SAP BusinessObjects BI Solutions, SAP Solutions for EPM, SAP ERP Financials, SAP Solutions for GRC

Analytics and Finance Solutions from SAP
2014 Solutions Guide
# Table of Contents

1. **Introduction: Analytics Solutions from SAP**

   **Enterprise Business Intelligence**
   - SAP BusinessObjects™ BI Suite
   - SAP BusinessObjects™ Analysis, Edition for Microsoft Office
   - SAP BusinessObjects™ Analysis, Edition for OLAP
   - SAP BusinessObjects™ Design Studio
   - SAP BusinessObjects™ Mobile
   - SAP BusinessObjects™ Web Intelligence
   - SAP Crystal Reports
   - SAP Intelligence Analysis for Public Sector by Palantir

   **Agile Visualization**
   - SAP BusinessObjects Explorer™
   - SAP Lumira

   **Advanced Analytics**
   - Predictive Analytics Solutions from SAP

2. **Governance, Risk, and Compliance**
   - SAP Risk Management
   - SAP Process Control
   - SAP Access Control
   - SAP Global Trade Services
   - SAP Fraud Management
   - SAP Electronic Invoicing for Brazil (SAP Nota Fiscal Eletronica)

3. **Treasury and Financial Risk Management**
   - SAP Treasury and Risk Management
   - SAP Bank Communication Management
   - SAP In-House Cash

4. **Collaborative Finance Operations**
   - SAP Biller Direct
   - SAP Collections and Dispute Management
   - SAP Credit Management
   - SAP Travel Management
   - SAP Financials Shared Service Framework
   - SAP Real Estate Management

5. **Introduction: Finance Solutions from SAP**

   **Financial Planning and Analysis**
   - SAP Strategy Management
   - SAP Business Planning and Consolidation, Version for SAP NetWeaver®
   - SAP Business Planning and Consolidation, Version for the Microsoft Platform
   - SAP Profitability and Cost Management

   **Accounting and Financial Close**
   - SAP Business Planning and Consolidation, Version for SAP NetWeaver®
   - SAP Business Planning and Consolidation, Version for the Microsoft Platform
   - SAP Financial Consolidation
   - SAP Intercompany
   - SAP Financial Closing Cockpit
   - SAP Financial Information Management
   - SAP Disclosure Management
   - SAP Notes Management
   - SAP In-House Cash
Introduction: Analytics Solutions from SAP®
Unleash the Power of Collective Insight
Engage, Visualize, and Predict

We live in a connected world where Big Data, people, machines, and processes are interlinked in an internet of everything. Immense value can be unleashed by connecting this information to the work we do every day, enabling us to quickly discover what is happening and then act with the power of collective insight. Analytics solutions from SAP uniquely enable collective insight by delivering an enterprise business intelligence solution that can give you the power to engage with all your data, on any device, and across any platform.

You can gain a real-time understanding of the business with agile visualizations that help you intuitively explore and present all types and sizes of data. Through advanced predictive analytics applied to more information and more processes across the enterprise, you can confidently anticipate what comes next and guide better, more profitable, forward-looking decision making. Imagine the possibilities: new customers, new disruptive business models, new innovation.
Enterprise Business Intelligence
SAP® BusinessObjects™ BI Suite
Meet the Business Intelligence Needs of the Entire Organization

The SAP® BusinessObjects™ Business Intelligence (BI) suite lets organizations make a positive difference through effective decisions and execution by providing intelligent information to the right people – from the CEO to analysts to staff to suppliers and partners.

It helps ensure that everyone within an organization will have immediate access to the reliable business information they need to do their jobs. With comprehensive BI software from the suite, people throughout the enterprise can access, format, analyze, explore, and share information across the organization with minimal dependence on IT resources and developers.

Key Functions and Features
• SAP Crystal Reports® software for enterprise reporting to create highly formatted reports, connected to virtually any data source
• SAP BusinessObjects Web Intelligence® software for self-service information access and interactive analysis
• SAP BusinessObjects Dashboards software for interactive dashboards and point-and-click visualizations
• SAP BusinessObjects Explorer® software for immediate insight into vast amounts of data
• SAP BusinessObjects Analysis software, edition for OLAP, for accessing advanced analytics of online analytical processing (OLAP) content
• SAP BusinessObjects Live Office software for integrating BI within the Microsoft Office environment
• SAP BusinessObjects Mobile software for remote access to information from any mobile device
• SAP BusinessObjects BI platform for a flexible and scalable information infrastructure
• SAP BusinessObjects Integration software for connectivity to SAP, Oracle, JD Edwards, PeopleSoft, and Siebel applications

Typical Customer Challenges
• Inability to access and share timely, relevant, and trustworthy information that can help steer the way to confident decisions
• Flawed decision making and loss of agility resulting in missed opportunities, lost revenue, and cost escalation
• Reliance on IT department to provide reports and data
• Limited access to information, regardless of location (SAP or non-SAP) or condition (transactional, consolidated, or aggregated)
• Constant discussions over data accuracy that delay decisions

Customer Business Value
• Provide a unified view of SAP and non-SAP data assets for confident decisions
• Meet the needs of any user, from executive, to analyst to casual user, with

a single comprehensive BI suite
• Deliver insight through a single, comprehensive, and integrated information infrastructure with choice of delivery models

Ideal for
All industries and organizations

Line-of-Business Beneficiaries
• C-Level executives (CIO, CEO, COO)
• Operational and LoB managers
• IT directors and managers

Why SAP?
• SAP provides one of the most integrated and widely deployed sets of complementary BI tools in the industry
• SAP BusinessObjects solutions are optimized for best integration and interoperability with SAP and non-SAP data.
• SAP BusinessObjects solutions empower business users with BI tools from a single platform.

Related SAP Solutions
• SAP Operational EIM package

For More Information
SAP.com:
SAP BusinessObjects BI suite
SAP® BusinessObjects™ Analysis, Edition for Microsoft Office
Analyze Multidimensional Data Within Microsoft Office

SAP® BusinessObjects™ Analysis software, edition for Microsoft Office, empowers business analysts to perform advanced analysis of data residing in the SAP NetWeaver® Business Warehouse (SAP NetWeaver BW) application through an intuitive user interface directly within their familiar Microsoft Office environment.

It can help SAP NetWeaver BW customers start the transition from the analyzer functionality in the SAP Business Explorer (SAP BEx) tools to SAP BusinessObjects BI solutions.

Key Functions and Features
- Content reuse – Provide users of SAP BEx tools with all their existing cubes in the SAP NetWeaver BW application and queries in SAP BEx
- Analysis panel – Empower users to quickly filter, slice, dice, and drill down into data to uncover business insights
- Familiar user experience – Equip users to access analytical functions with Microsoft Office ribbons
- Application programming interface – Build pervasive, Microsoft Excel-based BI applications with more flexibility and programmatic control
- Live Microsoft PowerPoint presentations with embedded analysis – Present visuals with up-to-date information directly refreshed from SAP NetWeaver BW
- High performance – Boost the power of Microsoft Excel to uncover insights immediately, regardless of data volume, through in-memory acceleration

Typical Customer Challenges
- Unable to make informed decisions based on solid data
- Lack of timely business intelligence for users throughout the enterprise

Customer Business Value
- Quick ramp-up thanks to a light footprint and the ability to reuse existing data sets
- Higher productivity by embedding analysis functionality into familiar Microsoft Office tools
- Improved decision making and lower business risk by delivering BI to end users to provide business insight on a daily basis
- Lower training and IT support costs due to intuitive functionality and increased business-user autonomy
- Rapid ROI and lower total cost of ownership with analysis tools that leverage existing SAP and Microsoft Office software

Line-of-Business Beneficiaries
- SAP NetWeaver BW or SAP BEx analyzer users
- Financial analysts working with Microsoft Excel
- Business analysts

Why SAP?
- Innovation without disruption to the existing SAP NetWeaver BW landscape
- Integration with SAP in-memory acceleration technologies
- Intuitive interface and powerful capabilities

Related SAP Solutions
- SAP BusinessObjects Dashboards software
- SAP BusinessObjects Analysis software, edition for OLAP
- SAP Crystal Reports® software
- SAP BusinessObjects Explorer® software
- SAP BusinessObjects Web Intelligence® software
- SAP NetWeaver BW Accelerator software
- SAP HANA® software

Prerequisites
SAP NetWeaver BW, version 7.x.

For More Information
SAP.com:
SAP BusinessObjects Analysis, edition for Microsoft Office

Ideal for
- Relevant for all industries
- Small, midsize, and large enterprises
SAP® BusinessObjects™ Analysis, Edition for OLAP
Analyze Multidimensional Data with an Intuitive Web Interface

SAP® BusinessObjects™ Analysis software, edition for OLAP, empowers business analysts to perform analysis of multidimensional data through an intuitive Web interface that delivers a full range of analytical functions. Analysts can quickly answer sophisticated business questions and then share their analysis workspace with others, spreading knowledge beyond the confines of a single department or group.

Key Functions and Features
- Self-service analysis – Uncover business insights with just a few mouse clicks using an intuitive, graphic Web-based interface that can be shared across the enterprise
- Deep business insight – Consolidate heterogeneous online analytical processing (OLAP) data sources into a single workspace and navigate across multiple dimensions and hierarchies to answer complex questions
- Leverage deployed infrastructure – Reuse cubes from the SAP NetWeaver® BW application, queries from SAP BEx tools, and Microsoft SQL Server cubes, and integrate and report with the SAP BusinessObjects BI platform

Typical Customer Challenges
- Limited access to multidimensional data sources in the organization to answer business questions quickly and efficiently
- High costs and effort associated with analysis of multidimensional data
- Limited sharing of business insight in the organization

Customer Business Value
- Boost productivity through self-service multidimensional analytics that employ highly visual, drag-and-drop interfaces
- Improve organizational agility and decision making with fast access to comprehensive analytics to streamline processes and plan, execute, and monitor performance
- Discover new business insights, trends, and outliers by consolidating data across heterogeneous information systems
- Share and collaborate with peers using Web-based access that integrates with reporting solutions
- Lower total cost of ownership with reduced reliance on IT support and by leveraging the entire BI infrastructure

Ideal For
All industries and organizations

Line-of-Business Beneficiaries
- SAP NetWeaver BW and SAP BEx analyzer users
- Microsoft SQL Server users
- Business analysts

Why SAP?
- Ease of use
- Access to heterogeneous data sources
- Leveraging multiple data sources in a single analysis workspace
- Multitabbed analysis workspaces

Related SAP Solutions
SAP BusinessObjects Analysis software, edition for Microsoft Office, SAP BusinessObjects Dashboards software, SAP Crystal Reports® software, SAP BusinessObjects Explorer® software, SAP BusinessObjects Web Intelligence® software

Prerequisites
- SAP NetWeaver BW version 7.x
- Microsoft SQL Server Analysis Services 2005/08
- SAP BusinessObjects BI platform

For More Information
SAP.com:
SAP BusinessObjects Analysis, edition for OLAP
SAP® BusinessObjects™ Dashboards
See the Business Clearly

SAP® BusinessObjects™ Dashboards software is a drag-and-drop visualization tool designed to create interactive analytics that can be turned into powerful, personalized dashboards. Drop-down menus and sliders allow users to present complex data clearly, giving decision makers an easy way to interact with data and test out business scenarios.

Key Functions and Features
- Interactive dashboards including what-if analysis functions
- Works with any data source — SAP or non-SAP
- Flexible deployment options — SAP on-demand portal, the SAP BusinessObjects BI platform, corporate portals, PDF files, Microsoft PowerPoint decks, and Adobe Flash
- Drag-and-drop user experience for dashboard design
- Library of commonly used visualization components (gauges, treemaps, maps, and so on)
- Deploy mobile dashboards to iPad
- Integrated BI query panel directly accesses universe for query building
- Dedicated dashboard caching and processing servers for scaling to more users
- Multilingual support
- Dashboard administration such as usage audit, server monitoring creation process

Typical Customer Challenges
- Inability to monitor key performance indicators (KPIs) to stay on track
- Visualizing the data in an easy-to-understand framework that is interactive
- Delivering this critical information to all users with the right context
- Creating accurate dashboards from multiple data sources
- Developing and maintaining interactive dashboards without needing to code
- Leveraging a BI platform to create dashboards

Customer Business Value
- Improve decision making with visual simplicity to gain agility and a competitive advantage
- Better business performance based on current accurate information that’s always ready for drilling down and further analysis, including scenario planning with what-if functionality
- Stronger corporate security by protecting sensitive data

Ideal For
All industries and organizations

Line-of-Business Beneficiaries
- Sales executives
- C-level executives
- Operations managers
- Field users (insurance agents, sales, and so on)

Why SAP?
- Delivers what-if analysis
- Provides an extensive visualization component library
- Integrates with the SAP BusinessObjects BI platform

Related SAP Solutions
- SAP BusinessObjects Design Studio
- SAP Strategy Management – Track and visualize strategy to execution and make it available throughout the organization
- SAP Business Suite applications – For business users who need to monitor performance

Prerequisites
SAP BusinessObjects Web Intelligence Interactive Viewing license is required for customers who create and publish “refreshable” dashboards.

