windows NT. -
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• 1994 . SAP «Kanji» R/3. -
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 ISO 9000. -
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• 1995 . SAP R/2 2000, -
 R/3 — 4000. -
 SAP 3.0 R/3, -
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 » (Production Planning). -
 SAP R/3 -
 SAP IBM AS/400. -
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 SAP Application Link Enabling (ALE), -
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 SAP -
 R/3 (Reference
 Model), R/3 (Business Navigator),
 (Procedure Model) (Implementation Guide).
 SAP

- **1996** . SAP -
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SAP «Accelerated SAP» -
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- **1997** . SAP 750
SAP TeamSAP.
Motorola SAP HR « »
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- **1998** . SAP (SAP Solution maps)
SAP SAP R/3 4.0
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Customer Relationship Management (CRM), SAP Business Intelligence (BI),
SAP Supply Chain Management (SCM), SAP Advanced Planner and Optimizer
(APO), Management Cockpit, SAP Strategic Enterprise Management (SEM),
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- **1999** . SAP mySAP.com,
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 » (Quality Management), « » (Plant
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 (Sales and Distribution), « » (Service Management), « -
 » (Warehouse Management) . . . SAP
 « » (Personnel Planning
 and Development), « » (Personnel Administration)
 « » (Payroll Accounting).
 7 « SAP R/3».

(Cross application modules,), -

- SAPOffice
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- SAP Business Workflow
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- SAP Business Information Warehouse
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- SAP ArchiveLink -

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 Collection, PDC), « » (Process Control Systems, PCS),
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(Implementation Guide, IMG), -
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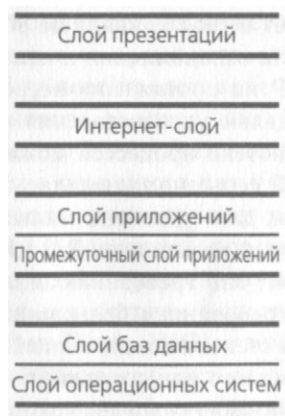
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| Manager, OSF/Motif | Apple Macintosh. | MS Windows, OS/2 Presentation
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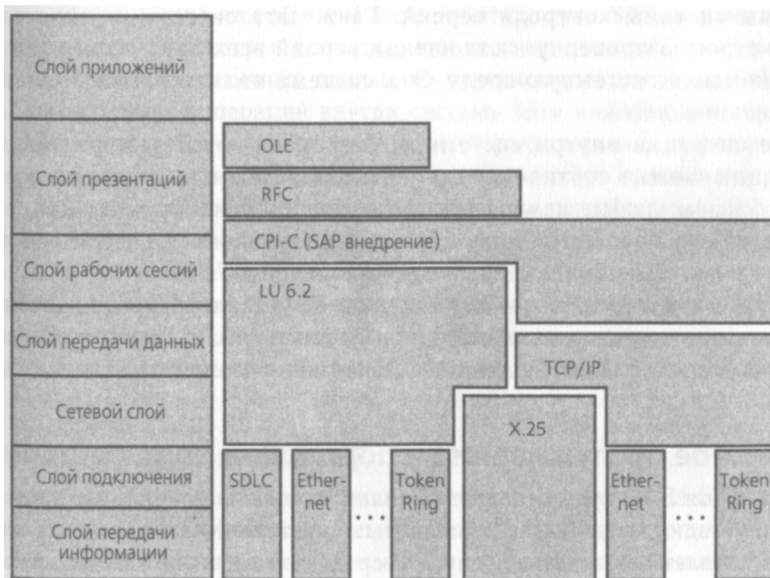
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| Презентации | Java AWT | Web Browser | Microsoft Windows | OSF/Motif | OS/2 Presentation Manager | | | | |
| Коммуникации (промежуточный слой) | COM DCOM ActiveX | CORBA | http XML | OLE | RFC | RPC | MQ-Series MSMQ | Tibco TIB/ActiveEnterprise | |
| Язык | ABAP Objects | | C/C++ | | Java | | | | |
| База данных | Adabas | /UDB | IBM DB2 /400 /390 | Oracle | Microsoft SQL-Server | Informix | | | |
| Внешние интерфейсы | X.400/X.500 | | EDI | | ALE | | | | |
| Протоколы передачи данных | TCP/IP | SNA LU6.2 | | CPI-C | OSF/DCE/DME | | | | |
| | UNIX | | | | | Windows | Midrange | | |
| Операционная система | Compaq/Digital Unix | HP-UX | IBM AIX | Linux | Siemens Reliant Unix | SUN Solaris | MS Windows NT | | IBM OS/400 |
| Архитектура | Alpha | PA | Power PC | Intel | MIPS | SPARC | Alpha | Intel | AS/400 |
| Оборудование | Compaq | HP | IBM Bull | Compaq HP IBM Siemens | Siemens | SUN | ACER Amdahl Bull Compaq Data Gen DELL Fujitsu Hitacjji HP | Intergraph IBM NEC NCR Sequent-IBM Siemens Unisys | IBM |

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4 9 SAP

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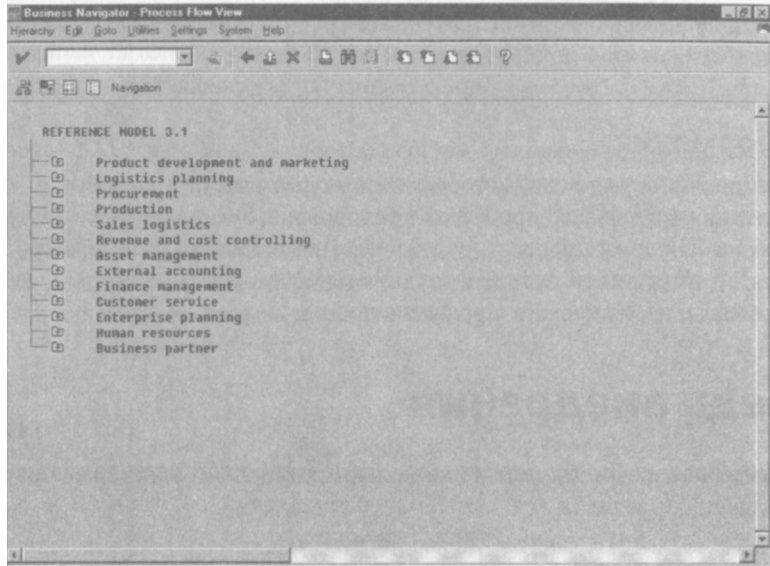
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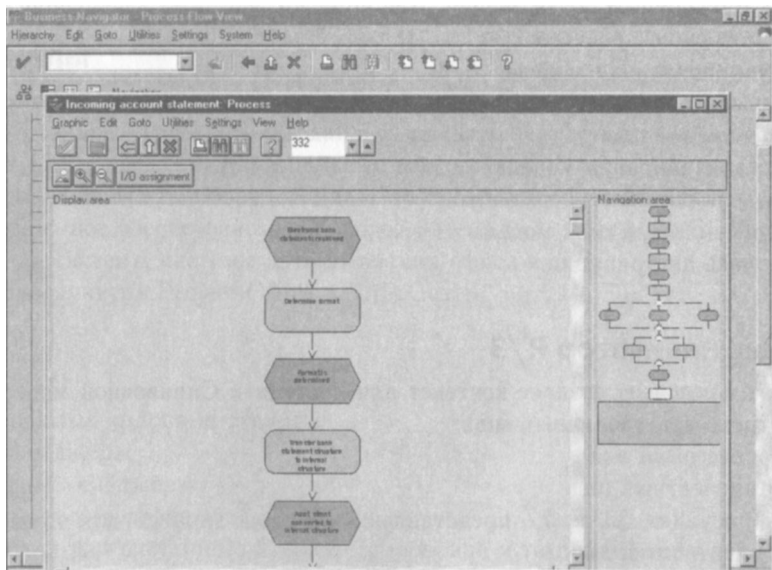
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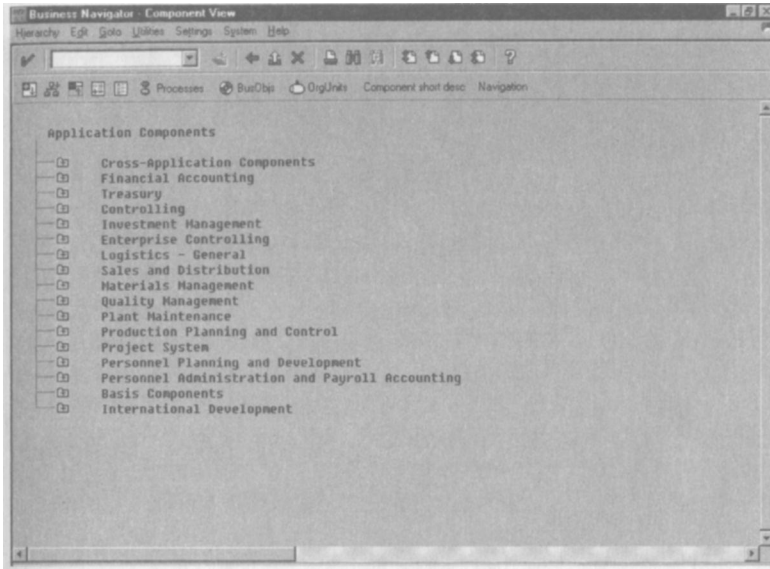
5.1 5.7



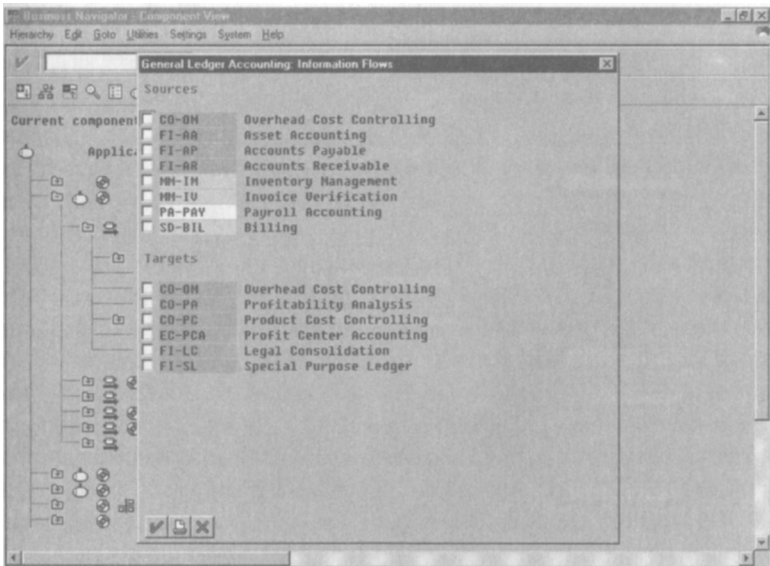
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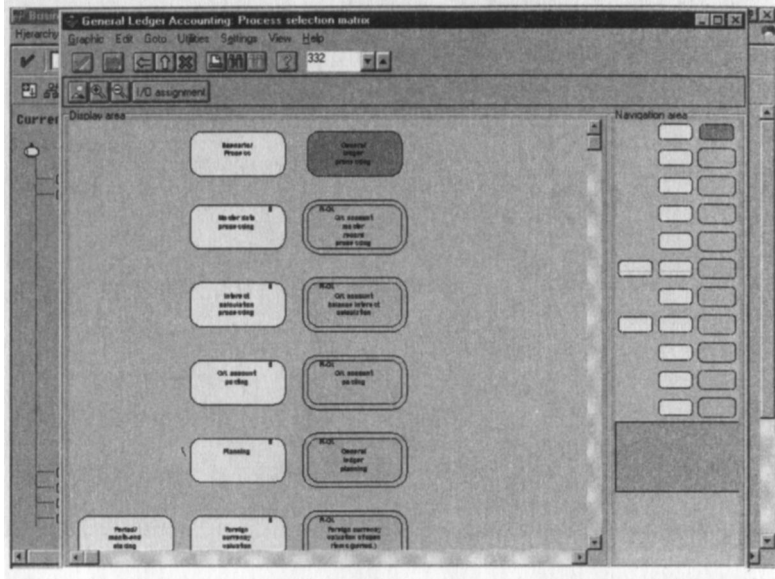
. 5.2.



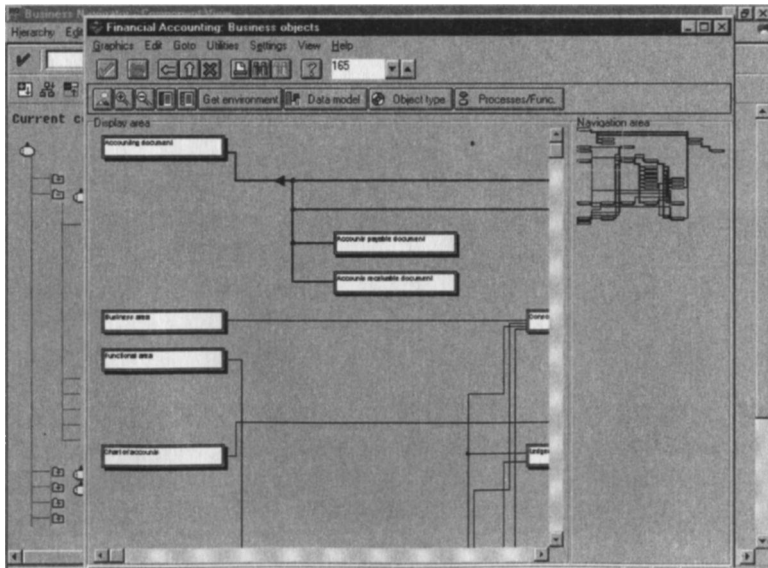
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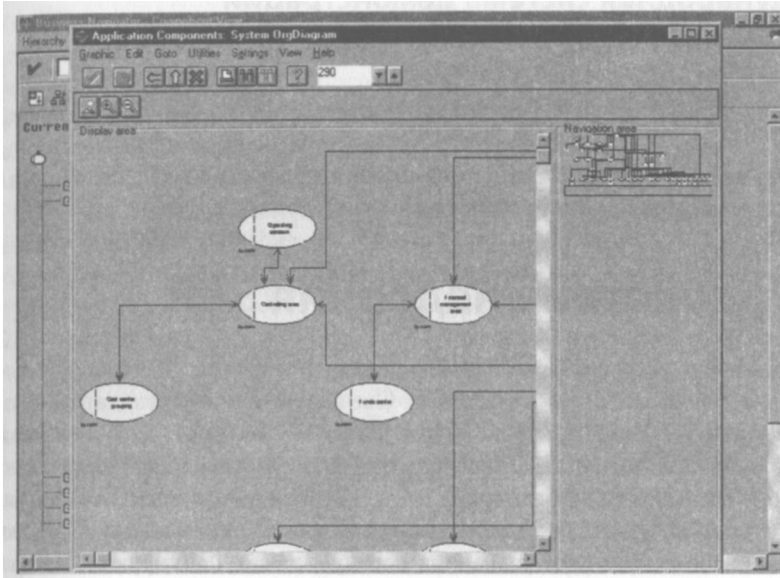
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5.5.



5.6.



5.7.

R/3

R/3

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Implementation Guide (IMG) —

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IGM

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12.

International Demo and Education System (IDES) —
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SAP (CSP).

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SAP R/3 Business Engineer
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: IDS Sheer ARIS,
Enterprise Charter.

Microsoft VISIO, IntelliCorp LiveModel
R/3
R/3.

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SAP.

SAP.

R/3

SAP « -
» (Event Driven Process

Chain,).

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Web

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SAP,
1995 , SAP -

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SAP R/3 3.0.
AcceleratedSAP.

AcceleratedSAP

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AcceleratedSAP

AcceleratedSAP (ASAP) —
1996

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(Question & Answer Database, Q&Adb)

ASAP

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SAP R/3. SAP
 R/3,

SAP, SAP

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SAP SAP,
5-7 -
(FI, , HR, SD, , Basis . .).

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SAP, SAP.

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SAP SAP -
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AcceleratedSAP, SAP :

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(Workflow) . . , SAP,

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AcceleratedSAP
 III. IV SAP.
 IV — -
 18 « SAP» 19 « SAP».

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- SAP 179
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, SAP -
(BPR), SAP.
BPR, -
SAP -

BPR -

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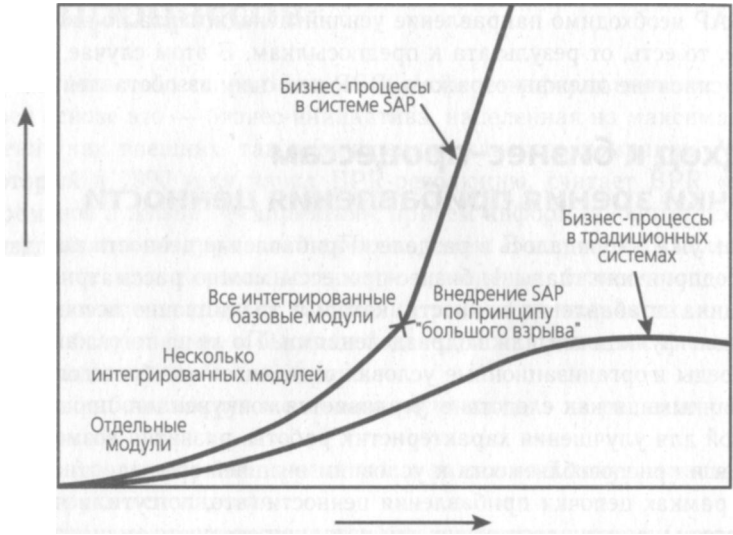
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TQM, ISO 9000 . .), -

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, ISO 9000, TQM ABM BPR, SAP -
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 SAP BPR, -
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BPR —

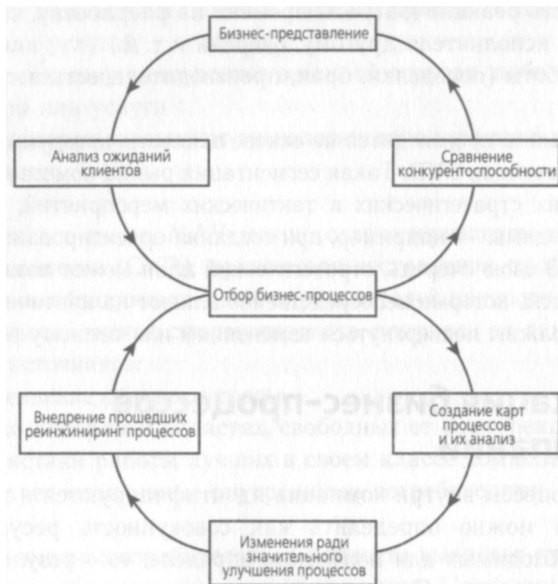
BPR

BPR

(Business Visioning),

BPR

BPR Business Visioning
6.3



6.3. Business Visioning BPR.

BPR

(Minimum Acceptance Value, MAV)

(Response Times, RT)

MAV,

MAV,

MAV,

(CVD) —

(Critical Success Factors, CSF),

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CVD.