For More Information
SAP.com:
SAP BusinessObjects Dashboards
SAP® BusinessObjects™ Design Studio
Deliver Mobile, Trusted Insights Through Professionally Designed Applications

SAP® BusinessObjects™ Design Studio increases the value of your data through better insights enabled by interactive data visualizations and a holistic, trusted view of the enterprise. Now your IT staff and business analysts can create dashboards and BI applications quickly and cost-effectively, mobilizing your trusted data in the SAP NetWeaver® BW application, SAP HANA® platform, and through universes.

Key Functions and Features
• Direct connection to a system of record in the SAP NetWeaver® BW application, the SAP HANA® platform or via universes, hierarchies and online analytical processing (OLAP) capabilities from the SAP NetWeaver BW and SAP HANA
• Reuse of existing SAP BEx queries, info cubes, and SAP HANA views
• Multidimensional, interactive, and mobile-ready visualizations
• Flexible, Eclipse-based design environment
• Unlimited flexibility to customize to your business through developing personalized components with the software development kit (SDK)
• Scalability for broad publication
• Interoperability with SAP BusinessObjects Analysis software, edition for OLAP

Typical Customer Challenges
• Obtain trusted metrics for alignment with business strategies
• Make applications and dashboards available anywhere your business users work
• Push BI adoption
• Employ data-driven applications to maximize ROI
• Reduce IT cost
• Reduce development time

Customer Business Value
• Align individuals around trusted insights to drive more profitable decisions through professionally designed applications
• Lower cost for providing enterprise grade applications across the business network and mobilize your valuable information
• Maximize engagement by getting a broad audience interacting with compelling visuals anytime, anywhere

Why SAP?
• Enable you to deliver trusted insights through direct SAP Netweaver BW and SAP HANA software connections in a professionally designed application personalized for your business
• Capitalize on tight integration with the business suite, existing data warehouse and leverage all your meta data models to create scalable, mobile BI applications
• Create mobile, multi-dimensional, highly interactive BI applications with your trusted data

Related SAP Solutions
• SAP BusinessObjects™ Analysis software, edition for Microsoft Office
• SAP BusinessObjects Analysis, edition for OLAP
• SAP BusinessObjects Dashboards software

Prerequisites
• SAP BusinessObjects BI platform
• SAP BusinessObjects Mobile software (optional)

For More Information
SAP.com:
SAP BusinessObjects Design Studio

Ideal For
• All Industries and organizations

Line-of-Business Beneficiaries
• C-Suite
• Other executives
• Any mobile use case within the organization
SAP® BusinessObjects™ Mobile
Run Smarter Anywhere

SAP® BusinessObjects™ Mobile software allows organizations to immediately access information from many mobile devices. Management and information workers can stay up-to-date and make decisions using the latest information. Sales and field service staff can provide the right customer, product, and work-order information where and when it’s needed – helping to shorten sales cycles and increase customer satisfaction. Users can drill down on and interact with familiar reports and metrics, change underlying data, trigger remote actions, and take immediate action.

Key Functions and Features
- Single-click access and navigation from any mobile device
- Optimized viewing of SAP BusinessObjects Web Intelligence® software and SAP Crystal Reports® software documents
- Support for report drilling, prompt selection, and report-to-report navigation
- Ability to respond directly and trigger remote processes
- Offline access with alerts for refreshed reports
- Smart search on smart phones for needed insight

Typical Customer Challenges
- Difficult access to relevant information when outside the office
- Customer expectations not met or questions not answered
- Limited visibility to time-critical information

Customer Business Value
- Analysis on the go
- Take action on preferred device
- Deploy quickly and safely

Ideal for
All industries and markets.

Line-of-Business Beneficiaries
C-level, sales, operations, and LoB managers.

Why SAP?
A comprehensive mobile BI solution with support for major mobile devices

Related SAP Solutions
SAP BusinessObjects BI platform: Leverage existing investment in SAP BusinessObjects Web Intelligence and SAP Crystal Reports.

Prerequisites
- SAP BusinessObjects BI platform
- SAP BusinessObjects Web Intelligence or SAP Crystal Reports to create reports

For More Information
SAP.com:
SAP BusinessObjects Mobile
SAP® BusinessObjects™ Web Intelligence®
Interactive Analysis for Business Insights

SAP® BusinessObjects™ Web Intelligence® software offers business users self-service access across heterogeneous data sources, ad hoc reporting, and intuitive interactive analysis – all through one integrated product.

Key Functions and Features
• Access data from any data source and mash up different types of data sources within a report
• Build queries from scratch or perform analysis on an existing report
• Use an interactive and intuitive interface: organized toolbar, beautiful charts, context-relevant menus, drag-and-drop features
• View data lineage, such as definition of document filters, report objects, variables, and data modifications
• Ask questions, combine data, and identify trends online or offline

Typical Customer Challenges
• Dependency on IT to get answers to business questions; IT report backlogs
• Need for analysis across different types of data sources (SAP and non-SAP)
• Disconnected data systems that impede user productivity and require IT intervention
• Need to analyze data, identify trends and solve business issues online and offline

Customer Business Value
• Enable business users with self-service access to heterogeneous sources
• Enable business analysts and information consumers to ask spontaneous and iterative questions of their data.
• Enable integrated and trusted analysis online or offline
• Enable IT to act as a partner driving business changes
• Reduce the number of tools companies must deploy to deliver trusted information and analysis throughout the organization

Why SAP?
• Intuitive user interface for business users with straight forward workflow and reporting
• Single tool for ad hoc query, reporting, and analysis
• Built-in search

Related SAP Solutions
• SAP BusinessObjects Dashboards software
• SAP BusinessObjects Mobile software
• Analytics solutions from SAP, including applied analytics
• SAP Data Services software
• Data warehousing solutions from SAP

Prerequisites
• SAP BusinessObjects BI platform

For More Information
SAP.com:
SAP BusinessObjects Web Intelligence

Ideal for
• All industries and organizations
• Any company using a data warehouse or other reporting database environment

Line-of-Business Beneficiaries
• C-level executives
• LoB managers and business analysts
• CIO and IT
SAP® Crystal Reports®
Design and Deliver Pixel-Perfect Reports

SAP® Crystal Reports® software, the de facto reporting standard, enables organizations to deliver insightful information to their internal and external users. With the intuitive interface, report authors can design pixel-perfect reports with guided interactivity. They have the option to securely publish personalized reports or embed reports in business applications.

Key Functions and Features
• Turn raw data into highly formatted, professional-looking reports with guided interactivity
• Design very simple to extraordinary reports with maximum insight and impact
• Build reports in just a few minutes with an intuitive design
• Tap into disparate data sources, with the option to connect directly or via the business-friendly semantic layer
• Deliver easy-to-consume personalized reports to end users anywhere, in any preferred format
• High-volume report delivery inside and outside the organization
• Readily embed formatted reports into transactional systems, leveraging existing investment in back-office applications

Typical Customer Challenges
• Need visually appealing, high-quality presentation, information-rich documents with prescribed look and feel
• Need for enterprise and operational reports
• Requirement for intensive data manipulation within the report to meet business needs – data transformation using complex business rules, layout and formatting based on business logic and data values
• High cost of ownership of maintaining an in-house written reporting solution and delivering personalized documents to end users
• Global and high-volume reporting needs

Customer Business Value
• Readily consumable, pixel-perfect reports that enable business users to make decisions quickly
• Reporting solution that can readily scale as the business grows
• Faster dissemination of information to the entire organization securely
• Complete, comprehensive view of the business – with access data spread across disparate sources including business applications
• Ability to stay within the application for reporting needs by embedding reports in business application
• Ability to meet the varying needs of a diverse business-user community with minimal use of technical resources

Line-of-Business Beneficiaries
• Any LoB for whom connectivity to a wide range of data sources and highly formatted reports is essential

Why SAP?
• Preeminent reporting software
  – Over 500 OEM Partners
  – 17.5 million users who view reports per quarter
  – Used in 188 countries
  – 23 years of history behind SAP Crystal Reports
• Ideal for enterprise reporting including operational reports and external customer-facing documents
• Offer full WYSIWYG report design for faster report development
• Mass personalization for hundreds to tens of thousands of users
• High performance and scalable report viewing

Related SAP Solutions
• SAP BusinessObjects™ Dashboards software
• SAP BusinessObjects Web Intelligence® software
• SAP BusinessObjects Mobile software
• SAP BusinessObjects BI solutions

Prerequisites
None

For More Information
SAP.com:
SAP Crystal Reports

Ideal for
• All industries and organizations
The SAP® Intelligence Analysis for Public Sector application by Palantir helps intelligence experts at the local, state, and national level to analyze and collaborate on massive amounts of data to see patterns and identify potential terrorism, crime, and fraud.

Key Functions and Features
• Data integration – Connect data sets in one open platform
• Search and analysis – Search all data and conduct relational, temporal, geospatial, statistical, behavioral, predictive, and network analysis
• Collaboration – Share data and intelligence securely across teams, organizations, and countries
• Development toolkit – Leverage an open application programming interface to add features and broaden reach
• Knowledge management – Access and store investigations and analytic conclusions in a central repository

Typical Customer Challenges
• Derive meaning from disparate systems and complex information sources
• Manage large volumes of structured and unstructured data
• Integrate data across departments, agencies, and country borders

Customer Business Value
• Anticipate threats better by examining extensive data all at once, testing hypotheses in real time
• Automate hundreds of tasks that analysts currently do manually
• Improve response times through fast data processing and collaboration tools
• Deliver better services through a comprehensive tools set that can be implemented in weeks

Ideal For
• Public sector/public security: local, state, and national level
• Financial regulation and oversight organizations
• Government fraud detection
• Disease propagation identification
• Fraud-related scenarios for banking, disaster recovery, cyber security, and healthcare

Line-of-Business Beneficiaries
• CIO
• CTO
• Team/department lead
• Director of IT
• Dedicated analyst
• Operational user

Why SAP?
Comprehensive solution and tool set that can be delivered in weeks

Related SAP Solutions
None

Prerequisites
• SAP Intelligence Analysis for Public Sector application is a stand-alone solution that does not require any other SAP solutions.
• This product requires an Oracle database (Oracle 11g R2, Standard or Standard One Edition, with Oracle Patch Set 11.2.0.1.0 64-bit) or Linux Kernel 2.6 server (CentOS 5, or Red Hat Enterprise Linux [RHEL] Advanced Platform 5, with sysstat package installed), which will not be resold by SAP. Customers must buy directly from vendors if needed.
• As of now, SAP Intelligence Analysis for Public Sector will be available on Linux and Windows platforms.
• Workstations require valid Java Runtime Environment (JRE) versions 1.5.0_5, 1.5.0_10 or higher, and 1.6.0_10 or higher

For More Information
SAPcom (Solution Explorer)
SAP® Intelligence Analysis for Public Sector by Palantir
Agile Visualization
SAP BusinessObjects Explorer®
Discover Immediate Answers to Your Business Questions

SAP BusinessObjects Explorer® software helps you discover immediate answers to business questions. Accessing this engaging user experience on the Web or mobile devices, your business users have the autonomy to access and analyze data without having to ask for help from IT.

Key Functions and Features
• Quick access to information with a straightforward key word search and flexible reporting process
• Visualizations to convey and share qualitative and quantitative knowledge
• Use of mobile devices for faster, easier access to answers
• Exploration views for user-driven, interactive dashboards
• Geolocation awareness for richer information context

Typical Customer Challenges
• Poor user adoption of business intelligence across the organization
• Limited or non-existing business intelligence functionality for information workers
• Delayed or “gut feel” decisions made as a result of limited access to information

Customer Business Value
• Fast – Explore enterprise data sources directly and with near-instantaneous speeds using pre-indexed data sources and metadata
• Engaging – Employ key word searches to find, navigate, and explore data directly, without requiring existing reports or metrics
• Everywhere – Swipe, tap, and zoom to answers using mobile devices and geolocation awareness
• Independent of IT – Increase user adoption of analytics across lines of business by promoting self-service access to enterprise data and analysis

Why SAP?
• Power of Internet search – keyword search and results ranked by data relevance – to drive initial data discovery
• Smart visualization technology automatically generating charts that best represent the information
• Integration with enterprise-class business intelligence platform – SAP® BusinessObjects™ BI platform

Related SAP Solutions
• SAP BusinessObjects Web Intelligence® software
• SAP BusinessObjects Dashboards software
• SAP BusinessObjects Analysis software

Prerequisites
SAP BusinessObjects BI platform

For More Information
SAP.com:
SAP BusinessObjects Explorer

Ideal for
• All industries
• Small and medium enterprises
• Large enterprises

Line-of-Business Beneficiaries
• C-level executives
• Line-of-business managers
• Information workers
SAP® Lumira
Ignite your Creative Ideas

SAP® Lumira software helps you tap into your data – big and small – and discover answers. Fast data manipulation and engaging visualizations allow you to combine and analyze data from a variety of sources and quickly gain unique insights.

Key Functions and Features
• Self-service data acquisition of enterprise and personal sources
• Data enrichment with time and geographic hierarchies
• Point-and-click data manipulation – no scripting required
• Visualizations to convey and share qualitative and quantitative knowledge
• Direct connectivity to the SAP HANA® platform

Typical Customer Challenges
• Limited access to data without help from IT
• Very large volumes of data to analyze
• Analysis process based on manual spreadsheets
• Need to have IT involved in creating predefined query or report every time a new question arises

Customer Business Value
• Faster time to insight – Deliver self-service data discovery on your data – big and small
• Engaging content – Create beautiful graphics and visualizations in real time to convey and share knowledge
• IT approved solution – Increase self-service data usage and leverage existing BI investments without adding to the IT workload

Ideal for
• All industries
• Small and medium enterprises
• Large enterprises

Line-of-Business Beneficiaries
• Business analysts
• Information workers

Why SAP?
• Data acquisition without IT’s help – Acquire and combine data from enterprise and personal sources in a repeatable, self-service way
• Data manipulation without IT’s help – Enhance data using semantic enrichment, such as geolocation and time dimensions, and automated transformation workflows in a repeatable, self-service way
• Instant visualization on any volume of data – Visualize any amount of data in real time with SAP HANA; no data acquisition is required
• Integration with enterprise-class BI platform – SAP BusinessObjects™ BI platform

Related SAP Solutions
• SAP BusinessObjects Explorer® software
• SAP HANA platform
• SAP BusinessObjects BI suite
• SAP Predictive Analytics solutions

Prerequisites
None

For More Information
SAP.com: SAP Lumira
www.saplumira.com
Advanced Analytics
Predictive Analytics Solutions from SAP®
Self-Service Predictive Insight for A Broad Spectrum of Users

These powerful solutions help uncover trends and patterns from Big Data, existing data sources and legacy systems and anticipate business changes. They work in tandem with the SAP HANA® platform and the SAP® BusinessObjects™ BI platform to drive better business outcomes.

Key Functions and Features
• Automate data prep, predictive modeling, and deployment tasks
• Scale to petabytes of data and gain rapid insight from thousands of variables
• In-database scoring and enterprise-class integration
• Automatically retrain models as often as needed
• Identify social influencers for viral marketing programs
• Stunning, advanced visualization capabilities that help users discover hidden trends
• Rich predictive analysis library and integration with the R open source language
• Support for a variety of data sources including SAS, SPSS, and others
• Ability to generate scoring code for SAS, SPSS and more
• Ability to deploy stand-alone or with SAP HANA and SAP BusinessObjects BI platform for a comprehensive Big Data analytics solution
• Easy to understand business and executive summary reports
• Industry templates for communications, financial services, retail and e-business

Typical Customer Challenges
• Lack of skilled analytic resources
• Need for personalization in customer conversations
• Difficulty determining the best offers for each customer and delivering them at the right time and through the preferred channel
• High customer attrition
• Margin pressures and lower sales
• Intensifying global competition

Customer Business Value
• Analytical data sets with clicks, not code
• Accurate models, in days, not months with every model at peak performance
• Deliver a larger Big Data and predictive strategy by extending predictive insight to all business users and lines of business
• Increase accuracy by including all potential variables and eliminating manual errors

Why SAP?
• Best option for unleashing big data value in SAP HANA with real-time predictive analytics and real-time what-if scenarios
• Ease of use with intuitive modeling and advanced data visualization
• Predictive analytics integrated with comprehensive SAP BusinessObjects BI suite

Line-of-Business Beneficiaries
• C-level executives
• VP – line of business
• Chief marketing officer
• Statisticians and data analysts

Related SAP Solutions
• SAP HANA
• SAP BusinessObjects BI solutions

Prerequisites
None

Products
• SAP® InfiniteInsight® solution
• SAP® InfiniteInsight® Recommendation application
• SAP® InfiniteInsight® Social application
• SAP Predictive Analysis software

For More Information:
SAP.com:
Predictive analytics solutions from SAP
Introduction: Finance Solutions from SAP®
Drive Success with Financial Excellence

Today, CFOs have to balance between sound stewardship and value creation. They need to walk the proverbial fine line – always balancing between entrepreneurship and caution, between the big picture and accuracy in details.

Finance Value Map

SAP solutions address key requirements for financial excellence.

SAP helps CFOs drive finance transformation and achieve financial excellence. SAP solutions and innovations enable Finance executives to drive profitable growth, improve the efficiency of finance operations, manage risk and compliance, and support the business in real-time. With SAP, Finance teams can:

Predict: Dynamically model and predict the financial impact of strategic decisions to enable instant insight into action through a holistic view of finance and operations

Execute: Increase the efficiency of finance operations through automation, flexible deployments, and intuitive self-service access to financial information

Control: Proactively reduce risk across finance and operations to confidently meet and exceed regulatory disclosure and compliance mandates
Financial Planning and Analysis
SAP® Strategy Management
Maximize the Value of Performance Improvement Initiatives

The SAP® Strategy Management application empowers business users at all levels to rapidly align resources to execute strategies, understand risk, and drive effectiveness and profitability. By clearly linking strategic plans to initiatives, performance measures, and people, organizations can set clear priorities that employees can act on with confidence and purpose. Ultimately, business users gain greater visibility into and control over the factors that affect their organizations’ performance—which leads to greater efficiency and more agile execution.

Key Functions and Features
• Accountability – Assign individual responsibility for objectives, key performance indicators (KPIs), and initiatives
• Alignment – Improve performance and align execution with strategy by connecting goals, initiatives, and metrics
• Central KPI repository – Enable simplified, centralized administration of KPIs to drive consistency
• Collaboration – Empower everyone in the organization, from senior executives to those responsible for day-to-day execution, to use embedded, threaded comments for discussions, to create and use operational reviews, and to link to external content such as best practices
• Exception management – Receive automatic notification of below-horizon objectives that may be in jeopardy
• Impact management – Measure the impact of initiatives to determine how to best allocate resources
• Performance comparisons – Compare business-unit performance side by side or with other relevant benchmarks
• Mobility – Improve responsiveness by keeping business users actively engaged in key performance improvement initiatives, anywhere and anytime, with their mobile devices
• Scorecards – Get a quick indication of status with clear, straightforward scorecards, and drill down into more detailed screens for additional analysis and actionable information

Typical Customer Challenges
• Understanding business challenges that affect performance
• Gauging performance with straightforward, informative scorecards
• Comparing business unit performance side-by-side or with other relevant benchmarks
• Aligning groups and divisions within the organization
• Prioritizing and budgeting strategic initiatives
• Measuring the impact of initiatives to determine how to best allocate resources
• Managing exceptions, interdependencies, and priorities
• Determining the root cause of performance problems
• Managing a centralized repository of KPIs and best practices

Customer Business Value
• Achieve greater strategy adoption and focus on goals, KPIs, and initiatives
• Improve alignment and agility by more effectively communicating priorities, risk, and progress to enable faster reprioritization and reallocation of resources
• Increase visibility by regular progress monitoring and direct access to relevant performance data
• Drive ownership and accountability of cross-functional initiatives
• Determine the status of objectives and drill into key performance indicators to proactively take action on issues
• React faster and more confidently to changing business conditions

Ideal for
• All industries and verticals
• All lines of business
• Medium and large enterprises

Line-of-Business Beneficiaries
• CFOs, CIOs, COOs, finance directors (strategic planning – linking strategic plans to budgets)
• VP of strategy (Office of Strategy Management)
• Operations management (process improvement initiatives)
• IT (alignment of business and IT strategic plans)

Why SAP?
• Compare performance and identify areas for improvement, through participation in Business Performance Benchmarking by SAP
• Leverage proven best practices to help jump-start performance improvement programs
• Deliver more value from projects and investments and instigate permanent business process improvements
• Measure the impact initiatives are having on KPIs
• Collaborate using contextual comments threads
• Employ user-friendly scorecards that alert managers to problem areas and facilitate root cause analysis
• Gauge each business unit’s contribution to performance through side-by-side scorecard comparisons
• Engage remote business users through mobile solutions
• Integrate with planning applications
• Export data to other BI solutions

Related SAP Solutions
• SAP Business Planning and Consolidation application
• SAP Profitability and Cost Management application
• SAP Risk Management application
• SAP BusinessObjects BI platform
• SAP Strategy Management, Edge edition

For More Information
SAP.com:
SAP Strategy Management
SAP® Business Planning and Consolidation, Version for SAP NetWeaver®

Streamline Planning, Budgeting, and Forecasting and Deliver a Faster, More Compliant Close

The SAP® Business Planning and Consolidation application, version for SAP NetWeaver®, improves productivity by streamlining planning, budgeting, and forecasting processes. It is built directly on the SAP NetWeaver technology platform, allowing organizations to leverage existing SAP technology investments and skill sets, reducing cost of ownership while providing business users with an application they can own and maintain. Including consolidation functionality, it also helps achieve a faster, more compliant financial close. Leveraging SAP NetWeaver BW 7.40 SP5 and SAP HANA, customers have the ability to work with the new unified model based on the planning applications kit paradigm along with the classic model.

Key Functions and Features

- Able to leverage native Microsoft Office tools (Excel, PowerPoint, Word) via new enterprise performance management (EPM) add-in for Microsoft Office (can be used with other EPM applications)
- EPM pane helps users know where they are in the application, what data they are viewing, and what actions they can take
- Meets all legal and statutory reporting requirements
- Business process flows guide users and drive process consistency
- Planning and consolidated financial reporting in a single application
- Able to maintain a fully documented audit trail for regulatory compliance and reduced audit costs
- Built on the SAP NetWeaver technology platform (including the SAP NetWeaver BW application, and the application server for ABAP® programming language)
- Leverage the power of the SAP HANA® platform

Typical Customer Challenges

- Planning, budgeting, and forecasting processes that are too long and error prone
- No ability to quickly model different business scenarios and decide on a course of action
- Closing the books is a highly manual, lengthy process – pressure to reduce cycle times
- No linkage and enforcement with standard business processes
- Mandated process changes - Audit costs as part of the compliance process are extremely high
- Business users who are unable to own and maintain their own environment; too much dependence on IT
- Historical data in multiple systems and spreadsheets - No central, standard data store

Customer Business Value

- Familiar and user-friendly – enables rapid adoption and reduced training time
- Planning and consolidation functionality in a single application
- Supports an automated, robust consolidation process that meets all legal and statutory reporting requirements
- Maintains a fully documented audit trail for regulatory compliance and reduced audit costs
- Process-centric – Helps drive process consistency; enables budgets to be created aligned to plans and resources which are synchronized with strategy
- Aligned – Helps customer stay aligned with their SAP standardization strategy
- Integrated – Built directly on the SAP NetWeaver technology platform, allowing customers to leverage existing infrastructure and skill sets (such as, a single SAP NetWeaver BW application for actual and plan data)
- Improved long range planning - A preconfigured rapid deployment solution for strategic financial planning allows organizations to model long range initiatives and integrate with annual plans
- Improved liquidity planning – A preconfigured starter kit for liquidity planning helps jump-start the implementation of a liquidity planning and cash flow forecasting solution
- In-memory enabled – Boost the performance of your planning and consolidation solution so your organization can plan better and act faster

Ideal for

- All verticals
- Specifically targeted at users of the SAP Business Suite applications and the SAP NetWeaver technology platform

Line-of-Business Beneficiaries

- CFO/CIO/COO (planning, budgeting cycles plus consolidated close and statutory/management reports)
- Treasurers, financial planning and analysis and controllers, operations management, IT

Why SAP?

- Ease of use leverages Microsoft Office (including native Excel)
- New HTML5 interface that can be leveraged across mobile platforms
- Configurable self-service business process flows that enable business users to maintain and create standard business processes
- EPM pane reduces training and helps users understand how and when to do specific tasks
- Planning and consolidation in one product
- Only planning and consolidation application built directly on the SAP NetWeaver technology platform
- Integration with SAP BusinessObjects™ BI tools

Related SAP Solutions


For More Information

SAP.com:
SAP Business Planning and Consolidation

*SAP HANA is required and priced separately

*SAP HANA is optional and sold separately
SAP® Business Planning and Consolidation, Version for the Microsoft Platform
Streamline Planning, Budgeting, and Forecasting and Deliver a Faster, More Compliant Close

The SAP® Business Planning and Consolidation application, version for the Microsoft platform, improves productivity by streamlining planning, budgeting and forecasting processes. This application is designed to integrate with existing technology environment (whether that be SAP or non-SAP) while providing business users with an application they can own and maintain. Unified with consolidation capabilities, it also helps achieve a faster, more compliant financial close.