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BPR —

(MAV)

(RT), MAV -

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, MAV
(CVD);

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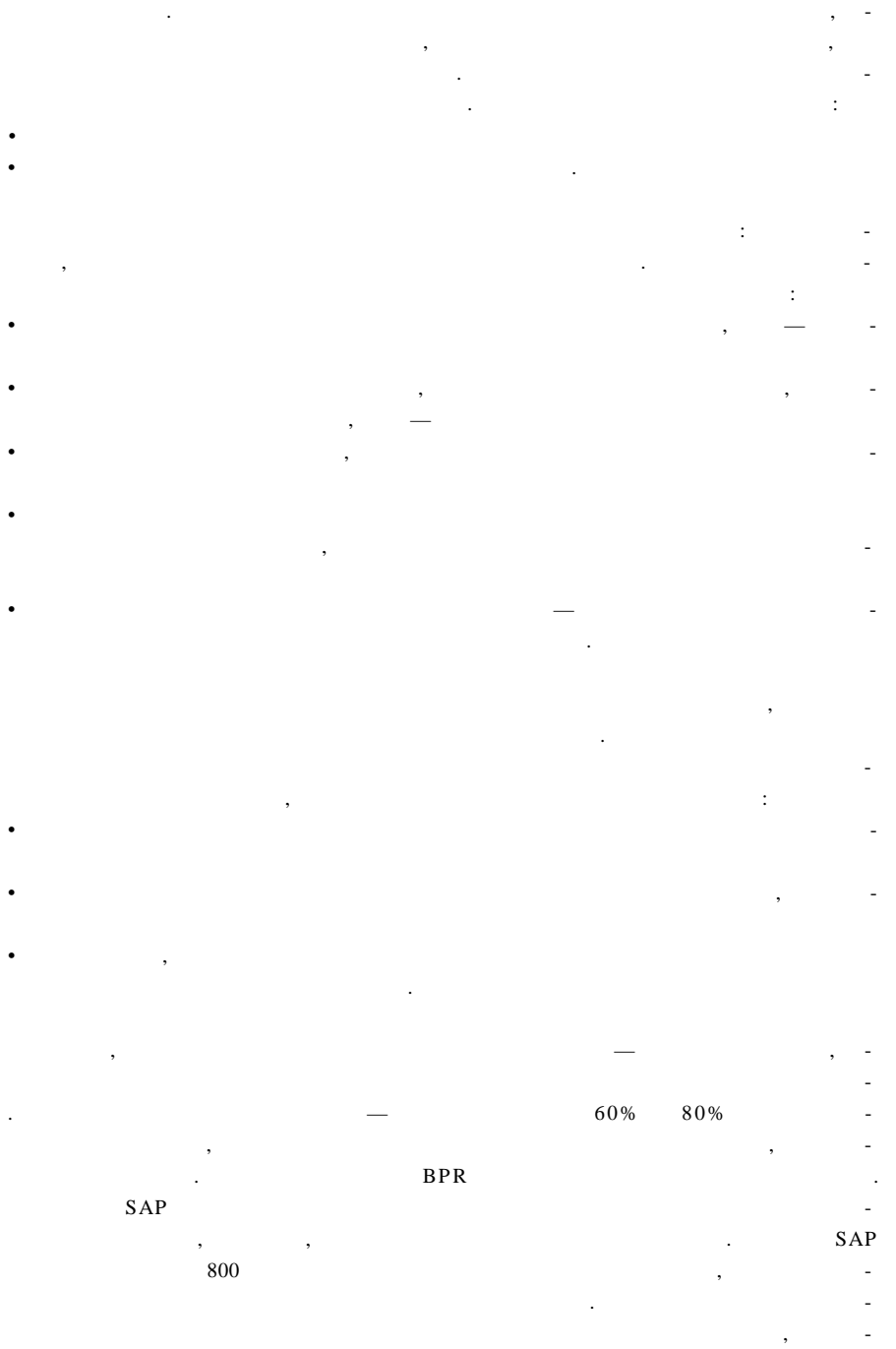
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SAP R/3 (Reference Model)

SAP

: IDS Sheer ARIS, Microsoft VISIO, IntelliCorp LiveModel

Enterprise Charter.

R/3

R/3.

R/3

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Event driven

Process Chain () — «

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Event driven Process Chain

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(Measures of Performances, MOP),

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| 8 | | 199 |
| 9 | SAP R/3 | 223 |

ERP

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SAP R/3. — SAP, -
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 . (GUI). -
 SAP, , -
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 SAP SAP -
 SAP 11 « -
 SAP», SAP -
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 SAP, , -
 (Help Desk). -
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 19 « SAP -
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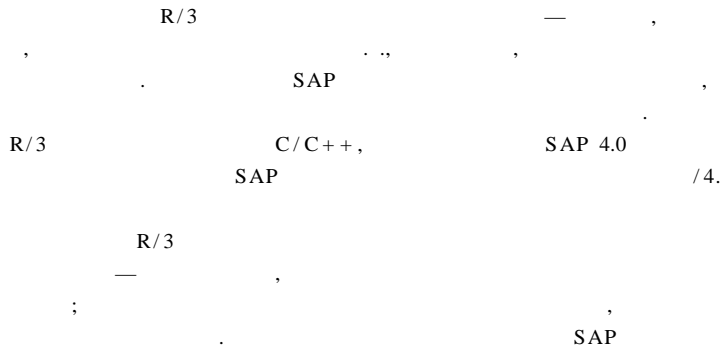
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SAP « » (Logical Unit of Work, LUW).

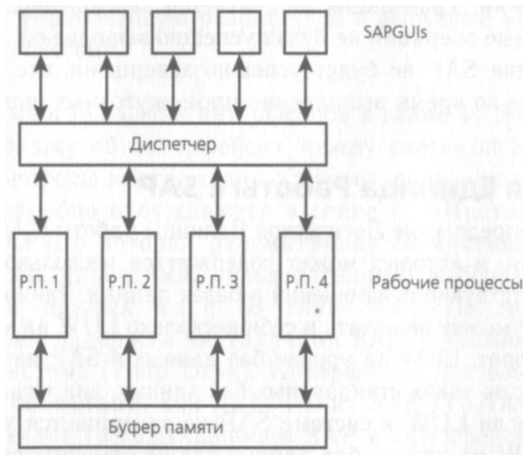
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SAP (LUW), -
SAP LUW LUW -
SAP LUW SAP Oracle, Informix . . -
LUW SAP , -
LUW SAP -
SAP (« -
(DBMS), »), -
(SAP), (-
SAP.



7.1



7.1.1.

SAP

SAP GUI,

/4,

« » (roll in) « » (roll out)

(SAP 3.0,

: « » (roll area) « » (paging area).

SAP.

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LUW

(CCMS),

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SAP LUW

SAP.

TEMSE (temporary sequential).

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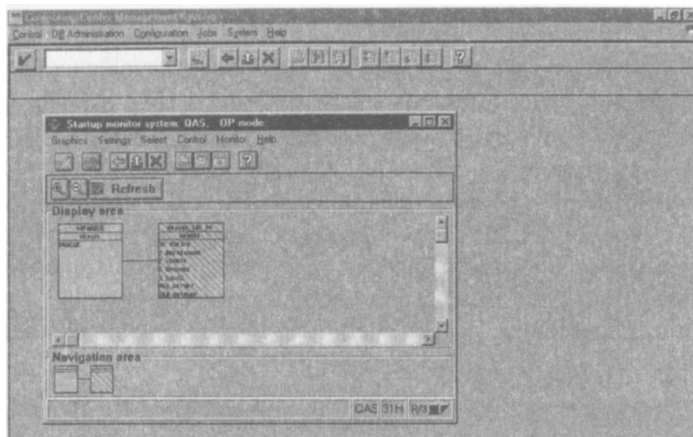
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R/3 R/2. -
CPI C. -

Computing Center Management System (CCMS) —

R/3, -
R/3, CCMS -
SAP. R/3; -
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7.2. Computer Center Management System.

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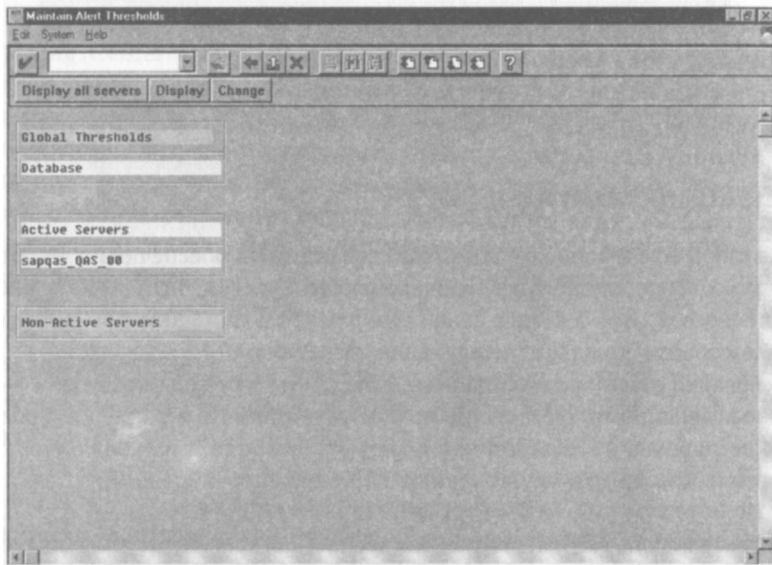
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CCMS

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SAP R/3,

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CCMS

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(release)

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SE06.
 (transport control program, tp).

Y Z.

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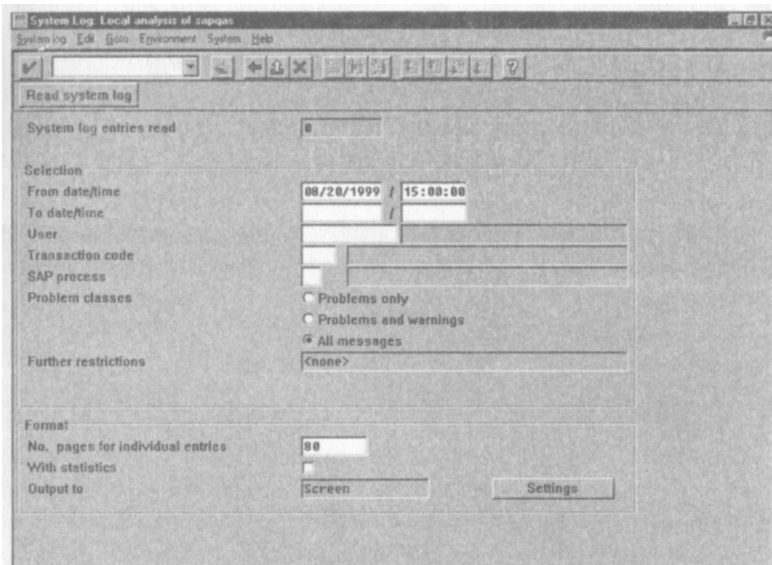
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R/3,

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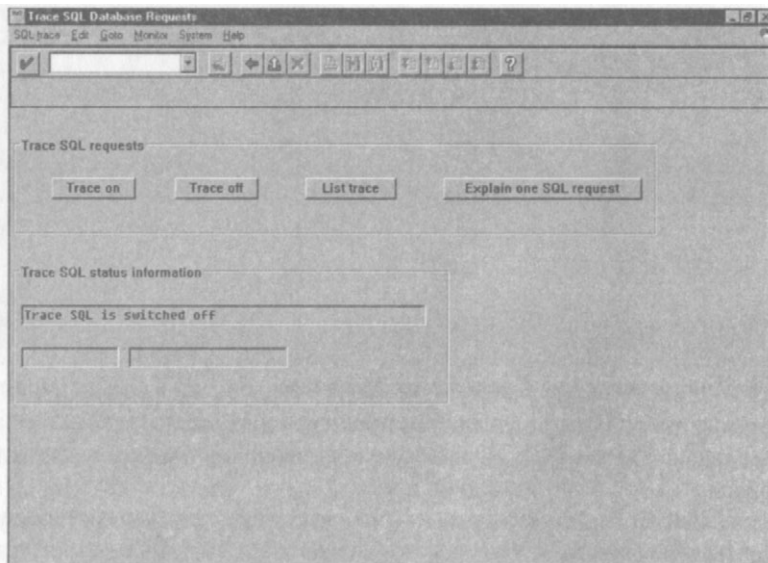
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SQL.



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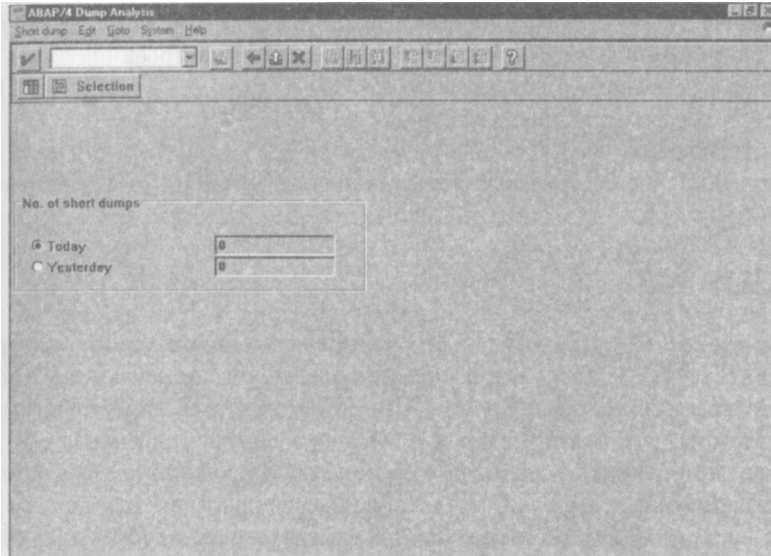
SQL.

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(Development Workbench)

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, SQL, —, SQL, SAP

R/3 Basis () : TCP/IP. Remote SQL. CPIC, RFC, ALE, EDI . . .

Call, RFC), (Remote Function SAP,

SAP , ,

Microsoft Windows.



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: SAPGUI

SAPGUI

(GUI) SAP
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| • | SAPscripts | 221 |
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/4 80 , -
 SAP R/3. R/
 /4. -
 R/2, -
 «Advanced Business Application
 Programming language* (),
 «Allgemeine Businessprozess Aufbereitungsprogramme».
 /4 COBOL Pascal, -
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 COBOL. , -
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 Oracle, DB2, Informix . . -
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SAP R/3

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SAP (BAPI) — -
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 Object, CDO), (Class Defining
 CDO,
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 8.1 (CDO) « ».
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R/3 4.0

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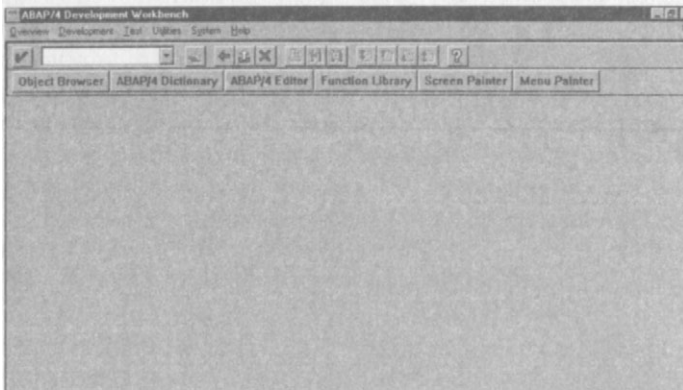
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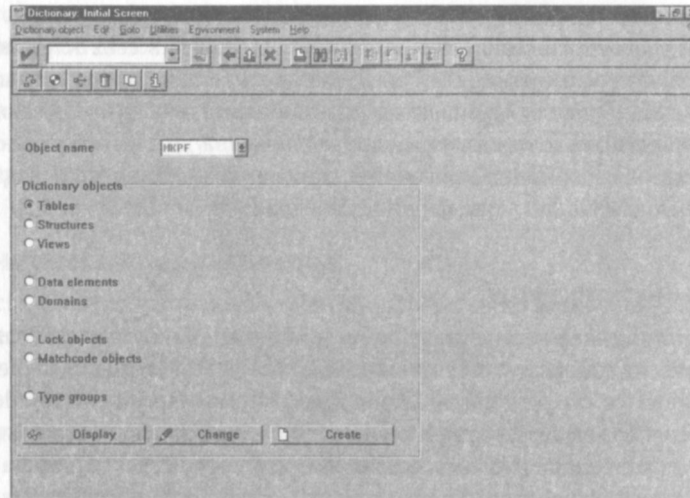
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Oracle, DB2, Informix

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CDO

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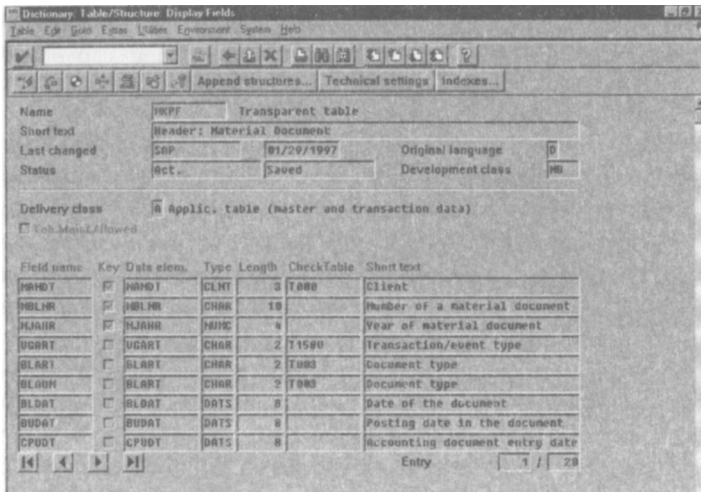
(CDO);

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Material Document Header.



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COPY

COBOL

INCLUDE

Pascal.

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SAP

(Matchcode objects)

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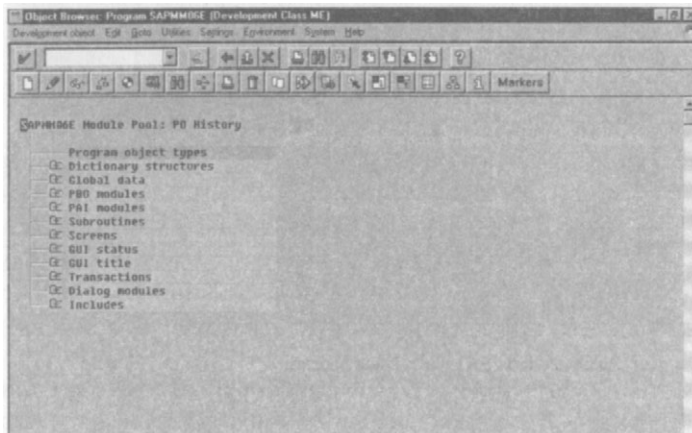
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Allowed" ().

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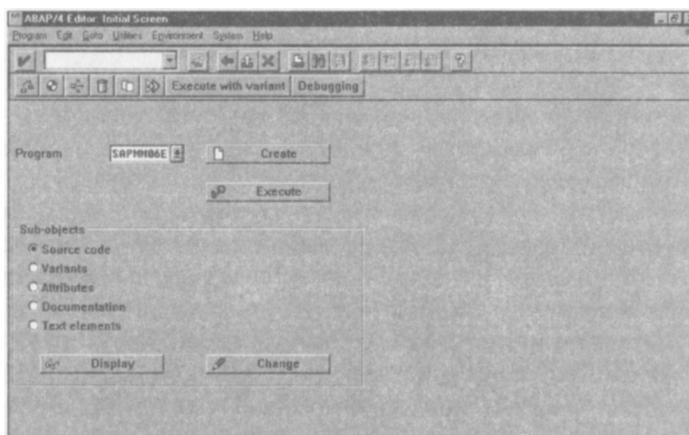
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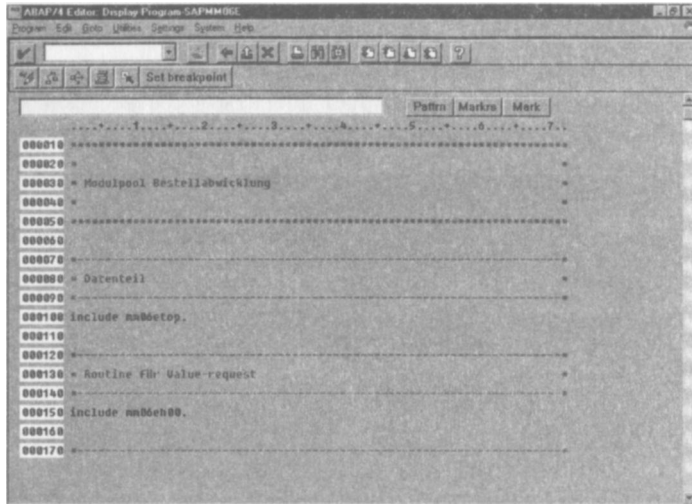
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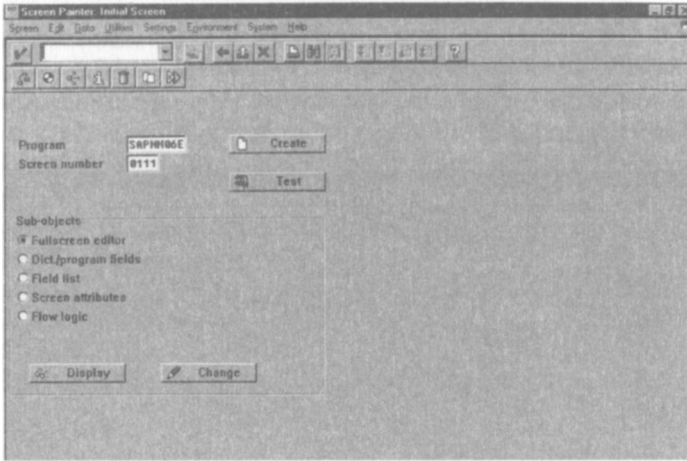
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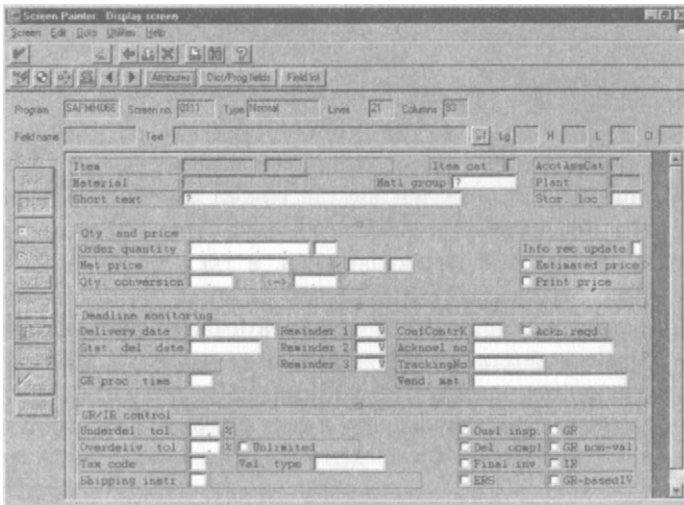
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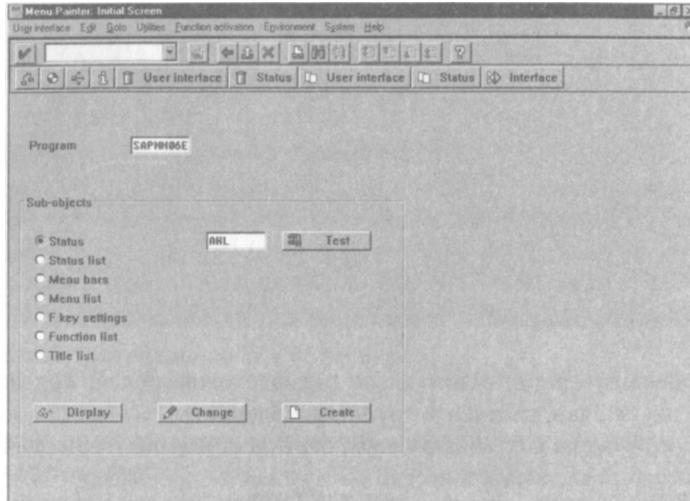
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SAP.

« GUI» (GUI status),

« SAP»

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SAP

(Common User

Access, CUA),

(SAA)

IBM.

SAP

, MS Windows

Motif

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SAP

R/3.

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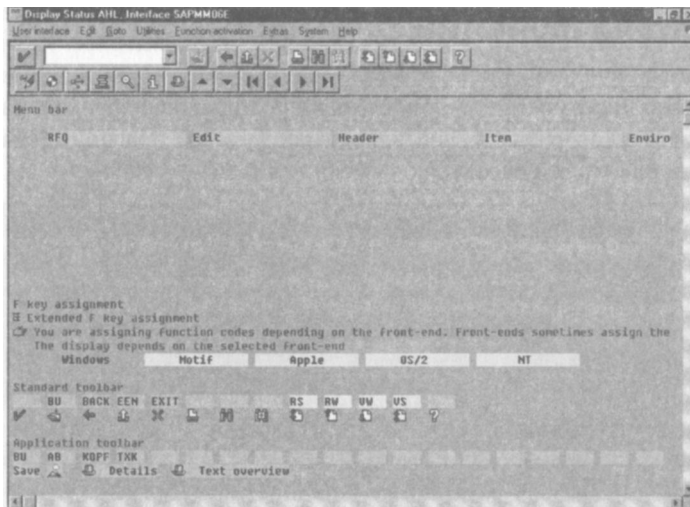
SAP.

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R/3,

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SAP.

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SAP — ,

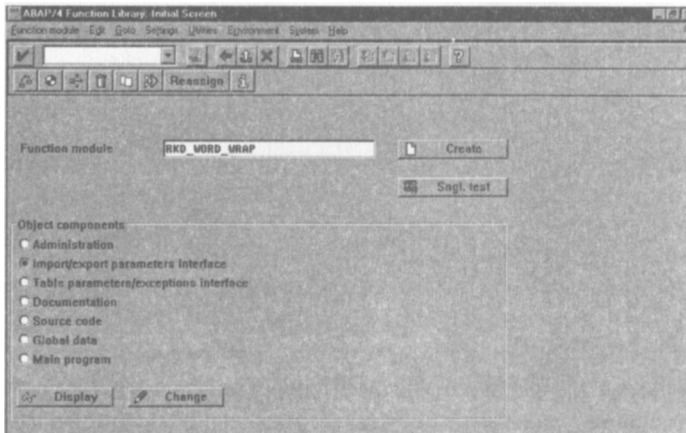
, SAP Microsoft Windows Microsoft Explorer.

SAP («MySAP.com» 4).

Area Menus

, Area menus
SAP. Area menus — ,

Builder) — « » (Function
- . 8.12
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(V, .).

Computer Aided Test Tool ()

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(Runtime Analysis)

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SQL

SQL Trace

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/4 — , DATA, TYPES, TABLES.

, SELECT.

ADD, SUBTRACT, MOVE, COMPUTE.

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DO, WHILE, IF, CASE, PERFORM.

— Pfn, GET/SET, END OF PAGE, AT USER COMMAND,
AT LINE SELECTION.

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COBOL.

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: Oracle, DB2, Informix .. -
R/3 , OpenSQL
SQL. -
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, CASE, «DO» ..

SAP

SAP , 4 -

(lists).

dynpro. , -

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PERFORM.

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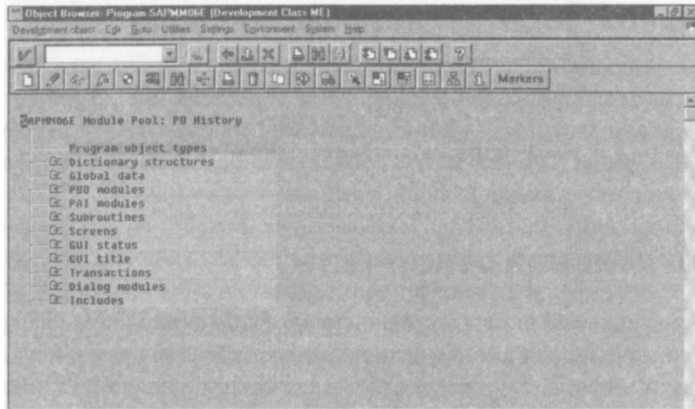
(dynpro),

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SET SCREEN CALL SCREEN

Flow Logic

PROCESS BEFORE OUTPUT PBO
PROCESS AFTER INPUT PAI

PROCESS ON VALUE REQUEST POV
PROCESS ON HELP REQUEST POH

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Excel

Microsoft

SAPscripts

SAPscript —

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SAPscripts

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SAPscripts

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R/3 4.0

« System Migration Workbench, LSMW).

» (Legacy

R/3.

R/3.

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CALL TRANSACTION

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(FI CO)

Controlling, FI CO).

(Finance and

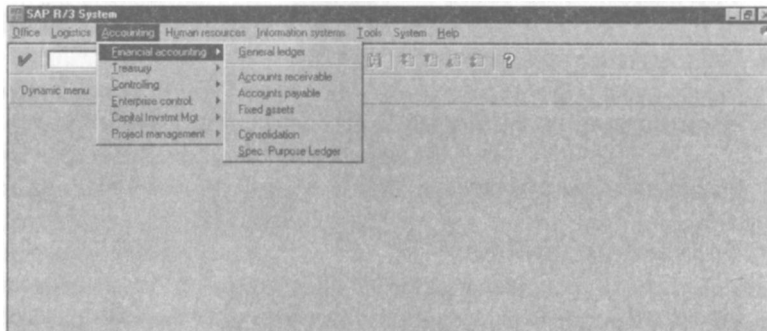
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Promise, ATP)

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- SAP -
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- SAP -
- SAP (Sales Information System), -
- (Early Warning Systems), -
- SAP -
- SAP -
- SAP () -
- SAP -
- SD (Materials Management, MM) -

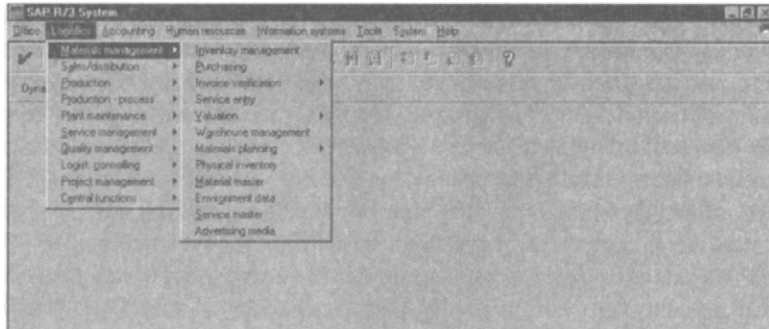
- (Production Planning,) — (Sales & Operations Planning, SOP),
- (Finance, FI) —

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• (Sales and Distribution, SD) — -

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(MRP),

- (Quality Management, QM) —
- (Plant Maintenance,) —

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SAP Production Planning ()

SAP R/3.

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MRP II

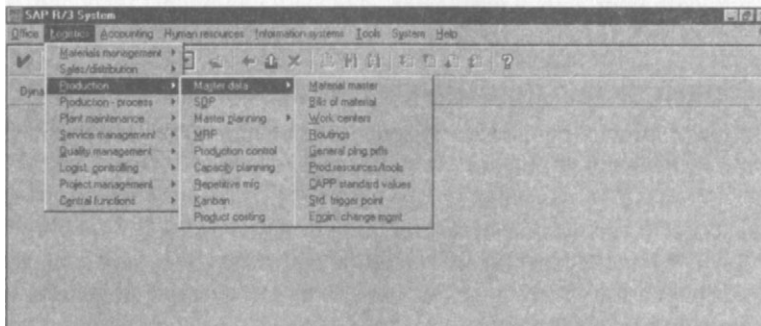
Production Scheduling, MPS)

MRP

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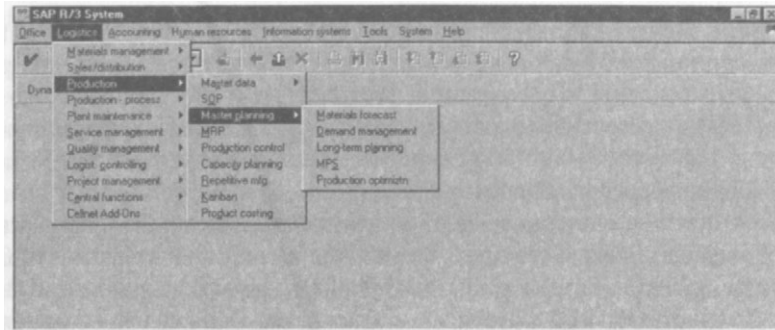
Data) (. 9.4 9.5)

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 » (QM) «
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MPS MRP

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MRP, MPS.

- SAP

MPS (Bill Of Materials, BOM), MRP

- SAP MRP, MRP, ().
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(Materials Management, MM) —

(Quality Management, QM) —

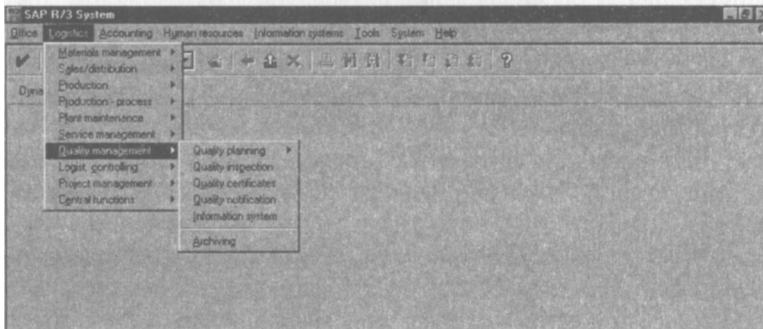
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- (Plant Maintenance,) —
- (Human Resources, HR) —

(QM)

Quality Management (QM)

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- (Sales and Distribution, SD) —

- (Quality Management, QM) —

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- (Plant Maintenance,) —

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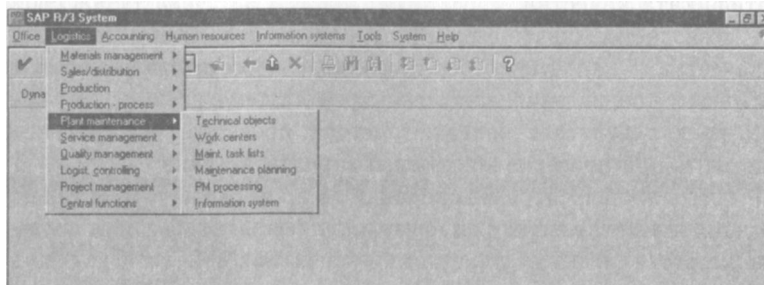
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• (Materials Management, MM) — -

• (Production Planning,) — -

• (Quality Management, QM) — -

(HR)

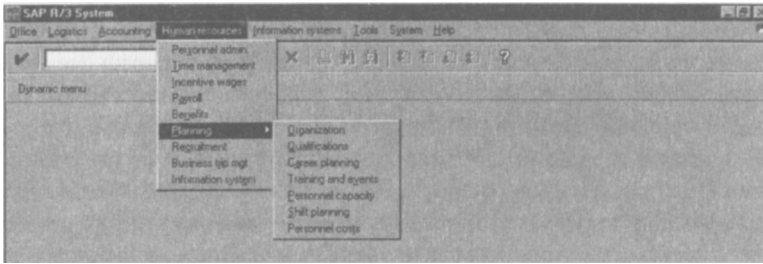
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- HR (Human Resources) —
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- (Sales and Distribution, SD) —
- (Production Planning,) —

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SAP Solutions (IS), SAP (Industry Specific R/3. 1998) SAP 19

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(ICOE),
(Strategic

Business Units, SBU).