Key Functions and Features
• Able to leverage native Microsoft Office tools (Excel, PowerPoint, Word) via new EPM add-in for Microsoft Office (can be used with other EPM applications)
• EPM pane helps users know where they are in the application, what data they are viewing, and what actions they can take
• Business process flows guide users and drive process consistency
• Meets all legal and statutory reporting requirements
• Enables planning and consolidated financial reporting in a single application
• Supports ability to maintain a fully documented audit trail for regulatory compliance and reduced audit costs
• Automated Variance Analysis identifies key contributors to performance without manual investigation, saving time and reducing errors

Typical Customer Challenges
• Planning, budgeting and forecasting processes are too long and error-prone
• No ability to quickly model different business scenarios and decide on a course of action
• Closing the books is a highly manual, lengthy process – pressure to reduce cycle times
• Business users unable to own and maintain their own environment – too much dependence on IT
• Historical data in multiple systems and spreadsheets – no central, standard data store

Customer Business Value
• Familiar and easy to use – Enables rapid adoption and reduced training time
• Process-centric – Helps drive process consistency; enables budgets to be created aligned to plans and resources that are synchronized with strategy
• Unified – Reduces maintenance, improves data integrity, and simplifies deployment
  – Leverages up-to-date actuals from systems of record to produce accurate and timely forecasts
  – Supports an automated, robust consolidation process that meets all legal and statutory reporting requirements
  – Maintains a fully documented audit trail for regulatory compliance and reduced audit costs
• Faster legal compliance – A pre-configured starter kit embedding best practices in International Financial Reporting Standards (IFRS) compliance speeds and smooths implementation

Ideal for
• Designed for all verticals
• Relevant to the finance department and those responsible for operational budgets

Line-of-Business Beneficiaries
• CFO/CIO/COO (planning, budgeting cycles plus consolidated close and statutory/management reports)
• Financial planning and analysis and Controllers, Operations management, IT

Why SAP?
• Rapid deployment and lower total cost of ownership
• Configurable self-service business process flows that enable business users to maintain and create standard business processes
• Familiarity and ease of use; leverages native Microsoft Office tools (such as Microsoft Excel) that access a central database, enabling rapid adoption and greater confidence in the data
• New Web 2.0 interface that can be used across EPM applications
• Planning and consolidation in one product
• EPM pane that reduces training and helps users understand how and when to do specific tasks
• Integration with SAP BusinessObjects BI tools
• IFRS-compliant starter kits
• SAP Financial Information Management application can be leveraged to facilitate movement of data into the application as well as between EPM applications
• Apple iPad access through SAP EPM Unwired mobile app

Related SAP Solutions
• SAP Strategy Management application
• SAP Profitability and Cost Management application
• SAP Intercompany application
• SAP BusinessObjects BI solutions
• SAP solutions for EIM
• SAP solutions for GRC
• SAP Financial Information Management application
• SAP Disclosure Management application
• SAP Notes Management application
• SAP Business Planning and Consolidation, Edge edition

For More Information
SAP.com:
SAP Business Planning and Consolidation
SAP® Profitability and Cost Management
Manage Organizational Costs and Optimize Profitability

The SAP® Profitability and Cost Management application enables organizations to gain a deep understanding of the levers affecting organizational costs and profitability throughout the enterprise. Identify underlying causes of underperformance, test potential impacts of changes, and take incisive action to reduce costs and optimize profitability of products, customers, and channels.

Key Functions and Features
• Web-based, activity-based costing (ABC) solution supporting multiple cost allocation methods
• Rapid modeling for visibility into the drivers affecting costs and profitability
• Able to scale from simple analyses to modeling complex high-volume ABC requirements
• Fast data collection and reporting, so enterprises can populate models frequently
• Integration and single sign-on to the SAP Financial Information Management application
• Standardized integration with bill of material (BOM) in product cost controlling (CO-PC) for lower TCO and increase master data quality and consistency.

Typical Customer Challenges
• Poor understanding of the true drivers of cost and profitability of products, customers and channels
• Current initiatives provide inadequate information and have high cost of ownership
• Pressure to drive operating expense reductions for more profitable growth
• Lack of transparency into cross-charges

Customer Business Value
• Gain a deep understanding of the levers affecting organizational costs and profitability. Identify underlying causes of underperformance, test potential impact of changes and take incisive action to reduce costs and optimize profitability

Ideal for
• Organizations with complex cost and product structures
• Organizations in the following industries: Insurance, financial services, utilities, government, industrial and manufacturing, consumer packaged goods, wholesale and distribution, banking, logistics, transportation, and telecommunications

Why SAP?
• User-friendly and multidimensional modeling – Predefined, logical data structure with point-and-click assignments, minimal maintenance, low TCO, and accelerated ROI
• Scalable enterprise-class solution – Web-based, multi-costing method, multicurrency and multilanguage support, full traceback
• Reliable, on-demand what-if analysis – Allowing users to assess the impact of model changes before committing to them
• Extended value – unique services costing and cross-charging, enabling activity-based planning

Related SAP Solutions
• SAP Strategy Management application
• SAP Business Planning and Consolidation application
• SAP solutions for GRC
• SAP ERP application
• SAP Financial Information Management application

For More Information
SAP.com:
SAP Profitability and Cost Management
Accounting and Financial Close
SAP® Business Planning and Consolidation, Version for SAP NetWeaver®
Streamline Planning, Budgeting, and Forecasting and Deliver a Faster, More Compliant Close

The SAP® Business Planning and Consolidation application, version for SAP NetWeaver®, improves productivity by streamlining planning, budgeting, and forecasting processes. It is built directly on the SAP NetWeaver technology platform, allowing organizations to leverage existing SAP technology investments and skill sets, reducing cost of ownership while providing business users with an application they can own and maintain. Including consolidation functionality, it also helps achieve a faster, more compliant financial close. Leveraging SAP NetWeaver BW 7.40 SP5 and SAP HANA, customers have the ability to work with the new unified model based on the planning applications kit paradigm along with the classic model.

Key Functions and Features
• Able to leverage native Microsoft Office tools (Excel, PowerPoint, Word) via new EPM add-in for Microsoft Office (can be used with other EPM applications)
• EPM pane helps users know where they are in the application, what data they are viewing, and what actions they can take
• Meets all legal and statutory reporting requirements
• Business process flows guide users and drive process consistency
• Planning and consolidated financial reporting in a single application
• Able to maintain a fully documented audit trail for regulatory compliance and reduced audit costs
• Built on the SAP NetWeaver technology platform (including the SAP NetWeaver BW application, and the application server for ABAP*)
• Leverage the power of SAP HANA® platform*

Typical Customer Challenges
• Planning, budgeting, and forecasting processes that are too long and error prone
• No ability to quickly model different business scenarios and decide on a course of action
• Closing the books is a highly manual, lengthy process – pressure to reduce cycle times
• No linkage and enforcement with standard business processes
• Mandated process changes - Audit costs as part of the compliance process are extremely high
• Business users who are unable to own and maintain their own environment; too much dependence on IT
• Historical data in multiple systems and spreadsheets - No central, standard data store

Customer Business Value
• Familiar and user-friendly – enables rapid adoption and reduced training time
• Planning and consolidation functionality in a single application
• Supports an automated, robust consolidation process that meets all legal and statutory reporting requirements
• Maintains a fully documented audit trail for regulatory compliance and reduced audit costs
• Process-centric – Helps drive process consistency; enables budgets to be created aligned to plans and resources which are synchronized with strategy
• Aligned – Helps customer stay aligned with their SAP standardization strategy
• Integrated – Built directly on the SAP NetWeaver technology platform, allowing customers to leverage existing infrastructure and skill sets (such as, a single SAP NetWeaver BW application for actual and plan data)
• Improved Long range Planning - a preconfigured rapid deployment solution for strategic financial planning allows organizations to model long range initiatives and integrate with annual plans
• Improved liquidity planning – A preconfigured starter kit for liquidity planning helps jump-start the implementation of a liquidity planning and cash flow forecasting solution
• In-memory enabled – Boost the performance of your planning and consolidation solution so your organization can plan better and act faster

Ideal for
• All verticals
• Specifically targeted at users of the SAP Business Suite applications and the SAP NetWeaver technology platform

Line-of-Business Beneficiaries
• CFO/CIO/COO (planning, budgeting cycles plus consolidated close and statutory/management reports)
• Treasurers, financial planning and analysis and controllers, operations management, IT

Why SAP?
• Ease of use leverages Microsoft Office (including native Excel)
• New HTML5 interface that can be leveraged across mobile platforms
• Configurable self-service business process flows that enable business users to maintain and create standard business processes
• EPM pane reduces training and helps users understand how and when to do specific tasks
• Planning and consolidation in one product
• Only planning and consolidation application built directly on the SAP NetWeaver technology platform
• Integration with SAP BusinessObjects™ BI tools

Related SAP Solutions

For More Information
SAP.com:
SAP Business Planning and Consolidation
SAP® Business Planning and Consolidation, Version for the Microsoft Platform
Streamline Planning, Budgeting, and Forecasting and Deliver a Faster, More Compliant Close

The SAP® Business Planning and Consolidation application, version for the Microsoft platform, improves productivity by streamlining planning, budgeting and forecasting processes. This application is designed to integrate with existing technology environment (whether that be SAP or non-SAP) while providing business users with an application they can own and maintain. Unified with consolidation capabilities, it also helps achieve a faster, more compliant financial close.

Key Functions and Features
- Able to leverage native Microsoft Office tools (Excel, PowerPoint, Word) via new EPM add-in for Microsoft Office (can be used with other EPM applications)
- EPM pane helps users know where they are in the application, what data they are viewing, and what actions they can take
- Business process flows guide users and drive process consistency
- Meets all legal and statutory reporting requirements
- Enables planning and consolidated financial reporting in a single application
- Supports ability to maintain a fully documented audit trail for regulatory compliance and reduced audit costs
- Automated variance analysis identifies key contributors to performance without manual investigation, saving time and reducing errors

Typical Customer Challenges
- Planning, budgeting and forecasting processes are too long and error-prone
- No ability to quickly model different business scenarios and decide on a course of action
- Closing the books is a highly manual, lengthy process – pressure to reduce cycle times
- Business users unable to own and maintain their own environment – too much dependence on IT
- Historical data in multiple systems and spreadsheets – no central, standard data store

Customer Business Value
- Familiar and easy to use – Enables rapid adoption and reduced training time
- Process-centric – Helps drive process consistency; enables budgets to be created aligned to plans and resources that are synchronized with strategy
- Unified – Reduces maintenance, improves data integrity, and simplifies deployment
  - Leverages up-to-date actuals from systems of record to produce accurate and timely forecasts
  - Support an automated, robust consolidation process that meets all legal and statutory reporting requirements
- Faster legal compliance – A pre-configured starter kit embedding best practices in IFRS compliance speeds and smooths implementation

Ideal for
- Designed for all verticals
- Relevant to the finance department and those responsible for operational budgets

Line-of-Business Beneficiaries
- CFO/CIO/COO (planning, budgeting cycles plus consolidated close and statutory/management reports)
- Financial planning and analysis and controllers, Operations management, IT

Why SAP?
- Rapid deployment and lower total cost of ownership
- Configurable self-service business process flows that enable business users to maintain and create standard business processes
- Familiarity and ease of use; leverages native Microsoft Office tools (such as Excel) that access a central database, enabling rapid adoption and greater confidence in the data
- New Web 2.0 interface that can be used across EPM applications
- Planning and consolidation in one product
- EPM pane that reduces training and helps users understand how and when to do specific tasks
- Integration with SAP BusinessObjects BI tools
- IFRS-compliant starter kits
- SAP Financial Information Management application can be leveraged to facilitate movement of data into the application as well as between EPM applications
- Apple iPad access through SAP EPM Unwired mobile client

Related SAP Solutions
- SAP Strategy Management application
- SAP Profitability and Cost Management application
- SAP Intercompany application
- SAP BusinessObjects BI solutions
- SAP solutions for EIM
- SAP solutions for GRC
- SAP Financial Information Management application
- SAP Disclosure Management application
- SAP Notes Management application
- SAP Business Planning and Consolidation, Edge edition

For More Information
SAP.com:
SAP Business Planning and Consolidation
SAP® Financial Consolidation
Eliminate Bottlenecks for a Faster Close

The SAP® Financial Consolidation application provides CFOs with the speed, processing power, agility, and breadth of analysis needed to complete financial consolidation and reporting cycles faster. SAP Financial Consolidation provides full process control and data transparency, allowing companies to simulate unlimited scenarios that address all of their performance management reporting requirements.