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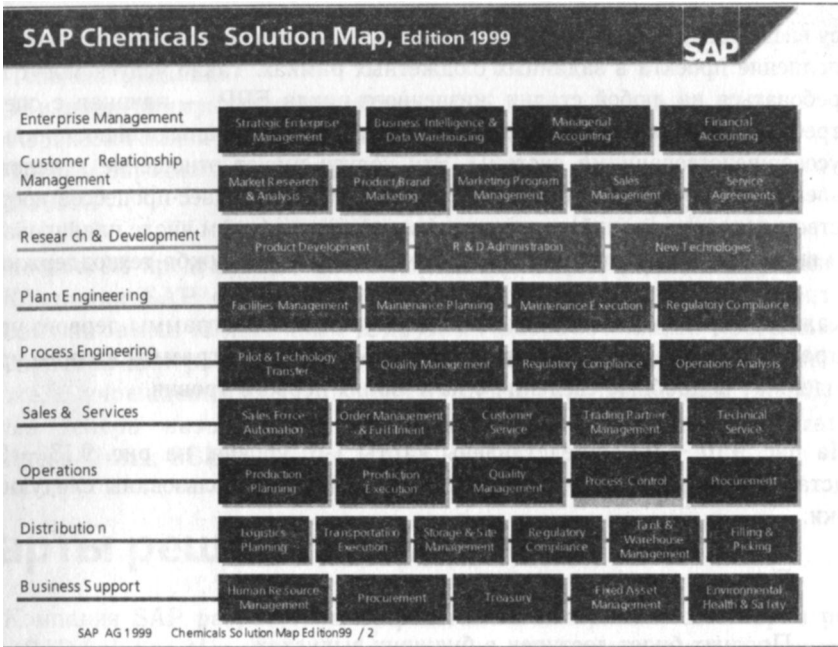
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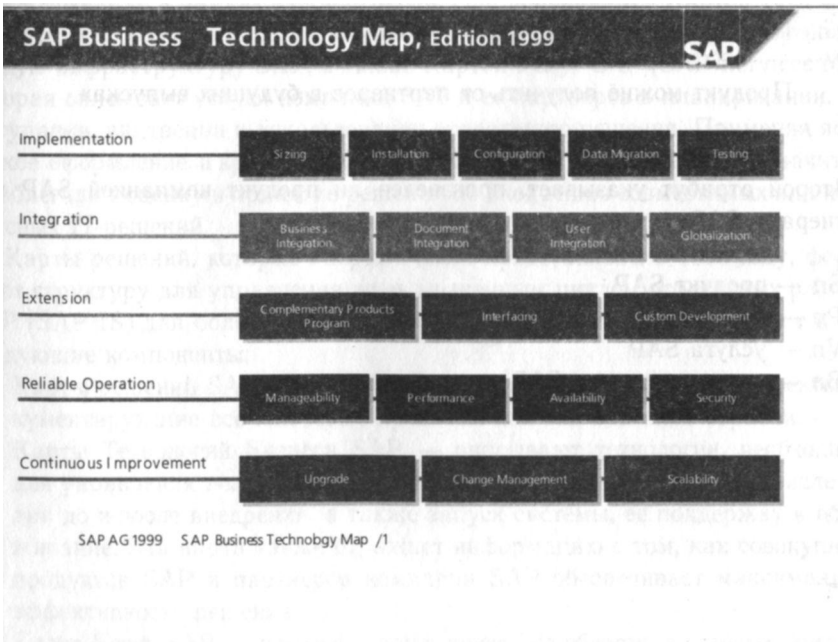
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- — SAP
- Vn — SAP
- Bn — SAP



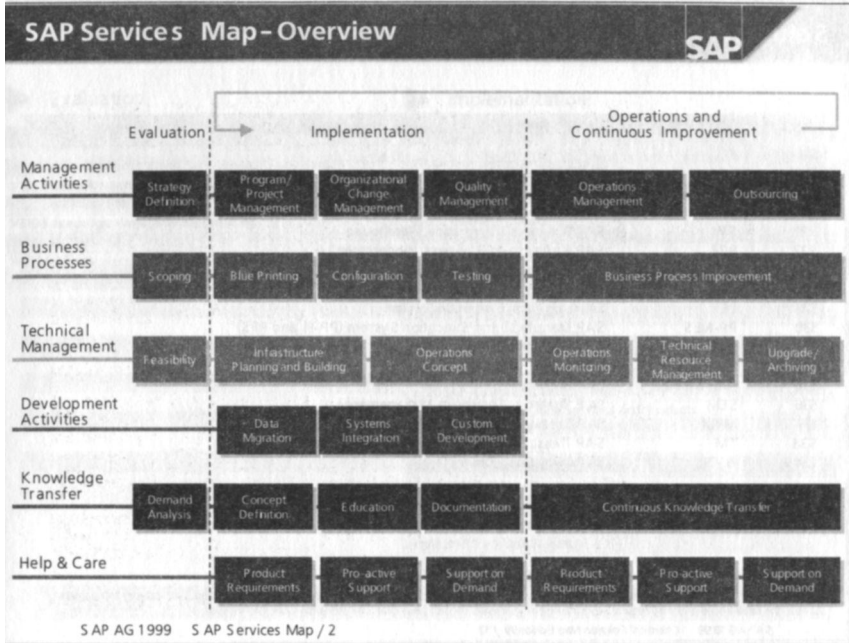
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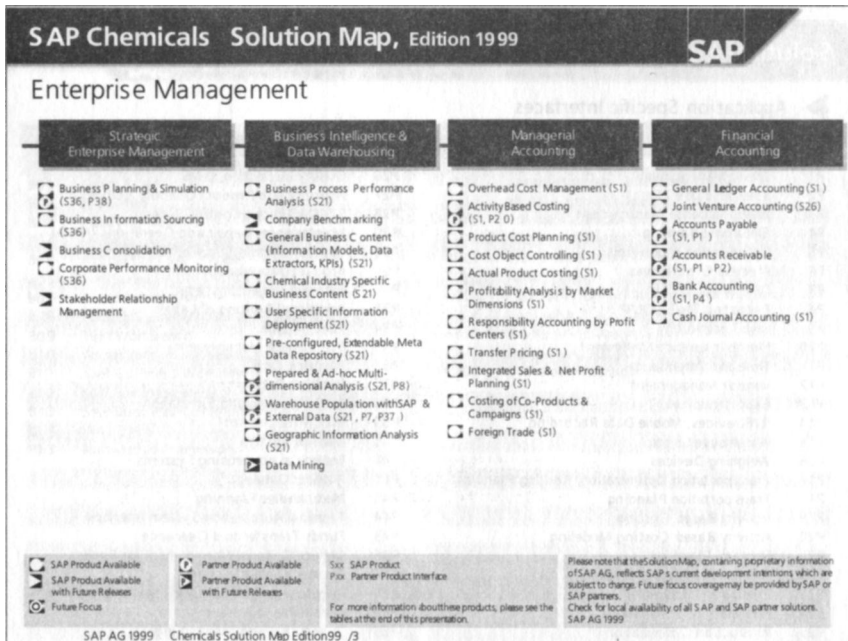


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SAP —



9.12. SAP —



9.13. SAP — 2

Solution Map Product Table

| Key | Component | Description |
|------|---------------|--|
| S1 | FI | SAP R/3 Financials |
| S2 | LO | SAP R/3 Logistics |
| S3 | HR | SAP R/3 Human Resource Management |
| S20 | APO | SAP Advanced Planner & Optimizer |
| S21 | BW | SAP Business Information Warehouse |
| S22 | B2B | SAP Business-to-Business Procurement |
| S25 | EH&S | SAP Environmental Health & Safety |
| S26 | JVA | SAP Joint Venture Accounting |
| S28 | LES | SAP Logistics Execution System |
| S30 | PP-MES | SAP Manufacturing Execution System (PP-Pi and PFS) |
| S32 | SAP Marketing | SAP Marketing |
| S33 | SAP Sales | SAP Sales |
| S34 | SAP Service | SAP Service |
| S36 | SEM | SAP Strategic Enterprise Management |
| S37 | MRM | SAP Treasury Market Risk Management |
| S38 | TM | SAP Treasury Transaction Management |
| S240 | IS-OIL | SAP Oil & Gas - Downstream |

A variety of SAP products support the functions and processes in the SAP Solution Maps. The products that make up this SAP industry solution are listed in the table above and may require separate licensing. Please contact your local SAP office for more information.

SAP AG 19 99 Chemical Solution Map Edition 99 / 12

9.14.

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Solution Map Partner Interface Table

Application Specific Interfaces

| Key | Description | Key | Description |
|-----|---|-----|--|
| P1 | Credit Management | P26 | Quality Inspection, LIMS |
| P2 | Sales and Use Tax | P27 | Hydrocarbon Product Quantity Conversion |
| P3 | Travel Expense Management | P28 | SCADA, Process Control Systems |
| P4 | Electronic Banking | P29 | Maintenance, Repair and Operations (MRO) |
| P5 | Optimization Algorithms | P30 | Component and Supplier Management |
| P6 | Process Engineering | P31 | Product Data Management |
| P7 | Data Migration | P32 | External Project Systems |
| P8 | Reporting Tools, OLAP | P33 | Additional Printing of Labels |
| P9 | Web Technology | P34 | Point of Sale |
| P10 | Health Insurance Settlement | P35 | Shelf Space Management |
| P11 | Time and Attendance | P36 | Payment Card |
| P12 | Vendor Management | P37 | Decision Support |
| P13 | Export Invoices | P38 | ABC Modeling and Simulation |
| P14 | R/F Devices, Mobile Data Recording | P39 | Risk Management |
| P15 | Warehouse Control | P40 | Medical System |
| P16 | Weighing Devices | P41 | Technical Advertising Systems |
| P17 | Transportation Optimization, Routing Planning | P42 | Product Catalog |
| P18 | Transportation Planning | P43 | Merchandise Planning |
| P19 | Activity Based Costing | P44 | Terminal Automation System Interface |
| P20 | Activity Based Costing Modeling | P45 | Funds Transfer and Clearance |
| P21 | Demand Planning | P46 | Service Channel Management for Banks |
| P22 | Demand Resource Planning | P47 | Cashier/Teller Systems |
| P23 | Production Orders | P48 | Regulatory and Statutory Reporting for Banks |
| P24 | Process Control Systems | P49 | Outage Management |
| P25 | Production Optimization | P50 | Scheduling and Dispatching |

SAP AG 19 99 Telecommunications Solution Map Edition 99 / 11

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Services Map – Services Table SAP

| Evaluation | | Implementation | |
|------------|---|----------------|---|
| Key | Description | Key | Description |
| V101 IT | Strategy Consulting - SAP Strategy Consulting | V110 | Implementation Consulting |
| V102 | Evaluation and Business Case Consulting | V111 | Program Management Consulting |
| V103 | Feasibility Study | V112 | Project Management Consulting |
| V310 | Knowledge Management Consulting | V113 | TeamSAP Coaching |
| V400 | SAP Team SAP Support | V114 | Development of Add-Ons/Custom Application Development |
| V450 | SAP Net | V115 | Project Review Services |
| V451 | SAP Net Self Services | V120 | Technical Operations Consulting |
| | | V122 | Legacy System Migration |
| | | V123 | R/2 - R/3 Migration |
| | | V130 | SAP Remote Consulting |
| | | V210 | SAP Concept Review for Custom Developments |
| | | V310 | Knowledge Management Consulting |
| | | V320 | SAP Education Services and Products |
| | | V330 | SAP Documentation Services and Products |
| | | V400 | SAP TeamSAP Support |
| | | V401 | SAP Support Line |
| | | V402 | SAP Online Correction Service |
| | | V410 | SAP Roll-In of Development Requests |
| | | V430 | SAP Go/Live Check |
| | | V440 | SAP EarlyWatch |
| | | V441 | SAP EarlyWatch Alert |
| | | V450 | SAP Net |
| | | V451 | SAP Net Self Services |

SAP AG 1999

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SAP Business Technology Reference Table SAP

| Key | Description | Key | Description |
|-----|-----------------------------------|-----|------------------------------------|
| B00 | SAP Business Framework Technology | B16 | SAP GUI |
| B01 | Quick Sizer | B17 | Complementary Software Program |
| B02 | R/3 Setup | B18 | Mobile User Middleware |
| B03 | Ready-to-Run R/3 | B19 | Interface Adviser |
| B04 | Implementation Guide | B20 | ABAP Workbench |
| B05 | Accelerated SAP - Tools | B21 | Transport System |
| B06 | SAP Script | B22 | ABAP Objects |
| B07 | Session Manager | B23 | Computing Center Management System |
| B08 | Legacy System Migration Workbench | B24 | liveCache |
| B09 | Test Workbench | B25 | Modification Assistant |
| B10 | Application Link Enabling | B26 | Upgrade Assistant |
| B11 | SAP Business Workflow | B27 | SAP Patch Manager |
| B12 | SAP Business Documents | | |
| B13 | SAP Business Communication | | |
| B14 | Web-Basis | | |
| B15 | Knowledge Framework | | |

A variety of components and features of SAP Business Technology support the requirements listed in the SAP Business Technology Map. These are listed in the table above and may require separate licensing. Please visit our SAP Business Technology Web page at www.sap.com/technology/ or contact your local SAP office for more information.

9.17. SAP, 2 .

SAP Business Technology Map, Edition 1999

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Implementation

Additional Revision:
 SAP Partner Solutions

| Sizing | Installation | Configuration | Data Migration | Testing |
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| <ul style="list-style-type: none"> <input type="checkbox"/> Proven, Cost-Effective Sizing Methodology (B01) | <ul style="list-style-type: none"> <input type="checkbox"/> Complete System Installation Procedure (B02) <input type="checkbox"/> Choice of Preinstalled & Pre-Configured Best-Practice Systems (B03, PH) | <ul style="list-style-type: none"> <input type="checkbox"/> Analysis & Optimization of Business Processes (B04) <input type="checkbox"/> Business Scoping & Customization (B04) <input type="checkbox"/> Graphical Business Form Layout (B06, P203) | <ul style="list-style-type: none"> <input type="checkbox"/> Data Conversion & Transport from Existing Legacy Systems (B08, P208) | <ul style="list-style-type: none"> <input type="checkbox"/> Business Process Testing (B09) <input type="checkbox"/> Performance Analysis (B09) <input type="checkbox"/> Volume & Stress Testing (B09, P210) |
| <ul style="list-style-type: none"> <input type="checkbox"/> Based on Business Requirements stated as Business-Oriented Figures (B01) <input type="checkbox"/> Balanced Set of Needed Hardware Components (B01) <input type="checkbox"/> Online, Interactive, Up-to-Date Sizing (B01) <input type="checkbox"/> Cooperation of Hardware Vendors & Solution Provider (B01) <input type="checkbox"/> Sizing Reference Database | <ul style="list-style-type: none"> <input type="checkbox"/> Unattended Installation & User Language Enabling of Presentation Clients (B02) <input type="checkbox"/> Online Access to Sizing Results (B01) <input type="checkbox"/> Fast Installation Process (B02, B03) <input type="checkbox"/> Certified Installation Partners (B00) | <ul style="list-style-type: none"> <input type="checkbox"/> Industry-Specific Best-Practice Reference Models (B00) <input type="checkbox"/> Visual Business Process Modeling (P107) <input type="checkbox"/> Tracking & Documentation of Business Process Mapping (B00) <input type="checkbox"/> Personalized, User-Group Specific Functionality & Layout (B07, B16) | <ul style="list-style-type: none"> <input type="checkbox"/> Planning & Resource Checking of Migration Process (B08) <input type="checkbox"/> Consistency & Completeness Check (B08) <input type="checkbox"/> Documentation & Migration Auditing (B08) <input type="checkbox"/> Migration in Heterogeneous Environments (B08, P208) | <ul style="list-style-type: none"> <input type="checkbox"/> Planning & Execution of Entire Test Process (B09) <input type="checkbox"/> Recording Functionality (B09) <input type="checkbox"/> Structured Combination of Test Tasks (B09) <input type="checkbox"/> Automated Test Runs (B09) <input type="checkbox"/> Regression Testing (B09) <input type="checkbox"/> Integrated Documentation of Test Results (B09) <input type="checkbox"/> Incorporation of External Applications in Test Process <input type="checkbox"/> Logging & Reporting (B09, P210) |

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| <ul style="list-style-type: none"> <input type="checkbox"/> SAP Component Feature Available <input type="checkbox"/> SAP Component Feature Available with Future Releases <input type="checkbox"/> Future Focus | <ul style="list-style-type: none"> <input type="checkbox"/> Partner Product Available <input type="checkbox"/> Partner Product Available with Future Releases | Box SAP Business Technology Partner Interface
For more information about SAP Business Technology components and features, please see the tables at the end of this booklet. | Please note that the SAP Business Technology Map, containing proprietary information of SAP AG, reflects SAP's current technology development intentions, which are subject to change. Future focus coverage may be provided by SAP or SAP partners. Check for local availability of all SAP and SAP partner solutions. © SAP AG 1999 |
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SAP AG 1999 SAP Business Technology Map / 3

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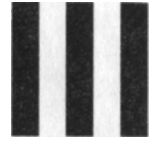
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(Chief Executive Officer, CEO)

(Chief Operating Officer, COO)

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Logistics

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SAPGUI (WAN), (LAN), LAN,

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R/3 Release 4.0 R3Setup
InstGUI, R3Setup
RDBMS — Oracle, Informix UNIX NT
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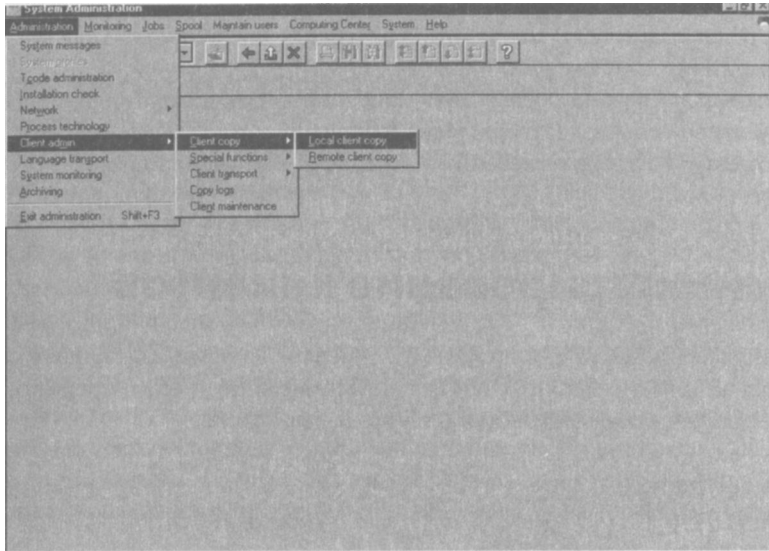
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11.2

The screenshot shows a window titled "Define Background Job" with a menu bar (Job, Edit, Goto, System, Help) and a toolbar. Below the toolbar are two tabs: "Start date" and "Steps". The main area is divided into sections:

- General data:** Includes fields for "Job name", "Job class", "Status" (set to "Scheduled"), and "Target host".
- Job start:** A large empty text area.
- Job frequency:** A large empty text area.

11.2.

The screenshot shows a window titled "Select Background Jobs" with a menu bar (Job, Edit, Goto, System, Help) and a toolbar. The main area contains the following fields and sections:

- Job name:** A text field with an asterisk (*) as a placeholder.
- User name:** A text field containing "TEST".
- Start date:** A section with "From" and "To" rows. Each row has a "Date" field (both containing "08/20/1999") and a "Time" field.
- or start after event:** A text field.
- Further selection criteria:** A section with three columns of checkboxes:
 - Only jobs with status:** Includes "Scheduled", "Released", "Ready", "Active", "Finished", and "Terminated", all of which are checked.
 - More:** Includes "Jobs without start date" and "Jobs with previous job", both of which are unchecked.

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SAP_ALL SAP_NEW.
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EARYWATCH GoingLive Check,
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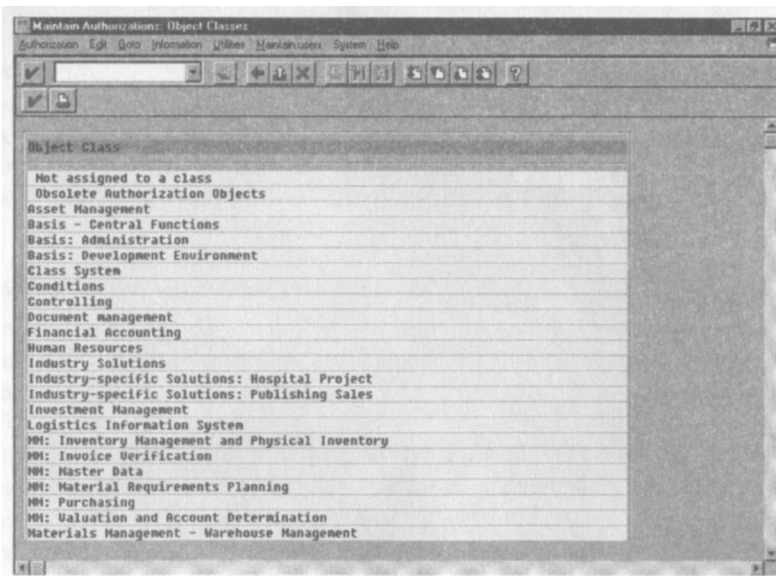
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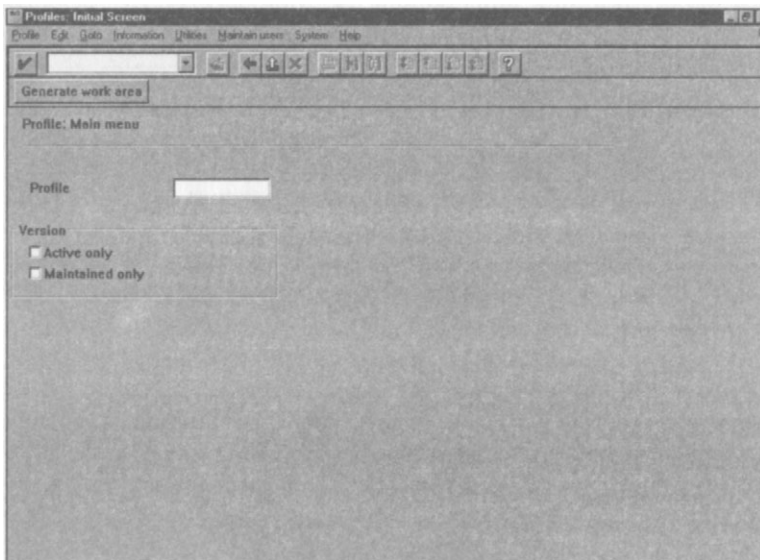
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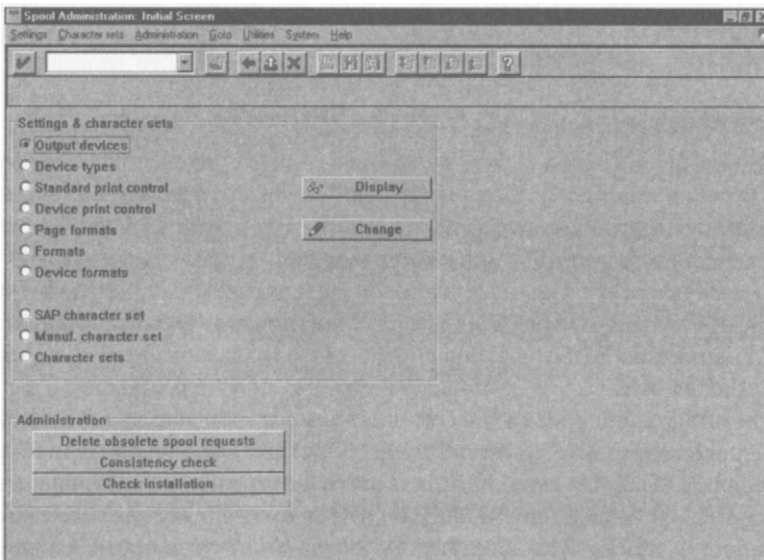
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(Profile Generator)

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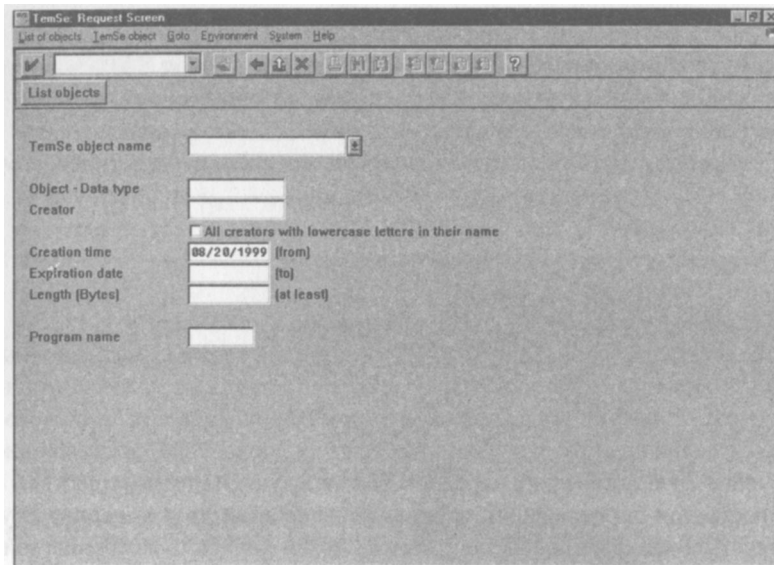
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(Optical Character Recognition, OCR).

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- — Windows NT AS/400
- L — UNIX
- S — LPDHOST SAP
- U — LPDHOST Berkley
- F —
- — (Output Management System,
- OMS)
- P —
- I — (, ArchiveLink)
- X — SAPcomm (,)
- Z — IBM AFP (, IBM S/390).

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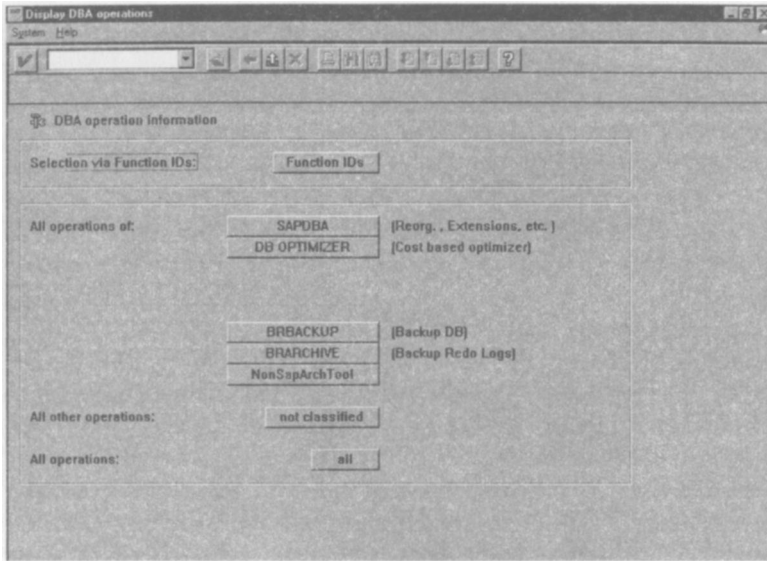
OMS (LOMS),
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external Output Management ().

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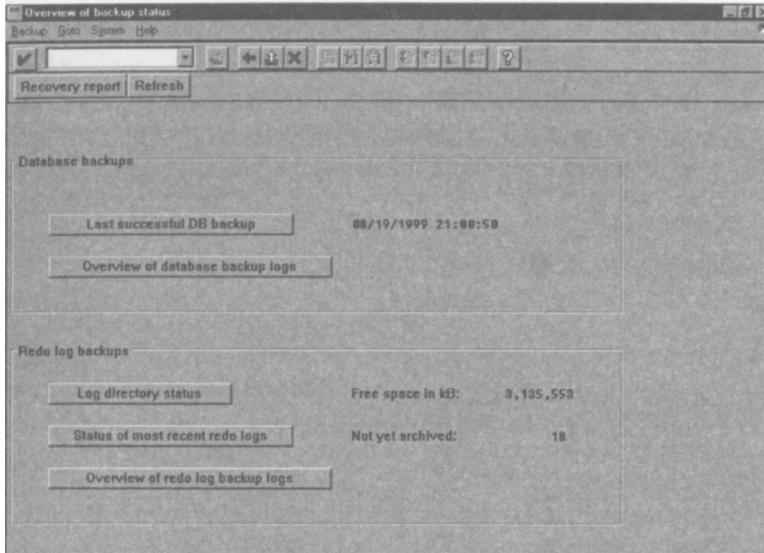
- SAPDBA —

- BRBACKUP —

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- BRRESTORE —

- BRARCHIVE —



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- ASAP? 302
- ASAP 307
- ASAP, BPR 307
- ASAP 308
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(Computer aided soft-

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(Computer aided software implementation, CASI),

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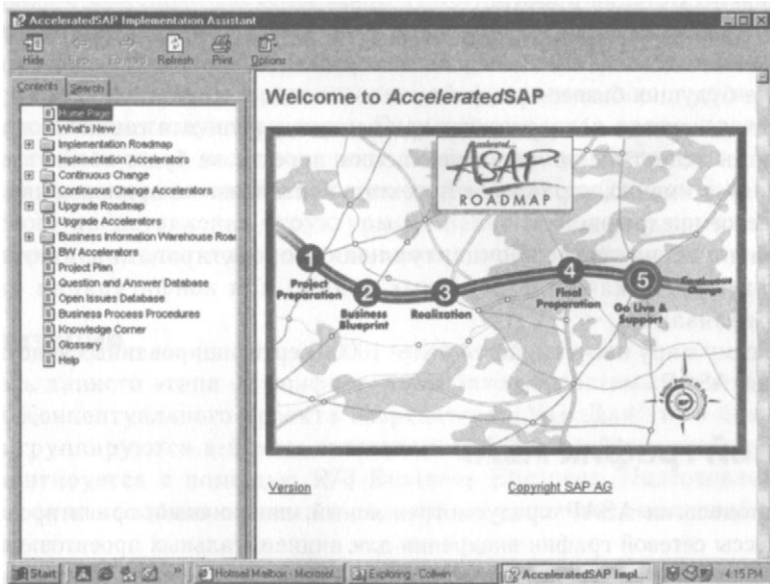
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- (Roadmap) ,
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R/3 IDES (Information and Design Education),
R/3 Business Engineer.

Blueprint), « » (Business

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R/3 Business Engineer.

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(Business Process Master List,
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Implementation Guide (IMG) SAP R/3 -

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• IMG (Enterprise IMG)
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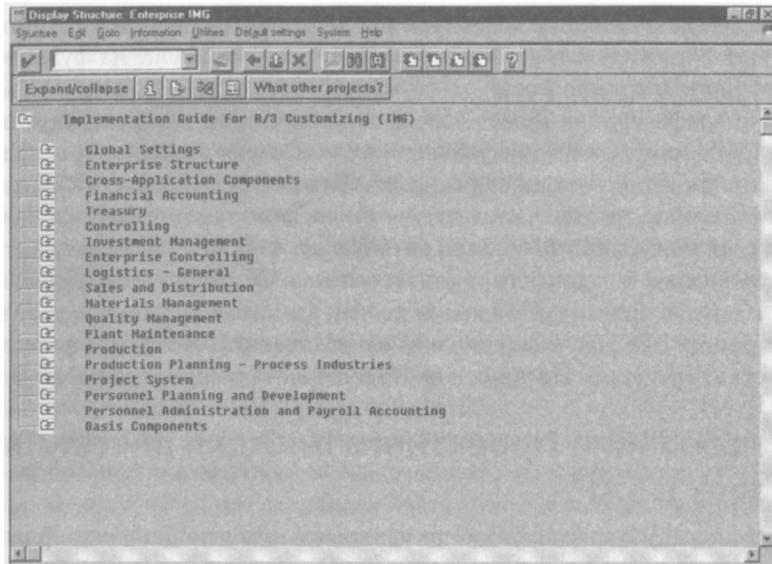
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IMG 12.2.

SAP

- (Client) — SAP
R/3, -
- SAP
(Company code) — ,
- (Chart of accounts) — ,
- (Credit control area) — , -
- (Business areas) — ,



• 12.2.

IMG

(Controlling area) —

(Operating concern) —

SAP

(Plant) —

(Sales organization) —

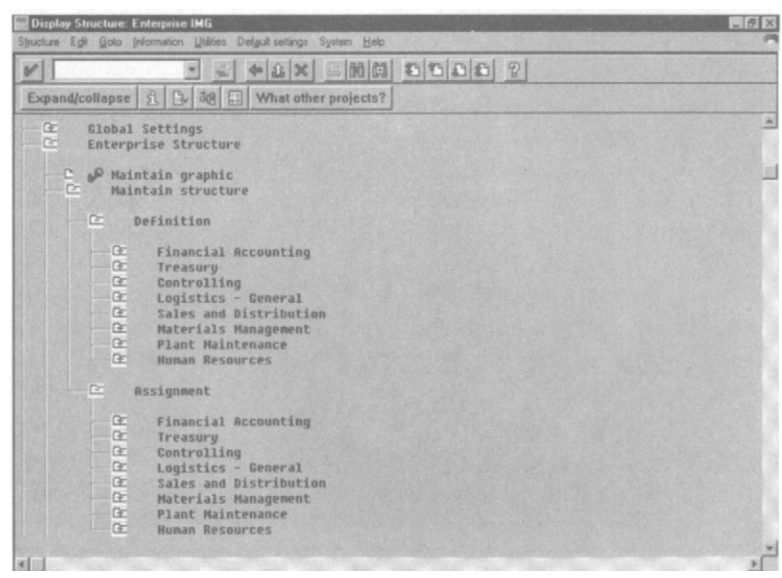
(Sales distribution channel) —

(Sales division) —

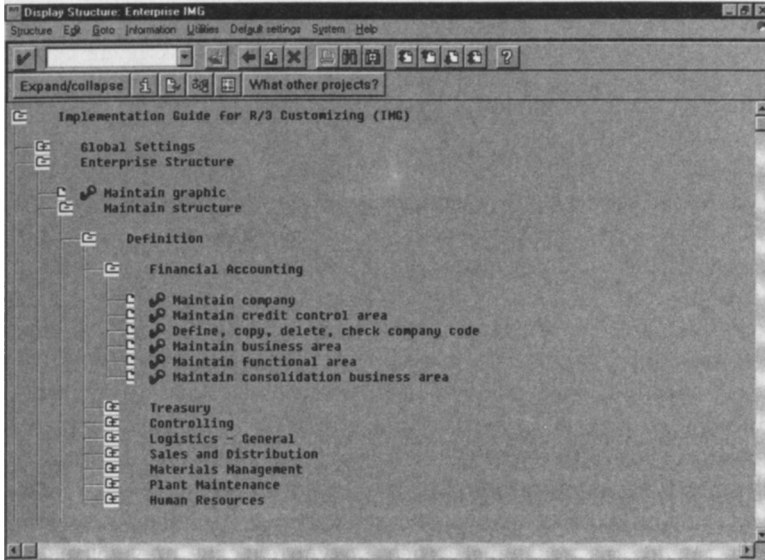
(Sales area) —

- (Purchasing organization) —
- (Storage locations) —
- (General Ledger account) —
- (House Bank and Bank Account) —
- (Vendor Master) —
- (Customer Master) —