Key Functions and Features
- Legal consolidation and reporting – The power, financial intelligence, process control and transparency to comply with global reporting requirements – GAAP, IFRS
- Management reporting – Timely, reliable information and analysis
- All consolidation processes – Journals, intercompany matching/reconciliation, eliminations, dividend, investment elimination
- Simulations on business rules
- Audit trail – Source to disclosure
- Integrate to SAP or non-SAP software systems
- EPM add-in for Microsoft Office, enabling the launch and use of familiar Microsoft Excel, Word, and PowerPoint tools

Typical Customer Challenges
- Multiple currencies, accounting standards, regulatory reporting and compliance requirements
- Time to close books too lengthy – pressure to reduce cycle times
- Barriers to fast, quality close – data quality and collection; weak audit trail; lack of process automation
- Integration of new business units, M&A, organizational changes
- Management’s simulation requests
- Multiple copies of data
- High internal audit and audit costs

Customer Business Value
Power
- Faster close: Streamlined financial consolidation and reporting process without sacrificing data quality
- Speed: Unrivaled single and parallel processing

Agility
- Enablement of finance professionals to safely adapt to changing needs: no rebuilds of previous reporting scenario, saving time and money
- Superior dimensionality and extensible data model: Users control analysis and reduce need for IT

Confidence and compliance
- Intelligent controls and validations: Incoming information is reliable, timely, high quality, consistent, complete, commented and has the right approval process
- Faster legal compliance: Preconfigured starter kits embedding best practice in compliance for IFRS and U.S. GAAP speed and smooth implementation

Ideal for
All organizations with complex consolidation needs, especially in the automotive, construction, consumer goods, financial services, healthcare, high-tech, hospitality, media, retail, manufacturing, services, pharmaceutical, transportation, and utilities industries

Line-of-Business Beneficiaries
Office of the CFO; VP Finance; Controller.

Why SAP?
- Support for local standards and compliance
- Complete solution; transaction processing to full financial reports
- Confidence in data and process transparency and auditability
- Ability to analyze consolidations data and quickly using EPM add-in

Related SAP Solutions
- SAP Strategy Management application
- SAP Profitability and Cost Management application
- SAP Business Planning and Consolidation application
- SAP Disclosure Management application
- SAP ERP application
- SAP solutions for GRC
- SAP BusinessObjects™ BI platform

For More Information
SAP.com:
SAP Financial Consolidation
SAP® Intercompany
Eliminate the Biggest Bottleneck to the Financial Close

SAP® Intercompany application is a stand-alone, peer-to-peer application that enables business units to reconcile intercompany balances in real time via the Web and allows corporations to close their books faster.

It provides the tools for business units to debate and reconcile balances directly with one another, eliminating extra work and delays at the corporate and divisional levels. This removes intercompany reconciliation from the critical path, improving both the speed and accuracy of the closing process. It can be implemented in both SAP and non-SAP environments and works with any consolidation application.

Key Functions and Features
• Web-based peer-to-peer intercompany reconciliation – used with SAP and non-SAP consolidation products
• Real-time, flexible matching adapted to business needs
• Invoice-level matching, commentary, and attachments
• Centralized data maintenance, robust security, performance and scalability
• Flexible reporting through SAP BusinessObjects™ BI solutions

Typical Customer Challenges
• Delays in resolving intercompany discrepancies – which extend the financial reporting cycle
• Burden on central finance to check balances, follow up with reporting units and correct errors
• No easy way to identify errors in the intercompany reconciliation process or ensure reporting deadlines are met
• Extra work at the corporate and divisional levels

Customer Business Value
Faster reporting cycles
• Identify and resolve differences early in the financial reporting process
• Greater control at lower cost
• Shifts the process from corporate to the business units – with corporate monitoring the process
• Business units can debate and reconcile balances directly with one another, eliminating work and delays at the corporate or divisional level
• Removes intercompany reconciliation from the critical path
• Improves the speed and accuracy of the close process at reduced cost

Open and robust solution
• Rapid implementation – centralized deployment, ease-of-use and maintenance
• Rapid ROI – Up to 60% improvement in the accuracy of intercompany transactions
• Saves on average 15-person days in reporting cycles

Ideal for
Midsize to large companies with complex intercompany reconciliation requirements.

Line-of-Business Beneficiaries
CFO; Financial Controller; Chief Accountant; Financial Systems Manager; Director of Planning.

Why SAP?
• Faster reporting cycles
• Flexible – including currency rates
• Automated alerting

Related SAP Solutions
• SAP Financial Consolidation application
• SAP Business Planning and Consolidation application

Prerequisites
None

For More Information
SAP.com:
SAP Intercompany
SAP® Financial Closing Cockpit
Streamlining the Financial Close

With the SAP® Financial Closing cockpit, organizations can accelerate financial closing cycles through enhanced user efficiency, greater automation, and central monitoring and control. The cockpit enables complete financial closes faster and more accurately while meeting regulatory requirements and financial reporting standards.

Key Functions and Features
- The cockpit establishes task scheduling and automation, collaboration, and monitoring across the entire closing cycle
- Web-based interface helps to collaborate more effectively
- Intuitive visual environment provides a view of every closing cycle task and its status, in real time
- Standard reporting functionality measures the efficiency of the closing process, at a task-by-task or an overall level
- Integration with the SAP Central Process Scheduling application by Redwood provides the ability to automate tasks across both SAP and non-SAP software systems

Typical Customer Challenges
- The need to execute a complex series of closing tasks on time, and in the correct sequence, to meet reporting deadlines
- Coordination of numerous people across different subsidiaries, divisions, time zones, and software systems
- Standardizing the closing cycle into a series of repeatable process steps
- Ensuring that the close processes are consistent across organizational units

Customer Business Value
- Centralizing oversight of the financial close cycle dramatically increases the accuracy and credibility of the financial statements, improving transparency
- Enhancing closing through the cost-effective and automated use of resources, systems, and processes improves efficiency and accelerates the close cycle
- Monitoring of internal controls supports accurate financial reporting, which is essential for compliance with regulatory guidelines
- Combining with SAP Central Process Scheduling increases data integrity and optimizes integration of SAP and non-SAP financial close processes

Line-of-Business Beneficiaries
- CFO
- Finance vice president
- Controller
- Corporate accounting manager

Why SAP?
- Fully integrated, enterprise-wide system
- Strong functionality, particularly regarding automation across multiple software landscapes (with SAP Central Process Scheduling)
- Standardized technology platform across the enterprise (that is, for organizations that have an extensive commitment to their ERP solution), resulting in lower support costs and higher corporate IT buy-in

Related SAP Solutions
- SAP Central Process Scheduling application
- SAP Master Data Governance application
- SAP Financial Consolidation application
- SAP Business Planning and Consolidation application
- SAP Process Control application

Prerequisites
SAP ERP Financials solution (SAP ERP Central Component 6.0, enhancement package 2).

For More Information
SAP.com:
Financial Closing cockpit

Ideal for
- Customers with investments in the SAP ERP application
- Large enterprise and midmarket customers across all industries and regions
- Companies that have multiple and complex closing processes
SAP® Financial Information Management
Powerful Connectivity, Mapping and Loading Designed for the Business User

The SAP® Financial Information Management application helps reduce the risk, cost, and effort of collecting, mapping, and loading enterprise data into and between SAP solutions for EPM. Superior connectivity drives speed, accuracy, and confidence in integrated data, and enables closed-loop performance management scenarios while also helping to facilitate compliance reporting.

Key Functions and Features

Data collection
• Ability to connect to source general ledger applications – SAP and non-SAP
• Improved support for the SAP ERP application and the SAP NetWeaver BW application as a source
• Metadata browsing in SAP ERP and SAP NetWeaver BW

Mapping
• Intuitive wizard to define and maintain data mapping which auto-generates underlying data flows

Loading
• Ability to launch loading tasks at will, monitor task execution in real time
• Automatic generation of detailed mapping and loading histories
• Drill-to-origin for all supported SAP solutions for EPM
• Drill-to-source in SAP ERP

Security
• Give business users permission to access only the data they need
• Single sign-on to launch application from the SAP Strategy Management, SAP Financial Consolidation, SAP Intercompany, SAP Business Planning and Consolidation, and SAP Profitability and Cost Management applications

Typical Customer Challenges
• Lack of confidence in consolidated financial numbers and reporting
• Extended/slow closing cycle times
• Rising compliance costs

Customer Business Value
• User-friendly and repeatable
  • Speedy to deploy
  • Enhanced productivity; simple data integration
  • Reliable, repeatable, consistent solution at lower cost
• Quality, confidence, and compliance
  • Improve insight while lowering compliance costs
  • Deep understanding of performance data via drill-to-origin and drill-to-source functionality
  • Greater trust and lesser risk in collecting, mapping and loading data
• Superior connectivity
  • Integration with SAP and non-SAP data sources
  • Enables EPM–to–EPM integration for closed-loop performance management
  • Improve EPM processes, reduce cycle times, facilitate compliance

Ideal for
All organizations, especially in the automotive, banking, construction, consumer goods, distribution, financial services, healthcare, high-tech, hospitality, insurance, media, retail, manufacturing, services, pharmaceutical, transportation, and utilities industries

Line-of-Business Beneficiaries
Office of the CFO; CFO, Group Financial Controller, VP Finance, Chief Accountant, Financial Systems Manager, Financial Reporting Manager

Why SAP?
• Lower compliance cost and improve business insight with comprehensive audit trail
• Single solution for EPM for finance customers
• Ease of use; finance user-owned; no need for complex scripting
• User-friendly and intuitive GUI common to SAP solutions for EPM

Related SAP Solutions
• SAP Strategy Management application
• SAP Financial Consolidation application
• SAP Intercompany application
• SAP Profitability and Cost Management application
• SAP Business Planning and Consolidation application

For More Information
SAP.com:
SAP Financial Information Management
SAP® Disclosure Management
Reduce the Time, Risk and Cost of Regulatory Disclosures

The SAP® Disclosure Management application enables a collaborative, flexible disclosure process across distributed teams and multiple data sources to facilitate an auditable, compliant workflow. The result is reduced time, risk, and cost associated with the production and approval of both financial and nonfinancial regulatory statements, disclosures, and corresponding eXtensible Business Reporting Language (XBRL) submissions.

Key Functions and Features
• Accelerates the financial close while lowering compliance costs
• Brings complex financial processes into a single framework
• Provides financial professionals a visual, easy-to-use way to manage financial statement production
• Enables collaboration and workflow between individuals and teams
• Meets the new demands of XBRL publishing and IFRS compliance
• Offers multiple output options for financial and regulatory statement filing and publication

Typical Customer Challenges
• Collection of disparate data for disclosure is time consuming
• Manipulating and consolidating data manually increases cost
• Decentralized disclosure processes increase risk of inconsistencies

Customer Business Value
Speed and Flexibility
• Accelerate the generation of disclosure statements
• Integrate data for a single view across the organization
• Optimize the close from source to digital disclosure

Collaboration
• Assign disclosure responsibility to distributed teams
• Automate integration and data flow
• Is designed for ownership by finance professionals

Compliance and Control
• Produce trusted financial statements in-house
• Support multiple financial and regulatory statements
• Enable creation of XBRL-based statements

Ideal for
• Organizations supporting consolidations and subsequent financial statement generation
• Organizations supporting regulatory disclosures, such as the U.S. Securities and Exchange Commission (SEC) or the Committee of European Banking Supervisors (CEBS)
• All industries

Line-of-Business Beneficiaries
• CFO
• Group Financial Controller
• Financial Systems Manager
• VP Finance
• Chief Accountant

Why SAP?
• Enables centralizing regulatory disclosure processes for both financial statement publication and XBRL filing
• Provides collaboration and corresponding audit trail for statement generation and approvals
• Enables the fulfillment of regulatory requirements for all jurisdiction
• Is integrated and validated for use with SAP solutions, while still able to support heterogeneous environments

Related SAP Solutions
• SAP solutions for EPM
• SAP Business Planning and Consolidation application
• SAP Financial Consolidation application
• SAP Strategic Enterprise Management application
• SAP NetWeaver® BW application
• SAP Notes Management application
• SAP ERP Financials solution
• SAP Disclosure Management application, Edge edition
• SAP Financial Close and Disclosure Management rapid-deployment solution

Prerequisites
None

For More Information
SAP.com:
SAP Disclosure Management
SAP® Notes Management
Streamline the Collection and Management of Financial Notes

The SAP® Notes Management application enables a flexible, simple, and compliant process to streamline the collection and management of descriptive information for financial reporting.