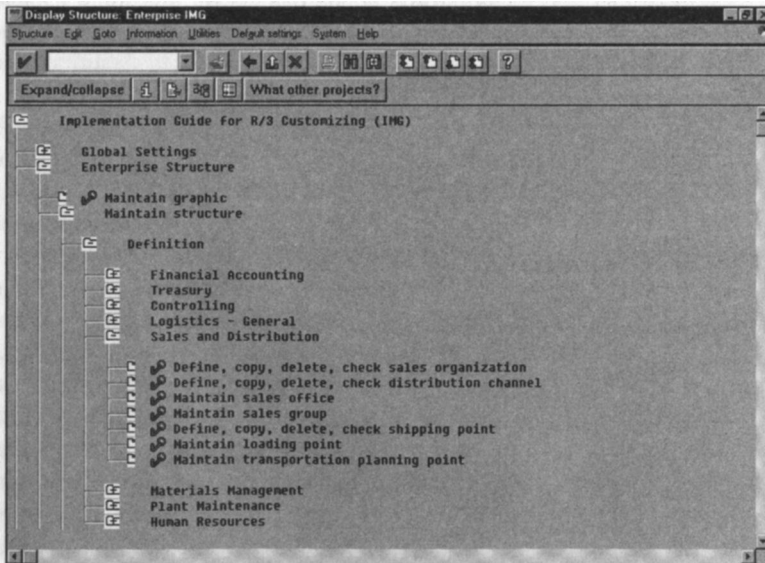
12.3 — 12.11



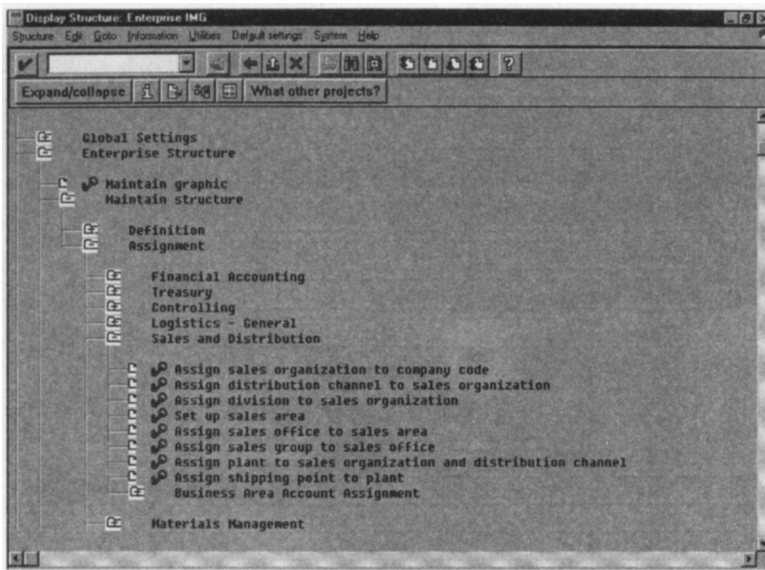
12.3. IMG



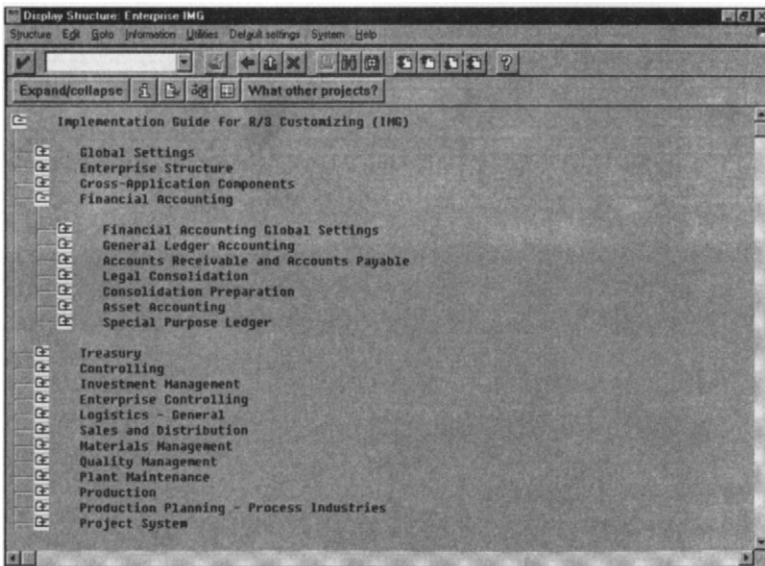
12.4. *IMG* ,



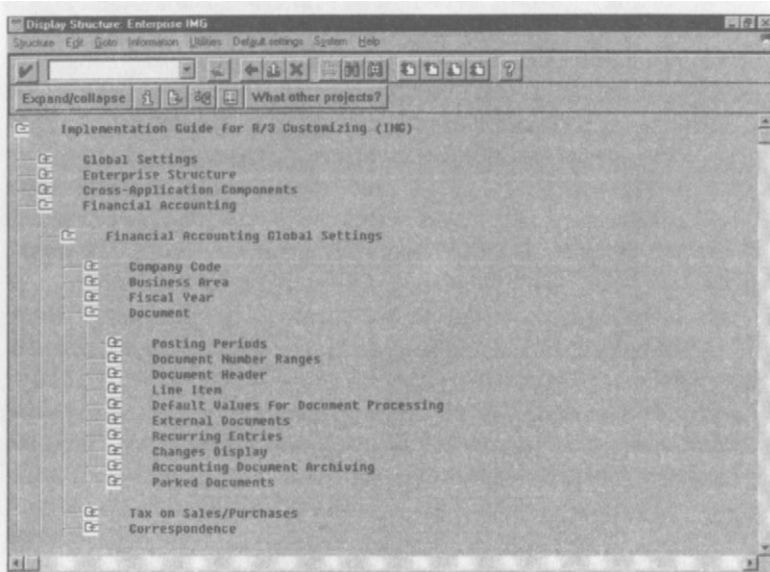
12.5. *IMG* ,



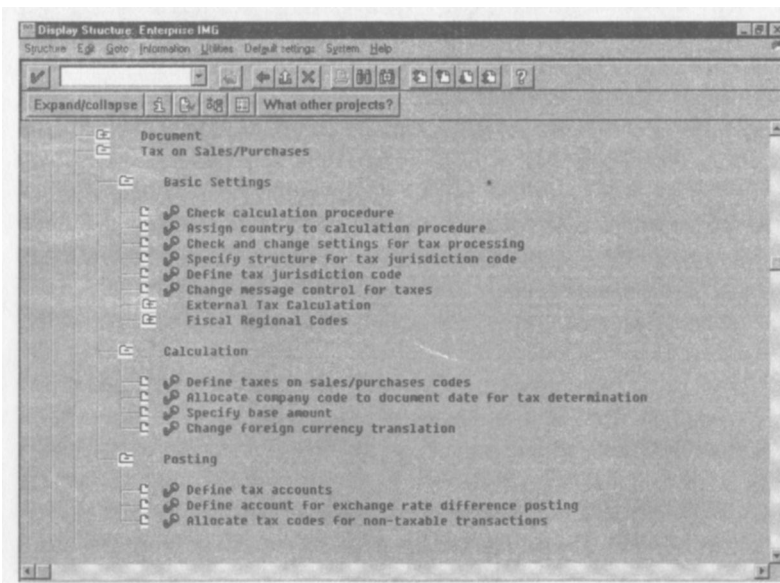
12.6. *IMG* ,



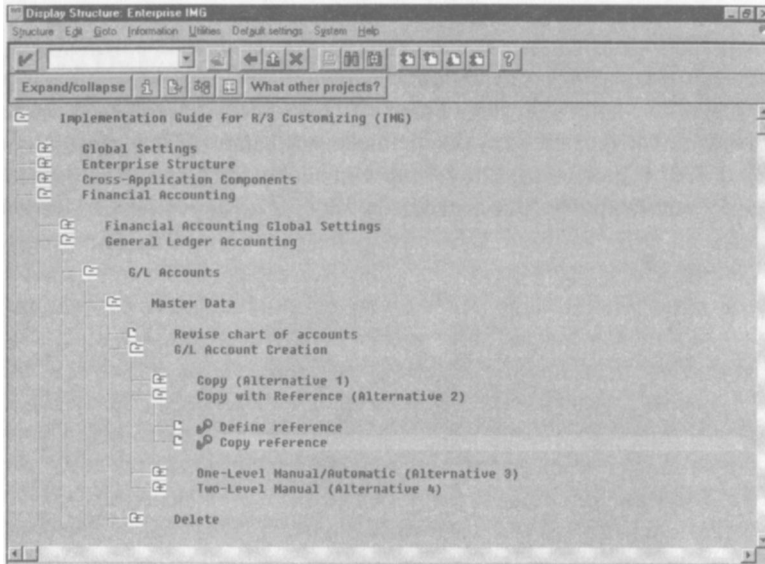
12.7. *IMG*



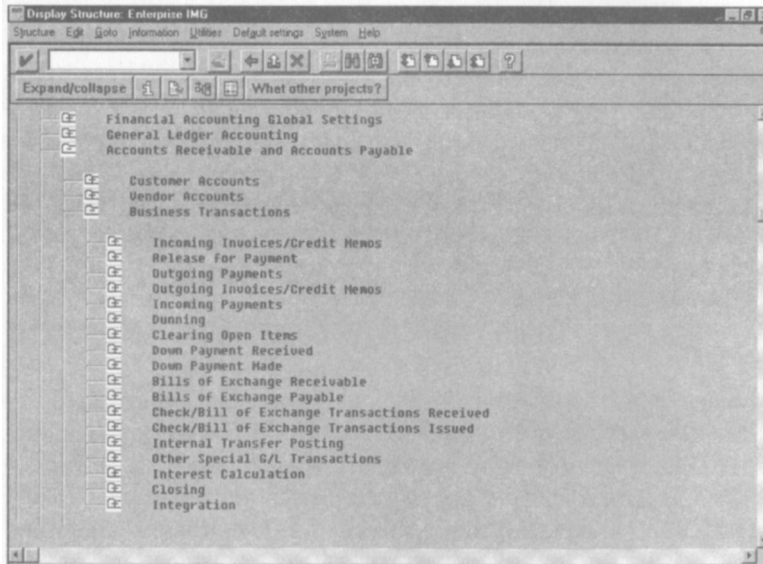
12.8. IMG , SAP.



12.9. IMG ,



12.10. **IMG**



12.11. **IMG**

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1. The first part of the document discusses the importance of maintaining accurate records of all transactions and activities. It emphasizes that proper record-keeping is essential for transparency and accountability, particularly in financial reporting and auditing. This section also highlights the role of internal controls in preventing errors and fraud, and the need for regular audits to ensure compliance with applicable laws and regulations.

2. The second part of the document focuses on the importance of communication and collaboration among all stakeholders involved in the organization's operations. It stresses that effective communication is key to ensuring that everyone is on the same page and working towards common goals. This section also discusses the importance of regular meetings and updates to keep everyone informed of the latest developments and changes in the organization's strategy and direction.

3. The third part of the document addresses the importance of continuous learning and development for all employees. It emphasizes that in a rapidly changing business environment, it is essential for employees to stay up-to-date on the latest industry trends and technologies. This section also discusses the importance of providing training and development opportunities to help employees grow their skills and advance their careers within the organization.

4. The fourth part of the document discusses the importance of maintaining a strong corporate culture and values. It emphasizes that a strong culture is essential for attracting and retaining top talent, and for ensuring that all employees are aligned with the organization's mission and vision. This section also discusses the importance of leading by example and promoting a culture of integrity, honesty, and respect for all employees.

5. The fifth part of the document addresses the importance of maintaining a strong relationship with customers and clients. It emphasizes that customer satisfaction is a key driver of business success, and that organizations should strive to provide exceptional service and support to all customers. This section also discusses the importance of listening to customer feedback and using it to improve the organization's products and services.

6. The sixth part of the document discusses the importance of maintaining a strong relationship with the community and other stakeholders. It emphasizes that organizations have a responsibility to be good citizens and to contribute to the well-being of the community. This section also discusses the importance of being transparent and accountable to all stakeholders, and of using the organization's resources to support social and environmental initiatives.

7. The seventh part of the document addresses the importance of maintaining a strong relationship with the government and regulatory agencies. It emphasizes that organizations must comply with all applicable laws and regulations, and must maintain open communication with these agencies. This section also discusses the importance of being proactive in identifying and addressing any potential compliance issues, and of working with these agencies to resolve any disputes or concerns.

8. The eighth part of the document discusses the importance of maintaining a strong relationship with the media and other public relations outlets. It emphasizes that organizations should strive to be transparent and honest in all their communications, and should use the media to promote their products and services. This section also discusses the importance of being prepared for any potential crises or negative publicity, and of having a clear communication plan in place to address such situations.

9. The ninth part of the document addresses the importance of maintaining a strong relationship with the industry and other organizations. It emphasizes that organizations should strive to be part of a strong industry network, and should work to build relationships with other organizations in the industry. This section also discusses the importance of staying up-to-date on industry trends and developments, and of participating in industry conferences and events.

10. The tenth part of the document discusses the importance of maintaining a strong relationship with the future. It emphasizes that organizations should have a clear vision for the future, and should be proactive in identifying and addressing any potential challenges or opportunities. This section also discusses the importance of being flexible and adaptable in the face of change, and of being open to new ideas and technologies.

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- (Customer Competence Center,)
- (Quick Sizing)
- (Review Services)
- (Training Services)
- (Conversion Services)
- (EarlyWatch Service)
- (Remote Consulting)
- (Onsite Consulting)
- (Remote Upgrade)
- (Remote Archiving)
- (GoingLive Check).

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R/3 Business Engineer.

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AcceleratedSAP (ASAP).

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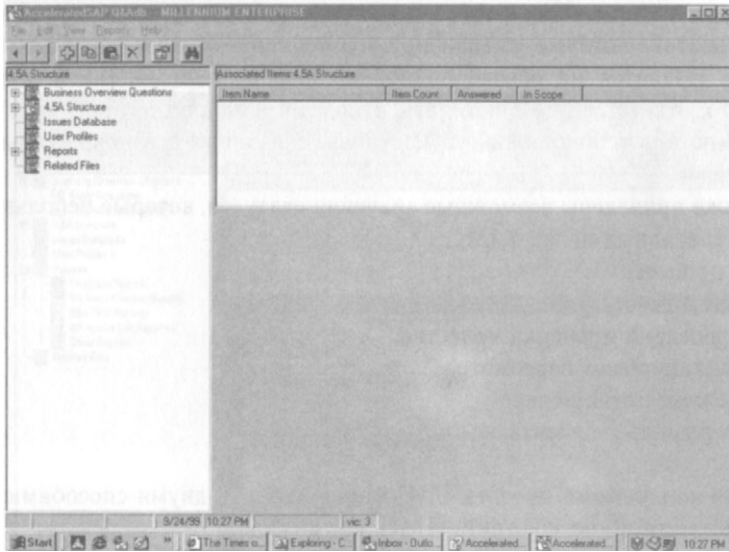
Enterprise IMG.

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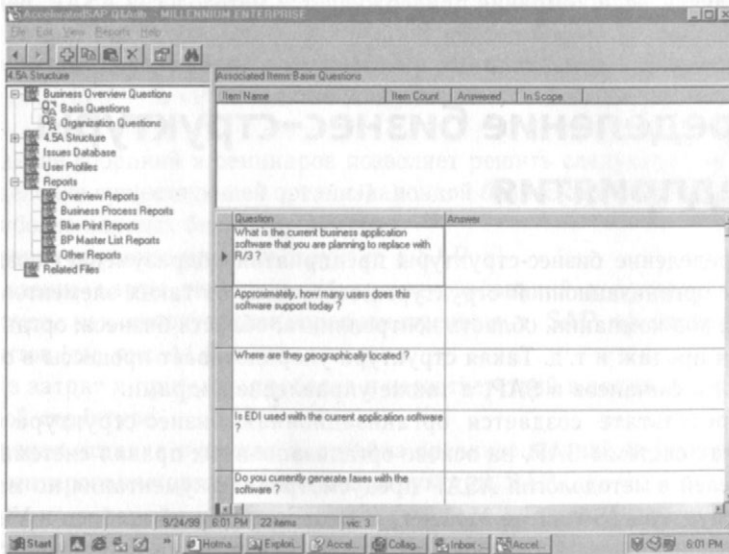
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Enterprise Process Area Scope

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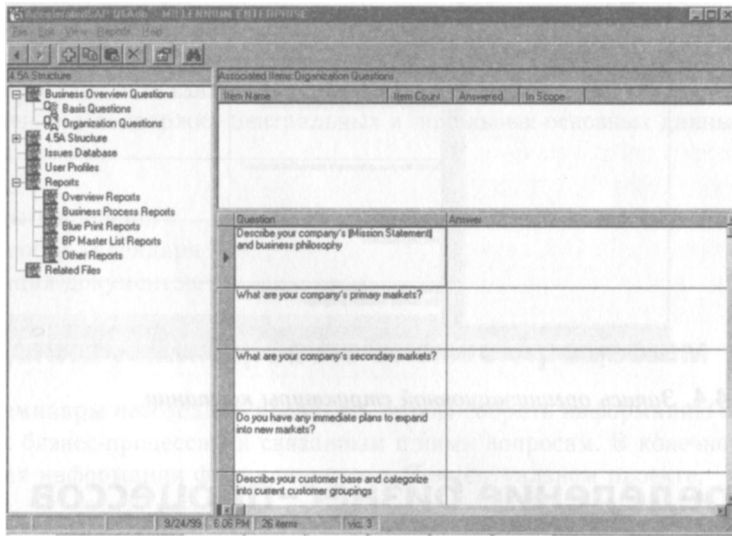
(Structure Modeler)

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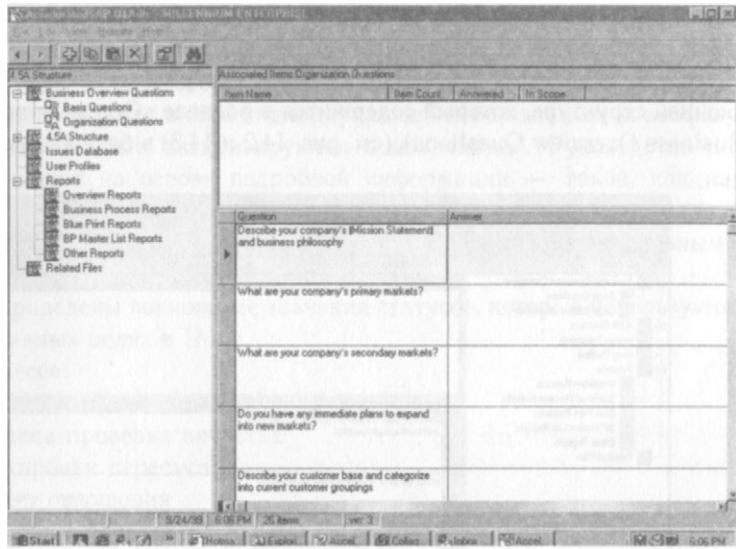
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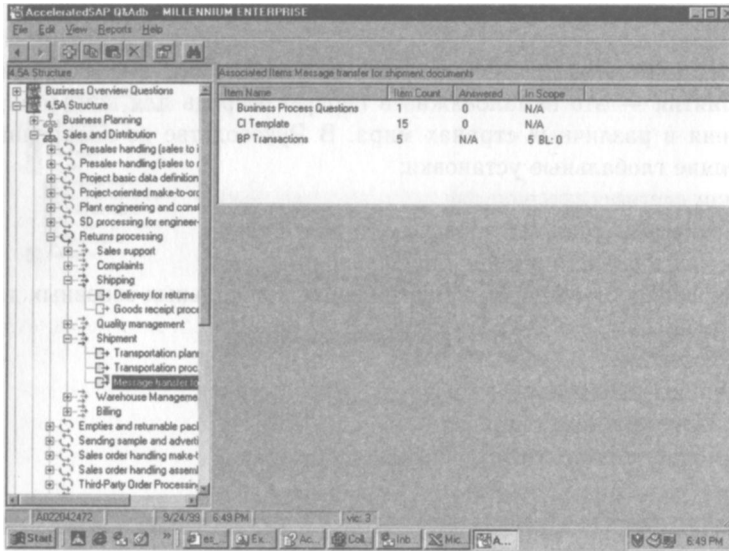
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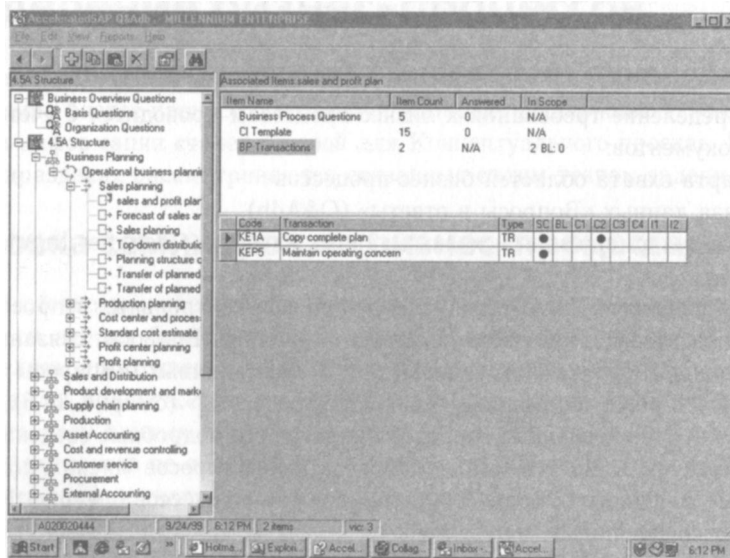
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SAP Business Warehouse, Application Link Enabling (ALE)

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| Rev | Area | Scenario | Group | Process | Business Process Procedure | Link | Transaction | Responsibilities | Base |
|-----|-------|----------|-------|---------|--|------|-------------|----------------------------|------|
| 1 | 3.1GB | | | | | BPP | CI | Code Type Consultant Owner | Sec |
| 4 | | | | | Internal procurement | | | | X |
| 5 | | | | | Purchase requisition | | | | X |
| 7 | | | | | Purchase requisition processing (internal procurement) | | | | X |
| 8 | | | | | Change Purchase Requisition | | ME52 | TR | |
| 9 | | | | | Display Purchase Requisition | | ME53 | TR | |
| 10 | | | | | Delete Purchase Requisition | | ME52 | TR | |
| 11 | | | | | Create Pur Req w/ Mat Master | | ME51 | TR | X |
| 12 | | | | | Create Pur Req w/o Mat Master | | ME51 | TR | |
| 13 | | | | | Purchasing | | | | X |
| 14 | | | | | Purchase requisition assignment (internal procurement) | | | | X |
| 15 | | | | | Purchase Req. Assign Sources | X | ME56 | TR | X |
| 16 | | | | | Purchase Req. Assign & Process | X | ME57 | TR | |
| 17 | | | | | Scheduling agreement delivery schedule | | | | |
| 18 | | | | | Change scheduling agreement for consumable material | | ME32 | TR | |
| 19 | | | | | Display scheduling agreement for Consumable material | | ME33 | TR | |
| 20 | | | | | Maintain Source lists | | ME11 | TR | |
| 21 | | | | | Display Source list | | ME03 | TR | |
| 22 | | | | | Changes to Source list | | ME04 | TR | |
| 23 | | | | | Generate Source list | | ME05 | TR | |
| 24 | | | | | Maintain Delivery Schedule Agreement | | ME36 | TR | |
| 25 | | | | | Create scheduling agreement for Consum Mat | | ME31 | TR | |

14.7.

| Rev | Area | Scenario | Group | Process | Business Process Procedure | Scope | C1 | C2 | C3 | C4 | I1 | I2 |
|-----|------|----------|-------|---------|--|-------|----|----|----|----|----|----|
| 4 | | | | | Internal procurement | X | | X | X | X | | |
| 5 | | | | | Purchase requisition | X | | X | X | X | | |
| 7 | | | | | Purchase requisition processing (internal procurement) | X | | X | X | | | |
| 8 | | | | | Change Purchase Requisition | | | | X | | | |
| 9 | | | | | Display Purchase Requisition | | | X | | | | |
| 10 | | | | | Delete Purchase Requisition | | | | X | | | |
| 11 | | | | | Create Pur Req w/ Mat Master | X | | X | | | | |
| 12 | | | | | Create Pur Req w/o Mat Master | | | X | | | | |
| 13 | | | | | Purchasing | X | X | X | X | | | |
| 14 | | | | | Purchase requisition assignment (internal procurement) | X | | | | | | |
| 15 | | | | | Purchase Req. Assign Sources | X | | | | | | |
| 16 | | | | | Purchase Req. Assign & Process | | | | | | | |
| 17 | | | | | Scheduling agreement delivery schedule | | X | X | | | | |
| 18 | | | | | Change scheduling agreement for consumable material | | | X | | | | |
| 19 | | | | | Display scheduling agreement for Consumable material | | | X | | | | |
| 20 | | | | | Maintain Source lists | | X | | | | | |
| 21 | | | | | Display Source list | | | X | | | | |
| 22 | | | | | Changes to Source list | | X | | | | | |
| 23 | | | | | Generate Source list | | X | | | | | |
| 24 | | | | | Maintain Delivery Schedule Agreement | | | X | | | | |
| 25 | | | | | Create scheduling agreement for Consum Mat | | | X | | | | |

14.8.

Microsoft Excel - et_ad020.xls

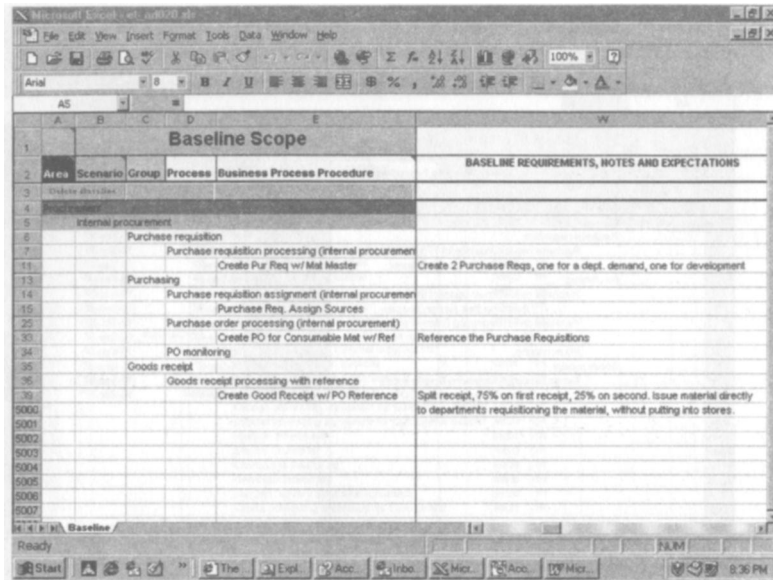
| Baseline Scope | | | | | Responsibilities | | Configuration Dates | | Testing Dates | | Config |
|----------------------|----------------------|------------|--|----------------------------|------------------|------|---------------------|-----------|---------------|-----------|--------|
| Area | Scenario | Group | Process | Business Process Procedure | Config | Test | Plan | Actual | Plan | Actual | Case |
| Internal Procurement | | | | | | | | | | | |
| | Internal procurement | | | | | | | 05-Sep-07 | | 10-Sep-07 | |
| | | | Purchase requisition | | | | | 05-Sep-07 | | 10-Sep-07 | |
| | | | Purchase requisition processing (internal procurement) | | | | | 05-Sep-07 | | 10-Sep-07 | |
| | | | Create Pur Req w/ Mat Master | | | | | 05-Sep-07 | | 10-Sep-07 | |
| | | Purchasing | | | | | | 05-Sep-07 | | 10-Sep-07 | |
| | | | Purchase requisition assignment (internal procurement) | | | | | 05-Sep-07 | | 10-Sep-07 | |
| | | | Purchase Req. Assign Sources | | | | | 05-Sep-07 | | 10-Sep-07 | |
| | | | Purchase order processing (internal procurement) | | | | | 05-Sep-07 | | 10-Sep-07 | |
| | | | Create PO for Consumable Mat w/ Ref | | | | | 05-Sep-07 | | 10-Sep-07 | |
| | | | PO monitoring | | | | | 05-Sep-07 | | 10-Sep-07 | |
| | | | Goods receipt | | | | | 05-Sep-07 | | 10-Sep-07 | |
| | | | Goods receipt processing with reference | | | | | 05-Sep-07 | | 10-Sep-07 | |
| | | | Create Good Receipt w/ PO Reference | | | | | 05-Sep-07 | | 10-Sep-07 | |

14.9.

Microsoft Excel - et_ad020.xls

| Baseline Scope | | | | | Configuration | | Testing | | Confirmation | | BASELINE # |
|----------------------|----------------------|------------|--|----------------------------|---------------|-----|---------|-----|--------------|-----|--|
| Area | Scenario | Group | Process | Business Process Procedure | Case | Seq | Case | Seq | Case | Seq | |
| Internal Procurement | | | | | | | | | | | |
| | Internal procurement | | | | | | AA | 1 | | | |
| | | | Purchase requisition | | | | AA | 2 | | | |
| | | | Purchase requisition processing (internal procurement) | | | | BB | 1 | | | |
| | | | Create Pur Req w/ Mat Master | | | | BB | 2 | | | Create 2 Purchase Rec |
| | | Purchasing | | | | | CC | 1 | | | |
| | | | Purchase requisition assignment (internal procurement) | | | | CC | 2 | | | |
| | | | Purchase Req. Assign Sources | | | | CC | 3 | | | |
| | | | Purchase order processing (internal procurement) | | | | CC | 4 | | | |
| | | | Create PO for Consumable Mat w/ Ref | | | | CC | 5 | | | Reference the Purchas |
| | | | PO monitoring | | | | CC | 6 | | | |
| | | | Goods receipt | | | | DD | 7 | | | |
| | | | Goods receipt processing with reference | | | | DD | 8 | | | |
| | | | Create Good Receipt w/ PO Reference | | | | DD | 9 | | | Split receipt, 75% on fit to departments request |

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- (Batch input, BI)
- (Call transaction,)
- (Intermediate Document, IDoc)
- (Business Applications Programming Interface, BAPI)
- (Direct input, DI).

- (Remote Function Call, RFC)
- (Common Programming Interface for Communication, CPI C)
- OLE/ActiveX
- GUILIB/GUI
- IDoc Electronic Data Interchange (EDI)
- IDoc Application Link Enabling (ALE)
- SAP Business Workflow

- (Business Application Programming Interface, BAPI)
- (Internet Transaction Server, ITS)
- (Internet Application Components, IAC).

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SAP Workflow, Business Information Warehouse, SAP Business Framework, BAPI, IDoc, ALE
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- SAP Business Information Warehouse
- SAP
- (Automatic Data Collection, ADC)
- (Supply chain Management, SCM)
- (Customer Relationship Management, CRM)
- (Enterprise Integration Applications, EAI)
- (Strategic Enterprise Management, SEM)

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- SAP Business Workflow 421
- SAP 424
- SAP 432
- Application Link Enabling 435
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- SAP R/3 441
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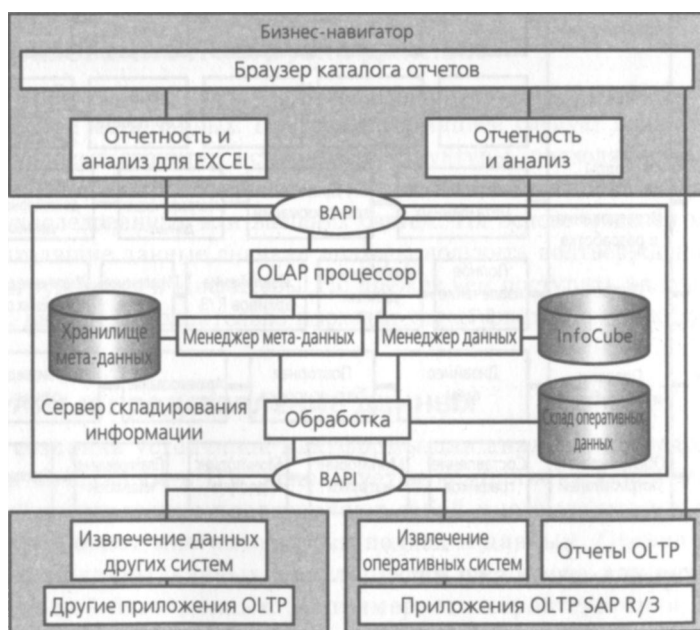
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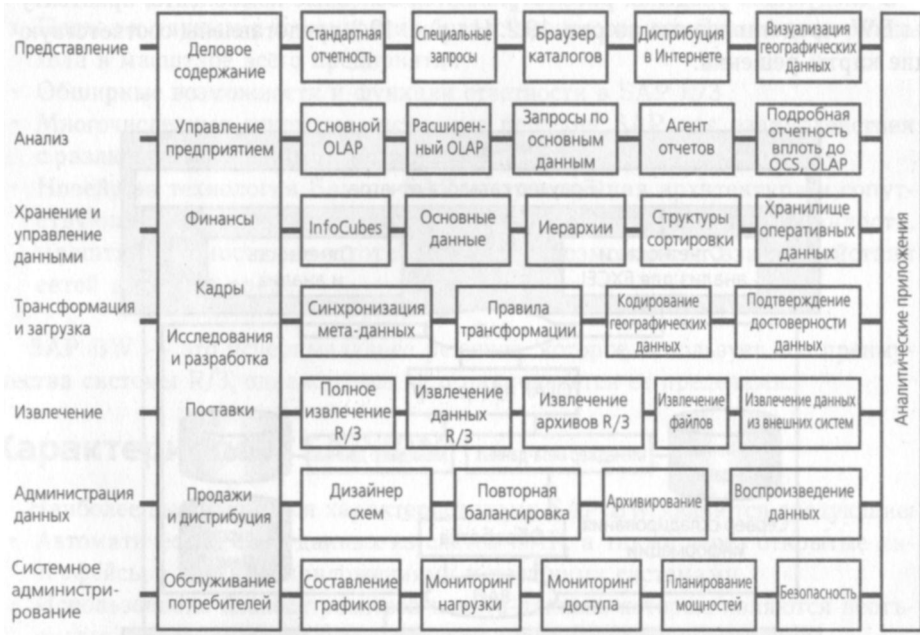
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19.2. SAP BW.

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19.3. SAP BW.

BW (Data Load) (Data Access). Data Load

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8). Business Framework

SAP R/3.

SAP

R/3

BAPI (Business Application Programming Interfaces).

SAP Business

Framework

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SAP

SAP HR,

SAP

SAP R/3 3.0

200 BAPI.

(CDO), (BAPIs),

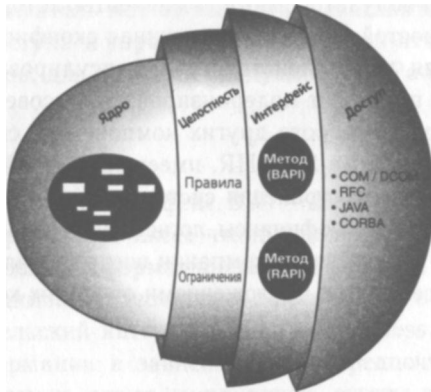
SAP R/3

SAP

SAP

BAPI.

COM//DCOM, RFC(Remote Function Call)



Business Programming Interfaces (BAPI) —

BAPI (Business API) is a standard interface for SAP systems. It allows external applications to interact with SAP data and functions. BAPIs are organized into packages, with a core set of 200 BAPIs (BOR) and additional ones for specific modules. BAPIs are implemented as Remote Function Calls (RFCs) or as Function Builders.

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• SAP -
• (SAP) -

• BAPI. -

ALE

• ALE — SAP R/3.