Key Functions and Features
- Automate the collection of unstructured data to support financial figures
- Enable automatic validation and aggregation of unstructured notes data
- Increase reliability and consistency of unstructured data in financial notes
- Facilitate intuitive process management and reporting of narrative data
- Enable a compliant audit trail for unstructured information
- Integrate with the SAP Strategic Enterprise Management (SAP SEM®) application, SAP ERP Financials solution, and SAP Disclosure Management application
- Leverage the power of the SAP HANA® platform

Typical Customer Challenges
- Decreased visibility due to manually managing notes
- Multiple data versions increases complexity
- Lack of a system for notes increases risk

Customer Business Value
- Flexibility
  - Collect supplementary financial data for disclosures
  - Associate descriptive information with financial data
  - Scale the management and reuse of financial notes
- Simplicity
  - Enable intuitive entry and reporting of financial notes
  - Automate aggregation and validation of notes data
  - Complement SAP reporting landscapes
- Compliance
  - Get support for multiple financial and regulatory reports
  - Help ensure compliance with changing regulations
  - Enable a compliant audit trail for unstructured data
- In-memory technology
  - Boost the performance of planning and consolidation so customers can plan better and act faster

Ideal for
- Organizations supporting consolidations and subsequent financial statement generation
- Organizations that require qualitative and descriptive information to supplement financial statement figures and footnotes
- All industries

Line-of-Business Beneficiaries
- CFO
- Corporate Group Controller
- VP Finance
- VP Corporate Reporting
- Financial Systems Manager

Why SAP?
- Enables the collection and reuse of unstructured, descriptive data to support financial figures
- Provides intuitive entry and automated validation and reporting of unstructured notes data
- Improves consistency and reliability of qualitative data in financial notes
- Is integrated and validated for use with SAP solutions, while still able to support heterogeneous environments

Related SAP Solutions
- SAP SEM application, business consolidation functionality
- SAP NetWeaver® BW application
- SAP Business Planning and Consolidation application
- SAP Financial Consolidation application
- SAP Disclosure Management application
- SAP ERP Financials solution

Prerequisites
- SAP NetWeaver® technology platform

For More Information
SAP.com:
SAP Notes Management

*Optional and sold separately
**SAP HANA is required and priced separately
SAP® Risk Management
Preserve and Grow Value

The SAP® Risk Management application provides organizations with a preventive, real-time approach to risk management, continuously monitoring key risk indicators and responses across multiple systems, and aligning risk management with key value drivers and initiatives.

Key Functions and Features
• Focuses risk management activities on the key value drivers of the enterprise
• Provides deep insight into how risk drivers link to risk events and impacts and how value is added or impaired
• Risk response – Respond intelligently and flexibly when designing resolution strategies for critical risks, taking into account risk interdependencies, leveraging integration with internal control, policies (SAP Process Control application) and audit management, and with existing business systems (SAP ERP application or other)
• Monitors emerging risks and opportunities that may impact business value in the future

Typical Customer Challenges
• Business owners and executives need to understand and consistently oversee risk exposure across the enterprise
• Current risk management activities are manual, discontinuous, and reactive, resulting in high cost, unreliable information, and irrelevance
• Risk management is separate and not aligned to the value-driving business processes, limiting relevance and creating unplanned risk exposure

Customer Business Value
• Manage better: Automated risk management and monitoring activities to minimize the associated cost and effort required
• Protect better: Proactive prevention of risk events and control failures
• Perform better: Added value through incorporation of risk management in the strategy and operations

Ideal for
• Large enterprises, particularly in highly regulated sectors (such as finance or oil and gas)
• Publicly traded companies, or companies planning to go public
• Companies using SAP ERP or other GRC or analytics solutions

Line-of-Business Beneficiaries
• Chief Risk Officer
• CEO, COO, CFO
• Compliance Team
• Internal audit

Why SAP?
• Unique value proposition – Complete risk management solution with continuous monitoring and integration with back-end systems (x-applications)
• Breadth of automation – Automated key risk indicator monitoring with automated workflow that enables risk owners to reassess risks and align strategy when changes occur
• Content management functionality to manage all types of industry, LoB, or local content
• Enterprise risk management incorporation to wider portfolio of analytics solutions for proven performance management and optimized decision making

Related SAP Solutions
• Extend risk mitigation coverage with SAP Process Control and SAP Access Control applications
• Operationalize risk management by adding the SAP Global Trade Services application or SAP Environment, Health and Safety Management application and the SAP Sustainability Performance Management applied analytic application

Prerequisites
SAP NetWeaver® 2004s technology platform or later.

For More Information
SAP.com:
SAP Risk Management
The SAP® Process Control application helps companies focus their resources on high-impact processes, regulations, and risks, and provides continuous insight into the status of compliance and controls. It also helps improve compliance and business process quality at optimal cost.

**Key Functions and Features**
- Continuous, real-time visibility on compliance and control effectiveness across regulations and policies
- Comprehensive reports and dashboards to monitor control effectiveness across systems
- Unified repository to enable cross-function accountability and standardization and intuitive graphic report/dashboard building capability
- Complete compliance and control management solution for aligned activities and consistent compliance and control processes
- Delivered and configurable rules for fast deployment of automated controls and continuous monitoring of compliance across SAP® and third-party business systems
- Monitor key configurations, master data, and transactions across major processes and subprocesses in areas such as procure to pay, order to cash, financial reporting, and so on
- Automated workflows and notifications to shorten audit cycles and reduce compliance and internal control administration cost
- Single system of record to help ensure audit integrity of compliance and control activities
- High-volume, high-velocity cross-system monitoring leveraging SAP HANA for fast detection of compliance exposures
- Remediation plans and issue management to speed responses to deficiencies in the control environment

**Typical Customer Challenges**
- Need to mitigate compliance risks
- Excessive compliance and internal control management cost
- Lack of automation of control processes (testing)
- Need to ensure continuous compliance and improve business process reliability
- Remediation and issue management inefficiencies
- Need to reduce audit cycles and costs

**Customer Business Value**
- Achieve more confident reporting and decision making due to continuous monitoring of controls, speedier remediation and solving of issues, and better response to fraud and other irregularities

**Ideal for**
- Highly regulated industries
- Organizations that have high audit fees or employ manual processes to comply with internal controls policies and procedures
- Organizations trying to improve visibility and identify and address operational inefficiencies, detect fraud, and reduce financial leakage

**Line-of-Business Beneficiaries**
- Finance: CFO, controller, VP of finance
- Audit: VP corporate audit, director of audit or internal audit
- Compliance: Chief compliance officer, VP or director of compliance, Sarbanes-Oxley project team
- Risk: Chief risk officer, VP or director of risk

**Why SAP?**
- Multiple compliance initiatives can be managed in a single location/single database
- Unified risk and control management within the same architecture enables lower total cost of ownership and speeds new control monitoring setup
- Automated rules framework allows for building new rules quickly to meet new regulations; over 120 documented rules for SAP® software systems
- Third-party integration enables continuous control monitoring across non-SAP systems (Oracle, PeopleSoft, and so on) in a fully integrated fashion
- Offline evaluation through SAP Interactive Forms software by Adobe enables effective collaboration and communication

**Related SAP Solutions**
- SAP Access Control application
- SAP Risk Management application
- SAP Global Trade Services application
- SAP Fraud Management application

**Prerequisites**
- SAP R/3® 4.6c software or later.

**For More Information**
SAP.com:
SAP Process Control
SAP® Access Control
Confidently Manage Access Risk Across the Enterprise

Reduce the cost and effort to compliantly manage access. The SAP® Access Control application helps prevent access risk and fraud, reduce the cost of access management, and reduce the time to compliance with internal policies and external regulations.

Key Functions and Features
• Automated, real-time access risk analysis
• Closed-loop emergency access management
• Embedded risk analysis in user provisioning and role maintenance processes
• Mobile access approvals for iOS devices
• Automated periodic certification reviews
• Integration to proven identity management solutions
• Embedded reporting with SAP BusinessObjects™ solutions

Typical Customer Challenges
• Fragmented approach to managing access risk
• Lack of business and IT collaboration
• Excessive time and cost of audits
• Issues involving auditing and fraud
• Manual user-provisioning process

Customer Business Value
• Minimize access risk and fraud
• Reduce the cost of access management
• Minimize the time of compliance
• Minimize the cost of audits
• Contain the opportunity for internal employee fraud

Ideal for
• Customers using the SAP ERP application
• Organizations with audit findings around superuser access, excessive user access, and segregation of duties (SoD)
• Organizations with manual processes around user provisioning, superuser access, SoD, and critical access reviews
• Organizations looking to improve visibility and address operational inefficiencies around access management
• Organizations in all industries and of all sizes

Line-of-Business Beneficiaries
• CIOs and CFOs
• Directors of IT and SAP applications
• Heads of compliance and audits

Why SAP?
• Fully integrated, scalable enterprise-wide solution for managing access risk to SAP and non-SAP software systems

• Automated rules-based risk analysis for detecting, remediating, and ultimately preventing access risk violations
• Embedded what-if risk analysis allows users to assess the impact of user and role changes before assigning access
• Automated periodic certification reviews drastically reduces the time of periodically reviewing user access and role authorizations
• Centralized emergency access process provides end-to-end visibility of superuser activities

Related SAP Solutions
• SAP Business Suite applications
• SAP Process Control application
• SAP Risk Management application
• SAP Identity Analytics
• SAP Netweaver Identity Management

Prerequisites
SAP R/3® 4.6 software or later.

For More Information
SAP.com:
SAP Access Control
The SAP® Global Trade Services application helps companies automate global trade compliance, optimize global trade operations, and accelerate the global supply chain. SAP Global Trade Services automates comprehensive functionality to speed trade functions and maximize performance.

**Key Functions and Features**
- Automated global trade compliance including many industry-specific requirements
- Comprehensive global trade functionality including export, import, free trade agreements, electronic customs communication, and more
- Integration to SAP and non-SAP ERP and transportation management systems

**Typical Customer Challenges**
- Manual or disconnected global trade processes and systems
- Inability to properly fulfill international shipments on time
- Risk associated with failing to comply with global trade regulations

**Customer Business Value**
- Enable global “perfect order” fulfillment
- Manage global supply chain risk and security
- Maximize customer satisfaction

**Ideal for**
- Manufacturing industries
- Multinational corporations
- Midsize exporters

**Line-of-Business Beneficiaries**
- Supply chain
- Finance
- IT

**Why SAP?**
- Recognized leader in global trade functionality by analysts and the trade community
- Broadest set of trade functionality, including industry-specific and regional tax and reporting requirements
- Most certified government and customs electronic interfaces of any solution on the market

**Related SAP Solutions**
- SAP Business Suite applications
- SAP Transportation Management application
- SAP Event Management application

**Prerequisites**
None

**For More Information**
SAP.com:
[SAP Global Trade Services](https://www.sap.com)
SAP® Fraud Management
Detect, Prevent, and Deter Fraud in Big Data Environments

The SAP Fraud Management analytic application helps companies detect fraud earlier to reduce their financial loss, improve the accuracy of detection to lower the cost of fraud investigation, and better prevent and deter fraud situations from occurring.

Key Functions and Features
- Capture, search, and analyze high volume, high velocity data from multiple sources
- Near real-time detection to identify and stop fraud as early as possible, leveraging the power of SAP HANA
- Integration to business processes to stop transactions in ERP through enterprise services
- Alert notification and management to prioritize and assign potential fraud case analysis
- Fraud investigation workbench with intuitive navigation and visualization, network analysis and comprehensive reporting
- Remediation of fraud through integration with SAP Process Control
- Determination of detection strategies based on fine granular criteria
- Real-time calibrator for what-if analysis on historic data with weight factors and thresholds to reduce false positives
- Monitoring and optimization of the quality of investigations
- Historical pattern analysis through optional addition of integrated predictive analytics from SAP or other solutions

Typical Customer Challenges
- Revenue loss, growing threats and reputational risk resulting from fraud
- High cost and effort for fraud investigation and too many false alarms
- Insufficient velocity to identify and prevent fraud before losses occur
- Difficulties with keeping track of changing fraud behaviors
- Inadequate or obsolete detection capabilities with regards to newer fraud patterns
- Lost productivity due to fraud checking in transactions

Customer Business Value
- Reduction of fraud-related financial losses
- Flexible platform allowing supporting multiple fraud scenarios (internal fraud, anti-corruption) and quickly adapting to new fraud patterns
- Increased security of transactions in key business processes
- Reduced workload for fraud teams (less false positives)
- No dependency on IT resources and specialized analysts
- Deterrence of fraud attempts
- Fraud remediation and reduced fraud risk on a long-term basis

Why SAP?
- Big Data capabilities provided, enabled by SAP HANA (high-volume, high-velocity and diversity data)
- Near real-time detection enabled by SAP HANA
- Comprehensive enterprise solution for fraud protection with the integrated value proposition: SAP Fraud Management and other GRC applications (SAP Access Control, SAP Process Control, SAP Global Trade Services, Audit Management)
- Powerful simulation/calibration capabilities to reduce false positives
- Integrated predictive analytics for pro-active fraud prevention (SAP Predictive Analysis, SAP InfiniteInsight)

Related SAP® Solutions
- SAP Predictive Analysis
- SAP InfiniteInsight
- SAP Process Control
- SAP Access Control
- SAP Audit Management
- SAP Global Trade Services (sanctioned-party list screening)

Prerequisites
- SAP Fraud Management analytic application is based on the SAP HANA platform which must be available and configured with the latest revision, SP 5, requires the SAP HANA database, and SAP NetWeaver 7.3, EHP 1
- SAP Fraud Management can be deployed as a stand-alone solution or with other SAP solutions for GRC or SAP Predictive Analytics solutions

Consultants and Partners
- Big 4 have strong Fraud Practices (Deloitte, PwC, E&Y...)
- GRC specialists (Protiviti, IntGRC, CQS...)