• ALE -
• ALE -

• ALE -
• / R/3 -

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• ALE -
• (RFC) (Electronic Data -
Interchange, EDI). -

RFC.

ALE

• ALE. -
• EDI, -

SAP, -

. SAP

(IDoc). MATMAS,

. ALE

200

IDoc

IDoc

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ALE/EDI

IDoc.

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ALE

SAP,

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IDoc.

(R/2, tRFC, File,

IDoc. EDI

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ALE, EDI

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LS,

EDI.

IDoc,

ALE

• : R/3 IMG, -
 IMG -
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ALE
 R/3, 19.5. ,
 : 5001 6001. -
 ALE -
 MATMAS (material master —)
 WERKS (). -
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. 19.5. IDoc ALE.

. Electronic Data Interchange (EDI)

EDI
Reengineering)

BPR (Business Process
BPR,

EDI

EDI

EDI, IDoc (EDI) EDI, EDI, -
IDoc EDI, SAP R/3.
EDI (EDIFACT EDI -
VAN. EDI, .12) IDoc

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EDI
EDI IDoc
EDI IDoc
IDoc R/3.

EDI ALE, IDoc ALE
IDoc (. 19.6): EDI

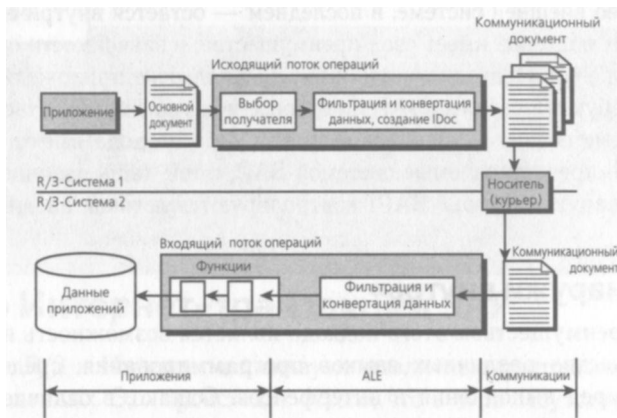
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Control). (Message

5. RSNAST00.
6. (Purchase Order,
PO),

7. (Message Control).
RASNA TED EDI.

- 8. RASNASTED , IDoc.
- 9. IDoc SAP; IDoc
- 10. IDoc
- 11. IDoc EDI IDoc.



19.6.

SAP R/3

- Web SAP R/3 ERP SAP R/3.
- SAP (TCP/IP).
- « » SAP /
- SAP, Web
- SAP R/3. SAP R/3

SAP (SAPGUI)

Web

Web

SAP

SAP

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SAP.

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BAPI,

SAP,

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» BAPI

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RFC

SAP

RFC

APIs.

RFC

/4.

SAP Automation,

SAPGUI

/4, SAP Automation

SAP.

BAPI

RFC —

; SAP

BAPI

DCOM.

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(Internet transaction server, ITS)

SAP R/3

3.1.

SAP

. ITS

R/3

HTML

Web

ITS

SAPGUI,

R/3;

SAPGUI

R/3.

Dynamic Information and Action Gateway (DIAG) SAPGUI -
SAP,

BAPI — SAP ITS SAP,

ITS R/3 -
R/3 /4 Web -

SAP

R/3 Web

ITS SAP.
R/3

Web HTTP.

ITS HTTP -
ITS HTML -
R/3. ITS R/3

DIAG, ITS SAPGUI
R/3. R/3;

HTML SAP, ITS HTTP Web
R/3, R/3, -

HTML.

R/3, ITS HTTP Web

Web HTTP R/3 -

• Web R/3.
• R/3
• R/3, -

ITS R/3

Web
AGate.

ITS.
R/3,

AGate
R/3
Web

AGate

AGate
WGate.

Web

ITS

R/3

(Internet Application Component, IAC)

- ITS.
R/3
R/3
HTML: ITS
ITS.
(AGate)
R/3,

AGate,
ITS
HTML,
R/3,

Web
ITS
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R/3.

AGate

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IAC:

- SAP ITS
R/3
SAP@Web Studio.
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HTML,
HTML
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R/3,
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HTML

HTML , ITS, -
HTML. -
HTML Web -
ITS R/3.
HTML SAP@Web Studio; HTML
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Web , , -
ITS. HTML , -
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SAP@Web Studio -
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ITS

SAP@Web Studio ; -
IAC. -
ITS (Debugger) -
Web R/3 SAPGUI -
(Internet Application Components,
IAC) — HTML, -
IAC -
BAPI, -
BAPI IAC -

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R/3:

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• F1 () F4 (, . .)
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IAC

R/3, -

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HTML -

HTML,
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/ ITS

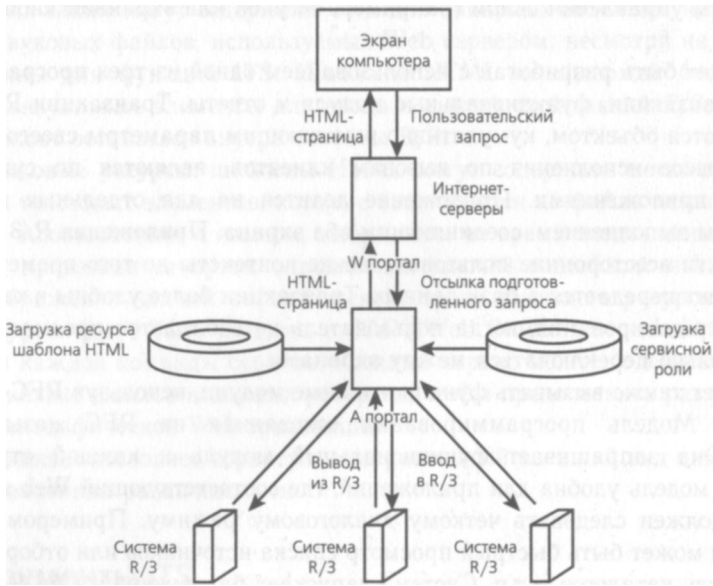
/ ITS, 19.7, -

1. HTML, IAC Web

2. WGate AGate. AGate

3. AGate SAPGUI R/3 -
 R/3, R/3.

- 4. AGate ITS. DAIG. AGate
- 5. AGate HTML, -
- HTML
- 6. AGate HTML WGate, Web -



19.7. / ITS

SAP, (SAP Business Workflow),
 SAP — SAP (SAP Business Information Warehouse, BW)
 SAP (SAP Business Framework);
 — Application Link
 Enabling (ALE), Electronic Data Interchange (EDI) SAP ITS/IAC.
 (Extended Collaborative Enterprise,)
 SAP.

SAP

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SAP R/3,

SAP,

(Balance Scorecard, BSC).

SAP
(Strategic Enterprise Management, SEM),

«stakeholder theory*»

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6, « »

(Critical Value Determinants, CVDs).

(ROI).

Employed, ROCE), (Return on Assets, ROA) (Return on Capital (Earnings per Share, E/S),

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« ERP » ,
SAP R/3 -

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(Measures of performances,). SAP,
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: (Return on capital employed, ROCE)

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management, VBM) (Value based management, VBM)

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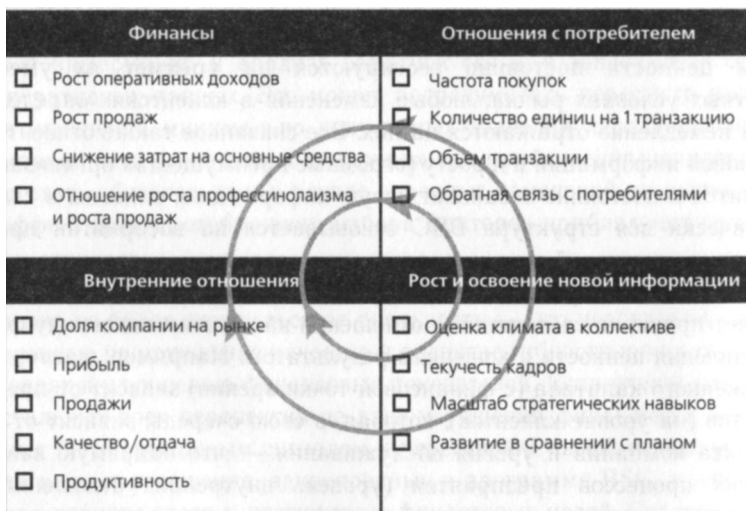
ERP

Balance Scorecard. SAP SEM
Balance Scorecard

«SAP».

Balance Scorecard (BSC) —

20.1, BSC



20.1 Balance Scorecard.

BSC

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BSC

BSC,

BSC —

BSC

SAP SEM.

BSC

(Strategic Business Units, SBU),

BSC

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BSC.

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BSC

BSC,

BSC

BSC

(Supply Chain

Management, SCM),

BSC.

20.2

BSC



20.2 Balance Scorecard

- (ROCE),
- (Economic Value Add, EVA)
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« BPR» 6),

SAP

SAP

IMG).

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SAP

SAP

SAPPHIRE '98, SAP

Strategic Enterprise Management (SEM)

BSC, SAP SEM

SEM

SAP Business Intelligence Initiative.

SEM

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BSC,

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20.3

SAP SEM.



20.3

SAP (SEM).

SAP SEM , , , -

(Key Performance Indicators, -

KPI). KPI -

KPI SAP, -

KPI -

SAP SEM -

SAP BW , SAP SEM -

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- (, , , , -
- SEM — , VBM, BSC, -
- (Activity Based Management, ABM), -
- SEM. -
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- SAP R/3, -

SEM SAP Business Information -

Warehouse (BW), -

BW. -

(Key Performance Indicators, KPI) — -

. KPI -

— ROI, -

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| SAP | KPI, | (Supply chain operations reference, SCOR), | - |
| | SAP BW. | 250 KPI | : |
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| | | (Business Planning and Simulation, | - |
| BPS) | | | - |
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| | | BPS | - |
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| | | SEM. | - |
| BPS, | | | - |
| (Business Consolidation and Sourcing, BCS) | | | - |

(Corporate Performance Monitoring,).

(Business Information Collection, BIC)

SAP,

BIC

WWW,

(Editorial Workbench)

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Editorial Workbench

Business Consolidation and Sourcing (BCS)

BCS

BCS

- BCS: — US
- GAAP, IAS
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- SAP
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- MS Excel MS Access.

Monitor,) — (Corporate Performance
 KPI BSC,
 BPS -

(Management Cockpit) —
 BCS
 KPI, BCS. -
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KPI -

KPI -

(CVD).

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N.E. Research,
SAP.

(Stakeholder Relationship

Management, SRM)

BPS (-

SEM).

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(SAPPHIRE '99 Nice),

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ValueSAP —

(Continuous Business Improvement, CBI), -

ERP

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ValueSAP

KPI,

(Total Cost of Ownership, TCO),

ROI

ValueSAP

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mySAP.com.

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, mySAP.com

SAP

Balance Scorecard

SAP «

» (Strategic

Enterprise Management, SEM).

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Enterprise,). (Extended Collaborative
SAP, (SCM)
(CRM) -
mySAP.com, , SAP. -

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90 ERP , , 50 % , -
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25 % -
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SCOR

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SCM

SCM

SCM

SAP,

SAP (Advanced

Planning and Optimization,).

SAP Business to Business Solution.

EDI,

SAP

« » (available to promise, ATP)

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SCM

— e supply chain management (e SCM),

e SCM.

e SCM,

(point of sales, POS)

» (point of use, POU).

e SCM

(Key Performance

Indicator, KPI),

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« » (JIT)

ERP

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SAP

SAP»

SCM

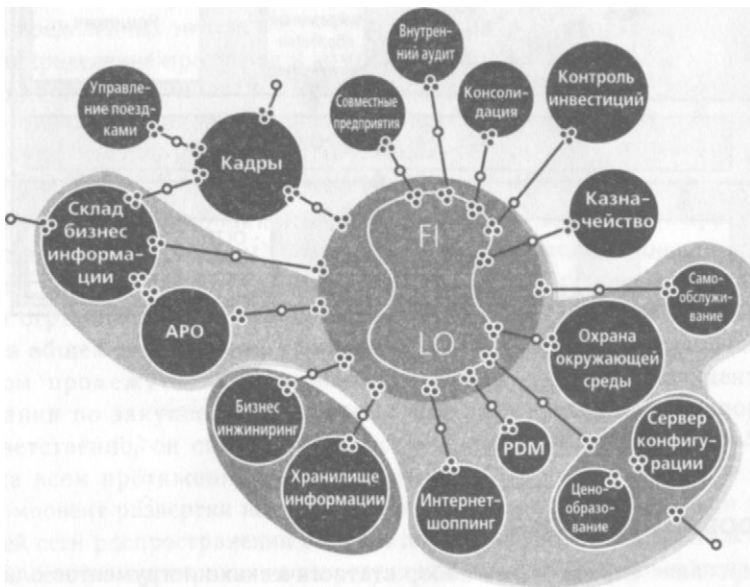
SAP R/3,
SAP Business Information

Warehouse (BW),

(CRM).

SAP SCOPE

- SAP Advanced Planner and Optimizer (APO)
 - SAP (business to business procurement, B2B)
 - SAP (logistics execution system, LES)
- 21.1 SAP.



21.1.

SAP.

SAP Advanced Planning and Optimization (APO)

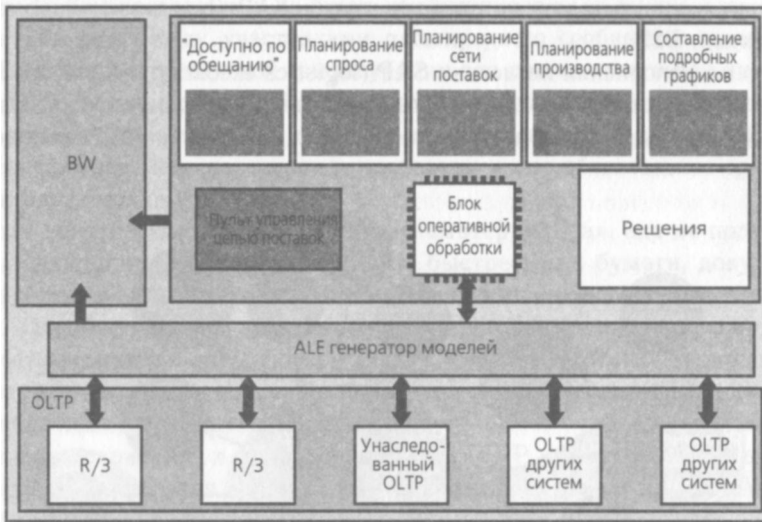
SAP, APO

SAP APO

21.2

SAP

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21.2.

SAP

R/3 SAP BW,

Monitor

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Alert

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« » (Available to Promise, ATP)

. Global ATP

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Planning and Deployment) (Supply Network

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VMI

Planning, SOP)

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MRO

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(MRP)

(Advanced Planning and Scheduling, APS). SAP B2B

SAP R/3,

. SAP 2

BAPI (Business Application Programming

Interfaces)

R/3 business. SAP 2

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SAP R/3.

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(Logistics Execution System, LES)

SCM SAP

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(Global Positioning System, GPS),

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ERP -
- ERP
(Customer relationship management, CRM)
(Manufacturing execution system, MES)
ERP -
(e SCM)
(CRM), -
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CRM :
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SAP — SAP
(« mySAP.com») ,

SAP CRM

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SAP,

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CRM,

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(Enterprise Application Integration,

EAI) —

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XML Java

EAI

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(Enterprise Information Portals,

EIP)

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— Web User Interfaces, WUI)

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mySAP.com (Workplace) —

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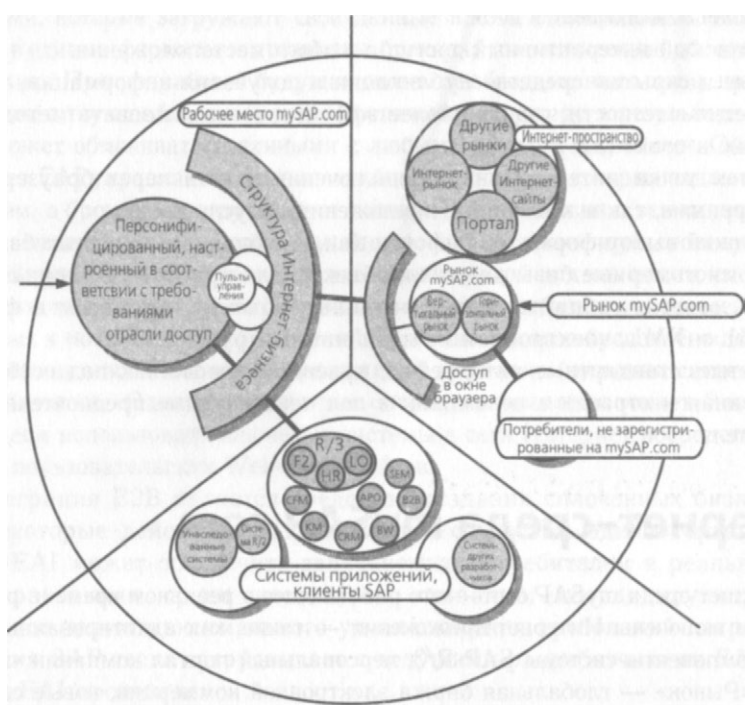
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ERP

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mySAP.com — SAP Internet business framework,
XML WebFlow SAP Business
Connector, SAP
XML,

mySAP.com

mySAP.com — , -
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MySAP.com,

, CRM, SCM BI (Business Intelligence):

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SAP

mySAP.com

« (ASP) partners) , » (application service provider)
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ERP , CRM SCM.

CRM, SCM
25%
mySAP.com
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SAP. SAP ()
mySAP.com
ERP

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XML (Extended Markup Language)

XML

XML -
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XML -
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XML -
XML (Relational Database
Management Systems, RDBMS),
XML -
XML
(Distributed Object Models, DOM)
WWW (World Wide Web Consortium, W3C)
: CORBA (Common Object Request
Broker Architecture) OMG (Object Management Group), DCOM
(Distributed Component Object Model) Microsoft EJB (Enterprise
JavaBeans) Sun Microsystems.
SAP R/3?
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