For More Information
SAP.com:
SAP Fraud Management
The SAP® Electronic Invoicing for Brazil (SAP Nota Fiscal Eletronica) application enables companies doing business in Brazil to meet electronic invoice requirements.

SAP Electronic Invoicing for Brazil supports compliance with the trade regulations, minimizes incorrect transactions, and facilitates communication and collaboration with supply chain partners.

**Key Functions and Features**
- Electronic invoice filing – File invoices with an automated, certified, and secured connection between enterprise software and the state and federal government systems
- Electronic acknowledgement and authorization – Receive confirmation based on applicable government guidelines
- Ability to connect with SAP and non-SAP enterprise solutions – Leverage enterprise data and processes and decrease total cost of ownership by eliminating the satellite and homegrown solutions
- Conformance with validation standards – Handle validation of files in XML format as required by the regulations
- Digital signature functionality – Validate signatures with built-in functionality

**Typical Customer Challenges**
- Need to facilitate compliance with Brazilian Nota Fiscal Eletronica bookkeeping regulations to file a copy of invoice data for all commercial transactions including material and finished goods movements
- Need to integrate and automate electronic invoicing processes to meet regulations while continuing to operate with efficiency and effectiveness
- Need to avoid disruptions to core business activities

**Customer Business Value**
- Comprehensive compliance with ongoing support for evolving Nota Fiscal Eletronica trade and tax regulation
- Ability to meet electronic invoice requirements with automated, certified, and secure interfaces to government systems at the state and federal level
- Lower costs of compliance with automated, certified, and secure interfaces to Brazilian government’s state and federal level systems
- Increase supply chain efficiency and improve customer service with streamlined processes
- Reduce audit and operating costs with electronic issuing, sending, receiving, and long-term storing of invoices
- Efficient utilization of existing IT investments
- Integration with existing enterprise solutions as well as financial and logistics processes to leverage enterprise data and reduce total cost of ownership

**Ideal for**
Organizations conducting international, interstate, or intrastate business in Brazil.

**Line-of-Business Beneficiaries**
- CIO
- CFO
- CCO

**Why SAP?**
- First enterprise solution for the Brazilian Nota Fiscal Eletronica requirements: enterprise resource planning (ERP) integration to relevant processes, most viable vendor with ongoing support and investment for solution
- Ability to connect with multiple vendor’s ERP systems, including the SAP ERP application
- Ability to manage complex supply chain processes such as returns, interplant transfers, multiple transactions status, and restarting stalled processes
- Highly scalable system to meet requirements for midsize to large enterprises with the ability to manage large transaction volumes
- Built-in digital signature application, eliminating the necessity for third-party applications

**Prerequisites**
- SAP NetWeaver® Application Server (7.0 SP13+) component with both Java and ABAP® programming language software stacks
- SAP NetWeaver Process Integration 7.0 (SP14+) technology SAP R/3® 4.6C software

**For More Information**
SAP.com: SAP Nota Fiscal Eletronica
Treasury and Financial Risk Management
The SAP® Treasury and Risk Management application helps companies determine accurate cash positions and perform effective liquidity planning. Based on timely and accurate cash information, companies can pursue lower borrowing costs and higher returns on their investments. The comprehensive instrument database provides superior visibility and control, with true “straight-through” processing for accurate and compliant accounting and regulatory reporting.

**Key Functions and Features**
- SAP Treasury and Risk Management integrates cash management and liquidity planning with full debt, investment, and hedge management
- Sophisticated risk analyzers track and help manage financial risks associated with treasury portfolio
- In-house cash and external bank communication management streamline financial transactions and save financial exchange costs

**Typical Customer Challenges**
- The global financial crisis requires businesses to gain greater visibility and control over cash, liquidity and risk (“cash is king”)
- Regulations (such as IFRS and Single Euro Payments Area or SEPA) and market pressures are forcing customers to develop new financial risk mitigation strategies and improve financial processes
- Businesses must continue to lower borrowing costs and increase investment returns

**Customer Business Value**
- Accurate daily cash position and improved forecasting for effective and reliable liquidity planning
- Single platform for managing all debts and investments for improved visibility, accuracy, efficiency, control, and compliance
- Straight-through processing of all treasury transactions, including hedges, with complete automated and accurate accounting

**Ideal for**
- SAP ERP Financials solutions customers
- Large enterprise and midmarket customers – all industries and regions
- Customers with international operations and exposure to related currency risks
- Specialized versions for insurance customers are available

**Line-of-Business Beneficiaries**
- CFO
- Head of treasury/finance
- Cash manager
- Financial risk manager

**Why SAP?**
- Direct integration to financial transaction systems with instant visibility to all potential cash sources and uses (such as requisitions, sales orders, and so on)
- Single treasury database containing all financial instruments and commodities for comprehensive and accurate visibility into positions and risks

**Related SAP Solutions**
- Receivables management suite (formerly known as the SAP Financial Supply Chain Management set of applications) for improved collections associated with cash management
- Invoice-to-pay suite for improved payment management associated with cash management
- SAP® Business Planning and Consolidation, liquidity planning starter kit
- SAP In-House Cash application
- SAP Bank Communication Management application
- SAP Treasury and Risk Management rapid-deployment solution
- SAP Treasury and Risk Management, functionality for financial risk management for commodities

**Prerequisites**
SAP ERP Financials.

**For More Information**
SAP.com:
- [SAP Treasury and Risk Management](#)
SAP® Bank Communication Management
Gain Efficiency, Lower Costs, and Optimize Cash Flow

The SAP® Bank Communication Management application, one of several treasury applications from SAP that fall within the SAP ERP Financials solution, helps companies streamline payment processes and lower the cost of managing multiple bank communication interfaces. The application also helps companies reduce complexity, improve control over the release of payments, strengthen compliance, and increase operational efficiencies.

Key Functions and Features
- Increased payment flow transparency – Payment status monitor with full status history; ability to drill down to documents and master data; display of generated payment formats
- Exception handling – Visibility of errors in payment status monitor and the automatic generation of alert workflow items
- Increased compliance – Personal digital signatures for outgoing payments for internal audit; release of individual payments or entire batches; flexible approval rules
- Integration to SWIFT and banks – Real-time integration with SWIFT via SAP® Integration Package for SWIFT; optional integration with banks with the adapters in SAP software
- Batching of payments – Logical structuring of payment files, with flexible batching rules that can be enhanced

Typical Customer Challenges
- High maintenance costs for bank communication interfaces
- Cumbersome interfaces hindering compliance efforts
- High levels of manual processing, productivity losses, excessive exception handling, and an overall lack of transparency into payment flows
- Higher working capital needs since a level of liquidity must be kept on transaction accounts due to lack of information

Customer Business Value
- Improved communication between corporations and banks, which helps increase efficiency, lower costs, and streamline processes
- More cash flow transparency and visibility of working capital
- Enhanced security and compliance
- Reduced maintenance costs by using global payment standards
- Standardized gateway offered by SAP Integration Package for SWIFT that enables communication with multiple banks more efficiently via SWIFT’s highly secure and reliable messaging platform
- A single connection point through SWIFT that allows a great reduction in the number of bank integrations, thus lowering the total overall cost

Ideal for
- Customers of the SAP ERP application
- Large enterprise and midmarket customers across all industries and regions
- Companies that have multiple banking relationships, both domestically and globally

Line-of-Business Beneficiaries
- CFO
- Corporate treasurer
- Cash manager
- Controller

Why SAP?
- Fully integrated with the SAP ERP Financials solution, resulting in lower total cost of ownership
- Real-time information that provides superior insight into payment processes
- Integration that eliminates the need for batch processing, which requires batch job creation, maintenance and reconciliation – leading to high processing costs
- Highly scalable solution with the ability to manage large transaction volumes, meeting the requirements for midsize to large enterprises

Related SAP Solutions
- SAP In-House Cash application
- SAP Treasury and Risk Management application

Prerequisites
- SAP ERP Financials.

For More Information
SAP.com:
SAP Bank Communication Management
SAP® In-House Cash
In-House Banking Functionality for Savings and Efficiency

The SAP® In-House Cash application is a complete internal banking solution. It helps companies concentrate and net their external financial transactions to directly reduce fees and transaction costs. By netting intercompany activity, SAP In-House Cash can drastically reduce the need for foreign exchange transactions, as well as dramatically reduce the number and complexity of external banking relationships. It can also eliminate a significant portion of associated reconciliation and other management.

Key Functions and Features
- SAP In-House Cash helps companies set up their own internal banking operation to drastically reduce external financial transactions and costs
- By reducing unnecessary external financial transactions, external banking relationships can be streamlined and concentrated for maximum efficiency and control
- By netting intercompany activity before turning to external financial service providers, companies can concentrate working capital and reduce related carrying costs

Typical Customer Challenges
- Excessive bank fees and other external financial services transaction costs
- Complex and numerous external banking relationships requiring time-consuming and expensive reconciliation and maintenance

Customer Business Value
- Reduce the number of external financial transactions required with net intercompany payment and receipt activity
- Leverage reduced financial transaction volume to consolidate external banking relationships and reduce reconciliation and management costs
- Set up an in-house bank for better service levels and reduced costs

Ideal for
- SAP ERP Financials solution customers
- Large enterprise and midmarket customers – all regions
- Companies with international operations
- Companies with significant internal trading
- Companies with a large number of external banking relationships

Line-of-Business Beneficiaries
- CFO
- Cash manager
- Treasury manager
- Head of accounting

Why SAP?
- Direct integration to financial transaction systems for comprehensive coverage of all inbound and outbound financial transactions
- Integrated bank communication management services for ease of bank connectivity, speed of implementation, and reduced time to benefit

Related SAP Solutions
- Receivables management solutions (formerly known as the SAP Financial Supply Chain Management set of applications) for streamlined collections
- Invoice-to-pay solutions for streamlined payment management
- SAP Bank Communication Management application
- SAP Treasury and Risk Management application
- SAP Treasury and Risk Management rapid-deployment solution

Prerequisites
SAP ERP Financials.

For More Information
SAP.com:
SAP In-House Cash
Collaborative Finance Operations
SAP® Biller Direct
Lower Billing Costs With Electronic Invoicing and Payments Technology

The SAP® Biller Direct application enables you to streamline payment processes and provides your customers with the ability to view their account status, receive invoices, and make payments online. Information is provided to your customers either directly through the software’s Web interface or through integration with your existing customer service portal. Companies utilizing SAP Biller Direct can lower billing costs, streamline receivables and payment management, and increase customer loyalty.

Key Functions and Features
- SAP Biller Direct is a component of the receivables management solutions available from SAP and provides functions for electronic bill presentment and payment
- Using SAP Biller Direct, invoice recipients can see their account balance and look at their bills, credits, or payments
- Invoice recipients can initiate payments or download bills into their accounts payable system
- Invoice recipients can dispute bills using the Internet and collaborate with the biller
- SAP Biller Direct enables real-time integration between the SAP back-end software system and the Internet without any data redundancies

Typical Customer Challenges
- Expensive paper-based billing and invoice processing, and archiving
- The need to provide customers with self-service access to invoices and account information
- Excessive time spent dealing with invoice disputes which result in high days sales outstanding
- Ineffective dunning processes that yield low success rates and impact customer loyalty

Customer Business Value
- Lower cost of billing with no printing and postage charges; customer participation in electronic business without electronic data interchange (EDI)
- Faster invoice approval and payments by customers with better explanation of payment deductions
- More precise cash management and improved liquidity planning
- Data integration with accounts receivable and cash management
- Better customer retention (retaining a customer is five times cheaper than acquiring a new one)
- Fewer accounting and settlement errors with immediate access to invoice copies (no archiving necessary)

Ideal for
- Customers of the SAP ERP application
- Large enterprise and midmarket customers across all industries and regions
- Companies that have multiple customer relationships, both domestically and globally

Line-of-Business Beneficiaries
- CFO
- Controller
- Accounts receivable manager
- Credit manager

Why SAP?
- Real-time information provides superior insight into receivables management and payment processes
- Full integration with the SAP ERP Financials solution eliminates the need for batch processing and the inherent costs from competitor solutions
- SAP Biller Direct is natively integrated with the other receivables management solutions from SAP (SAP Credit Management and SAP Collections and Dispute Management applications), which complete the credit-to-cash cycle

Related SAP Solutions
- SAP Credit Management application
- SAP Collections and Dispute Management application
- Accounts receivable functionality in SAP ERP
- SAP Information Interchange OnDemand application

Prerequisites
SAP ERP Financials

For More Information
SAP.com: SAP Biller Direct
The SAP® Collections and Dispute Management application provides a powerful integrated environment from which both collections and dispute managers can collaborate to quickly, efficiently, and effectively speed the receipt of cash and reduce bad-debt write-offs. This increases customer satisfaction at the same time as it reduces days sales outstanding (DSO) and the overall cost of collections and dispute management.

**Key Functions and Features**
- Provides a powerful integrated environment from which collections and dispute managers can work together to accelerate the collection of cash, reduce days sales outstanding, and reduce bad debt write-offs
- Sophisticated collections worklists help ensure that the highest priority collection activity is always given timely and necessary attention
- Automated opening and closing of dispute cases is based on document matching, customer collection activity, and receipts of customer payments
- By integrating collections and dispute management information, collections and dispute cases can be resolved collaboratively and without duplication and inefficiency

**Typical Customer Challenges**
- Slow collections
- Large number of payments in dispute
- Delays in resolving disputes
- Poor customer satisfaction
- High days sales outstanding
- High bad-debt expenses
- High cost of collections and dispute management

**Customer Business Value**
- Speed collection times and increase the efficiency of collections specialists
- Automate the opening and closing of dispute cases based on document matching and other collection activity
- Increase the accuracy of disputed financial information, and speed the dispute resolution process
- Shorten DSO and reduce bad-debt expense
- Reduce overall cost of collections and dispute management, and free personnel resources for higher-value tasks

**Ideal for**
- SAP ERP Financials solution customers
- Large enterprise and midmarket customers – all regions
- Companies with a medium to large number of customers
- Customers with slow collections, slow dispute resolutions, and high DSO
- Customers with high bad-debt write-offs

**Line-of-Business Beneficiaries**
- CFO
- Collections manager
- Dispute manager
- Sales manager
- Accounting manager

**Why SAP?**
- Integrated collections and dispute environments with automated workflow and central document scanning, storage and access
- Direct integration to accounts receivable and other financial applications for accurate and timely accounting and reporting
- Automated opening and closing of dispute cases based on document matching and active collections activity

**Related SAP Solutions**
- SAP Biller Direct application
- SAP Credit Management application
- SAP® BusinessObjects™ solutions

**Prerequisites**
SAP ERP Financials

**For More Information**
SAP.com:
SAP Collections and Dispute Management
SAP® Credit Management
Increase Sales, Shorten DSO, and Reduce Bad Debts

The SAP® Credit Management application provides a powerful workbench from which credit managers can make timely, informed, and accurate credit decisions. By accessing and compiling comprehensive credit, sales, and collections information, SAP Credit Management gives companies visibility to their overall credit risks, and tools to mitigate the exposure. The results are improved customer service, satisfaction, and sales, as well as reduced risk, days sales outstanding, and bad-debt write-offs.

Key Functions and Features
- The SAP® Credit Management application provides a powerful workbench from which credit managers can make timely and informed credit decisions for improved customer service, satisfaction, and sales
- SAP Credit Management helps reduce risks and improve performance through consistent credit evaluations and policy
- By establishing a comprehensive company-wide view of credit relationships and outstanding credit exposures, SAP Credit Management provides companies with a powerful tool to reduce overall credit risk exposure as well as individual credit risks and bad-debt write-offs
- By integrating collections and dispute management information, credit decisions can be made based on instant and current standing

Typical Customer Challenges
- Slow and inaccurate credit decisions that delay and inhibit sales, and damage profitable customer relationships
- High days sales outstanding and bad-debt write-offs related to improper credit decisions
- Lack of visibility to overall credit exposures and risks

Customer Business Value
- Reduce credit decision time and speed the overall sales order process
- Shorten DSO and reduce bad-debt expense
- Gain accurate and timely insight to total credit exposure by customer, product line, geography, and line of business

Ideal for
- SAP ERP Financials solution customers
- Large enterprise and midmarket customers – all regions
- Companies with a medium-to-large number of customers
- Customers with high DSO

Line-of-Business Beneficiaries
- CFO
- Sales manager
- Credit manager

Why SAP?
- Flexible technical architecture that connects all relevant information and systems, both SAP and non-SAP, to the credit decision process
- Powerful worklist/workflow functionality that prioritizes and accelerates credit decisions for important customers and sales deals
- Comprehensive views into overall credit exposure across the enterprise, from both SAP and non-SAP software systems
- Direct integration with open collections and dispute cases for up-to-the-moment business information for accurate credit decisions

Related SAP Solutions
- SAP Biller Direct application
- SAP Collections and Dispute Management application
- SAP® BusinessObjects™ solutions

Prerequisites
- SAP ERP Financials solution

For More Information
SAP.com:
SAP Credit Management
SAP® Travel Management
Control Corporate Travel Costs and Increase Compliance

Companies can streamline the trip life-cycle from planning and approval to expense reporting and reimbursement, to better control travel expenses and help ensure compliance with corporate and legal policies. The SAP® Travel Management application helps integrate these financial processes – facilitating faster reconciliation and payments with reduced errors, and better cash management.

Key Functions and Features
- **Integration** – Link all phases of travel management – from the initial request to planning and online booking to the submission and settlement of travel expenses – in one streamlined process
- **Online booking** – Save time planning and booking travel on the Web
- **Expense management** – Reduce the administrative workload associated with travel, streamlining expense report entry, accounting, and reimbursement processes
- **Analysis** – Examine travel management costs and trends, analyze and redefine your company’s travel policy, and quickly consolidate data for supplier negotiations
- **Global solution** – Support legal travel requirements worldwide

Typical Customer Challenges
- Increasing cost and frequency of business travel
- Inconsistent employee compliance with complex worldwide travel guidelines and expense limits
- Lack of visibility into travel spending trends
- High cost of processing expense reports due to manual processes

Customer Business Value
Control your travel costs
- Control travel spend by managing the entire trip-to-reimbursement process
- Increase usability for travelers with mobile devices to reduce the cost and time of expense reimbursements
- Gain visibility to control travel costs

Facilitate corporate compliance
- Enforce corporate travel policies
- Conform with localized tax and legal requirements of accounting for travel expenses
- Facilitate approvals and auditing for trips and expenses

Increase your process efficiency
- Automate the capture of travel expenses to increase accuracy and reduce costs
- Provide flexible deployments through mobile access to on-premise and on-demand solutions
- Accelerate travel expense reconciliation and reimbursements through integration with the SAP® ERP application for improved cash management

Ideal for
- Customers of the SAP ERP application, especially the SAP ERP Financials solution and the SAP ERP Human Capital Management (SAP ERP HCM) solution
- Large enterprise and midmarket customers across all industries and regions
- Customers with a large number of employees who travel on business

Line-of-Business Beneficiaries
- Business traveler
- Chief Financial Officer
- Chief Human Resources Officer

Why SAP?
- SAP is the only vendor with 25 years of experience in the travel management industry
- Ability to comply with rules for expense management for country-specific regulations
- Superior integration with SAP ERP Financials and SAP ERP HCM processes
- Extensive partner ecosystem

Related SAP Solutions
- SAP Travel Receipt Capture mobile app
- SAP Travel Expense Approval mobile app
- SAP Travel Receipts Management application by OpenText
- SAP ERP Financials
- SAP ERP Human Capital Management
- SAP Cloud for Travel and Expense

Prerequisites
- For SAP Travel Management: SAP ERP Financials solution
- For mobile applications:
  - SAP ERP 6.0 application (SP15+)
  - Add-on component for SAP NetWeaver® Gateway 2.0 technology
  - SAP NetWeaver Gateway 2.0 (SP02)
  - SAP Mobile Platform

For More Information
SAP.com: SAP Travel Management
SAP® Financials Shared Service Framework
Improve Finance Service Levels and Reduce Costs

SAP® Financials Shared Service Framework software provides an integrated application platform and communication framework for delivering financial transactions across the organization. All of SAP’s ERP Financials solutions and technology is designed to run seamlessly on a shared services platform. In addition, SAP provides the infrastructure to also administer the shared service center itself. The combination is unmatched among software providers.

Key Functions and Features
• SAP Financials Shared Service Framework is an integral part of SAP’s multifunctional shared service platform for HR, finance, and IT
• Integration of financial transaction applications into the service center environment maximizes service efficiency and reduces costs
• SAP Financials Shared Service Framework turns administrative finance functions into a service for the business
• Standardization and syndication of best practices promotes organizational excellence and drives it across the enterprise
• Shared service functions enable organizational flexibility to expand and redeploy resources as required by the business

Typical Customer Challenges
• High systems costs
• Process inefficiency
• Data and business practice inconsistency
• High training costs and employee inflexibility
• Compliance issues

Customer Business Value
• Take greater advantage of scale efficiencies and exploit labor arbitrage opportunities
• Establish and leverage “center of excellence” expertise and capabilities across the organization
• Enhance personnel development, increase cross-training, and optimize workforce flexibility
• Create strategic capability to support flexible business growth in response to business opportunity
• Reduce overall cost of finance

Ideal for
• New customers
• Existing SAP ERP Financials solution customers
• Large enterprise and midmarket customers – all regions and all industries
• Organizations with issues supporting growth
• Organizations enduring a high cost of finance

Line-of-Business Beneficiaries
• CFO
• CIO
• Accounting manager
• Finance manager

Why SAP?
• Finance and HR applications on a single technology stack for ease of deployment, ease of integration, superior performance, and lower operating costs
• Integration of financial transactions directly in the service center environment for maximum support, staff efficiency, and service quality
• Consistent application technology for ease in employee cross-training and maximum productivity

Related SAP Solutions
• All financials, operations, and HR applications, including SAP® BusinessObjects™ solutions
• SAP Invoice Management application by OpenText
• SAP Bank Communication Management application
• SAP In-House Cash application
• SAP Collections and Dispute Management application
• SAP Credit Management application

Prerequisites
SAP ERP Financials solution

For More Information
SAP.com:
SAP Shared Service Framework
SAP® Real Estate Management
Solutions to Make Better Use of Your Real Estate Portfolio

SAP offers an integrated portfolio of solutions for full real estate lifecycle management – from investment planning via sales and marketing to lease and space management, maintenance, and repair.

Key Functions and Features
- **Investment and construction** – Analyze your portfolio, track investment decisions, bid and award construction services, monitor projects and contractors, and manage cash for adequate funding
- **Sales and marketing** – Match vacant space and interest of prospective tenants, qualify leads, track opportunities, and provide lease abstracts and offers
- **Lease and space management** – Track approval workflows, post leases according to accounting standards, escalate rents, settle sales-based rents and service charges, track workplace occupancy, and automate moves and room reservations
- **Maintenance and repair management** – Monitor budgets, measure energy consumption, recover expenses from common-area maintenance, and handle maintenance, repair, and service orders

Typical Customer Challenges
- Making the right investment decisions
- Keeping construction projects on track
- Finding the best tenants
- Increasing rental income and decrease rental costs
- Reducing administrative overhead costs
- Providing financial reports
- Meeting sustainability goals

Customer Business Value
- Better investment decisions
- Reduced project risk
- Increased lease revenues
- Compliance with reporting standards
- Faster invoicing of contingent rents and service charges
- Full control of critical dates
- Improved use of corporate workspace

Ideal for
- Companies in all industries who manage office, retail, industrial, residential property and land
- Organizations using the SAP® ERP Financials solution

Line-of-Business Beneficiaries
- CFO for investment planning and accounting
- VP of construction management
- VP of sales and marketing
- VP of lease administration
- VP of space management
- VP of maintenance and repair

Why SAP?
- Full end-to-end real estate lifecycle management support
- Broadly adopted by leading real estate managers across industries in 70+ countries
- Proven customer value through SAP
- Legal compliance support
- Benchmarking study to highlight added value
- Rapid-deployment solution delivers best practices
- SAP partners deliver add-on solutions for shorter time to value
- Add-on solutions from SAP Consulting extend the standard

Related SAP Solutions
- SAP ERP application: Investment management, project management, procurement, land acquisition, lease offers, lease and space management, maintenance and repair, accounting
- SAP Customer Relationship Management (SAP CRM) application: Marketing can drive campaigns, and sales executives can manage leads and opportunities

Prerequisites
SAP ERP Financials on SAP ERP 6.0.

For More Information
SAP.com:
SAP Real Estate Management

2014 ANALYTICS AND FINANCE SOLUTIONS GUIDE