

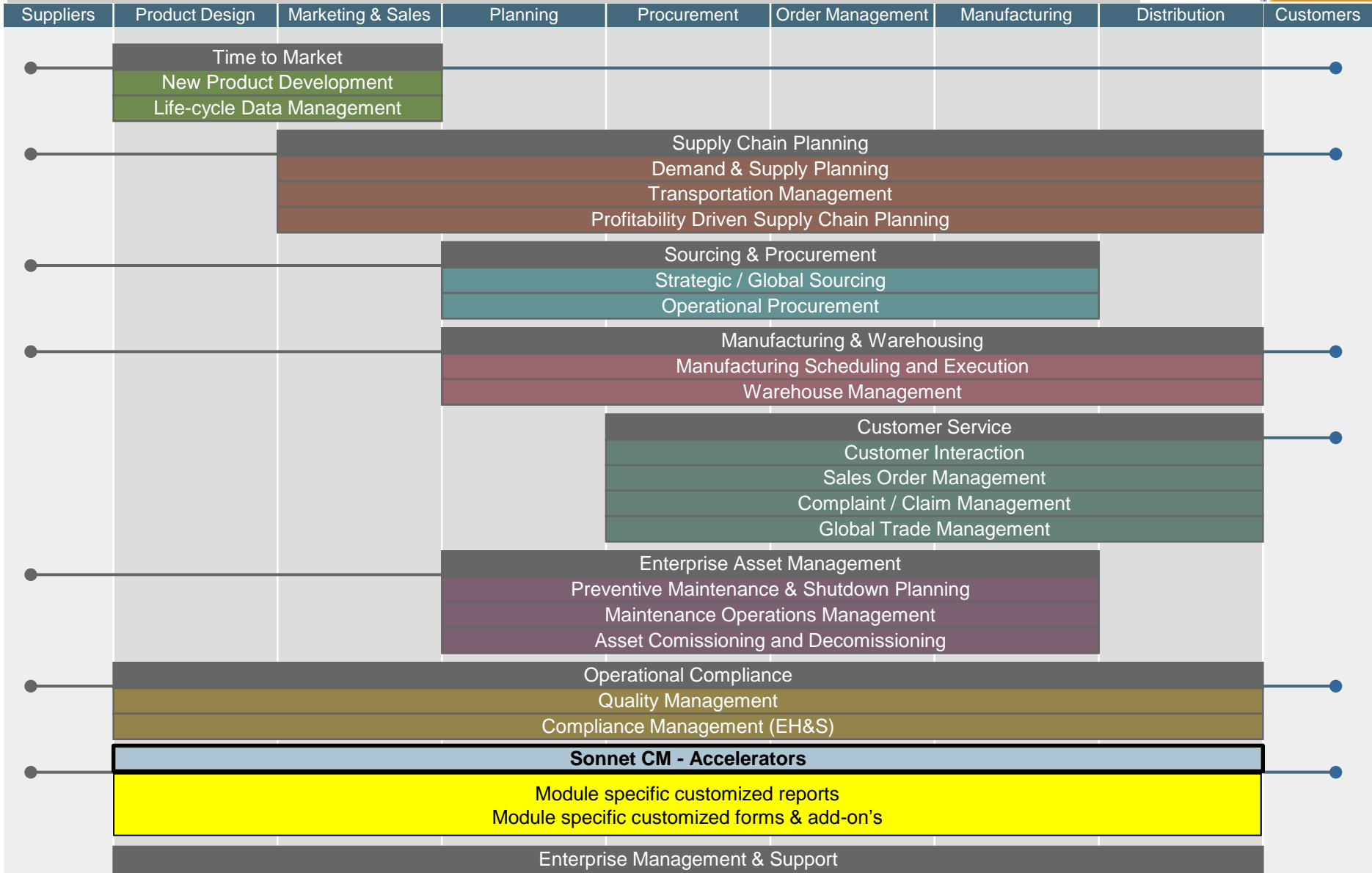
SONNET CM

A Template based solution for Component Manufacturing

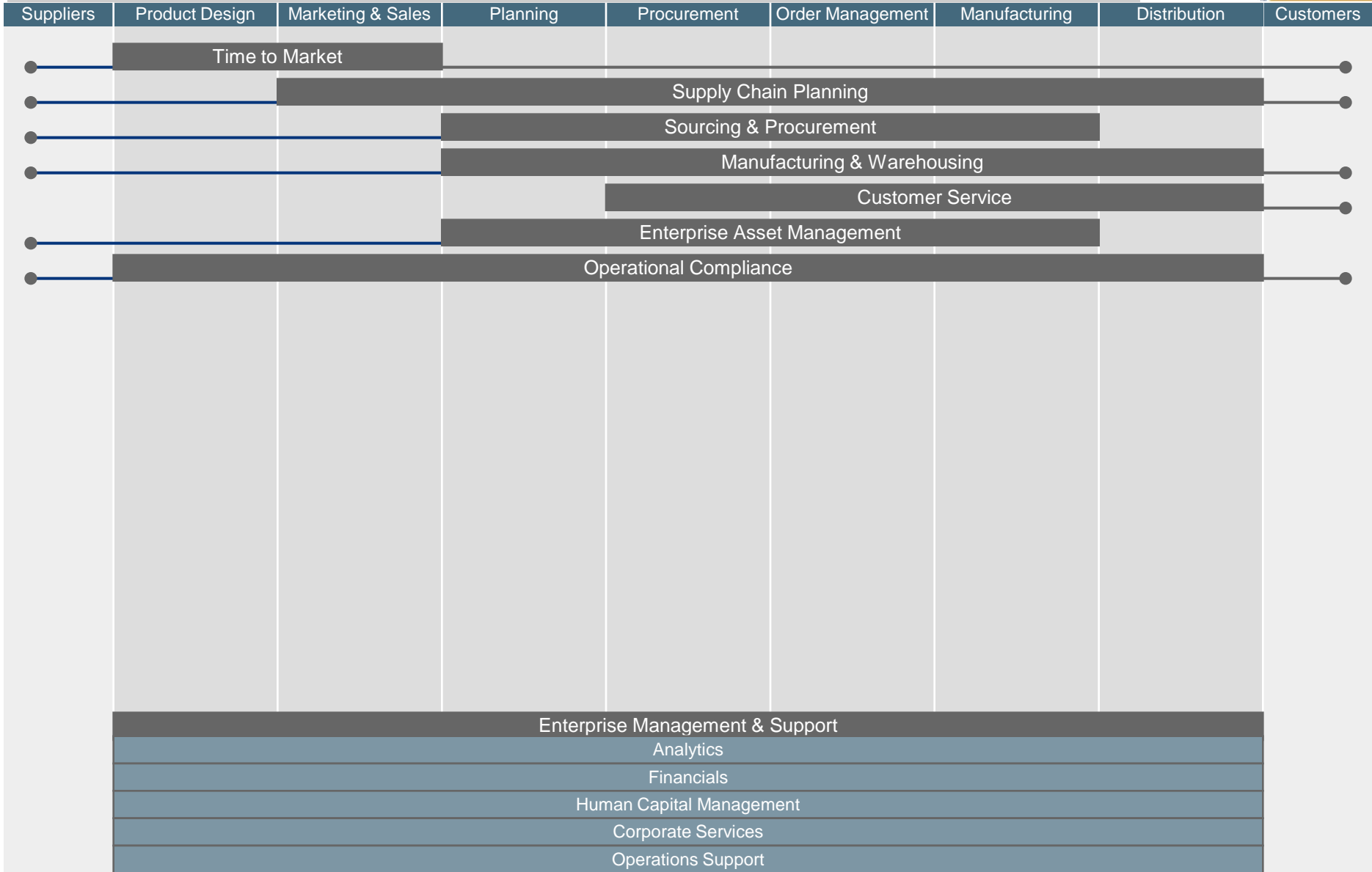
Solution Map

Sonata Software Limited, Bangalore

Mill Products (Fabricated Metals – CM)



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Suppliers	Product Design	Marketing & Sales	Planning	Procurement	Order Management	Manufacturing	Distribution	Customers
Time to Market								
Supply Chain Planning								
Sourcing & Procurement								
Manufacturing & Warehousing								
Customer Service								
Enterprise Asset Management								
Operational Compliance								

Enterprise Management & Support

Analytics

Financial Analytics

Operations Analytics

Workforce Analytics

Financials

Financial Supply Chain Management

Treasury

Financial Accounting

Management Accounting

Corporate Governance

Human Capital Management

Talent Management

Workforce Process Management

Workforce Deployment

Corporate Services

Travel Management

Environment, Health, and Safety Compliance Management

Incentive and Commission Management

Real Estate Management

Operations Support

Project and Portfolio Management

Quality Management

Indirect Procurement

Global Trade Services

Global Trade Management



Short Overview of What's New



What's new

- SAP ERP Release related enhancements
 - Based on SAP ERP Enhancement Package 4
 - Usage of updated NWBC:
 - New design
 - Higher performance
 - 4-layered user navigation
 - Usage of new POWER lists
 - New SAP Best Practices roles
- Tool and activation related enhancements
 - Reduced activation time
 - Extended personalization ability (cross company enterprise structure)
- Scenario related and content changes
 - Coverage of new content in the area of excise duty and withholding tax (Indian law requirements)
 - Coverage of Depot Sales scenario
 - Shift of self service procurement scenario into new additional SAP Best Practices version
- Content Upgrade Procedures
 - Provision of configuration upgrade guides which enable partners to upgrade already activated SAP Best Practices Baseline package content (based on SAP ERP Enhancement Package 3) to SAP Enhancement Package 4

SAP Best Practices is based on the SAP Enhancement Package 4



Installation of New Functionality Separated From Activation via Switch Framework

Optional



Enhancement Packages



Support Packages

Mandatory

Preamble


SAP enhancement packages are shipped as a **delta shipment** to SAP ERP 6.0

Selective Installation

- Each SAP Enhancement Package contains new versions of existing software components
- You only update software components, which are related to the functionality you want to use.
- After installation:
 - **No UI or process change** until a business function is activated
 - **No implications** on the underlying NetWeaver platform, however SAP Enhancement Packages require defined ERP support package stack

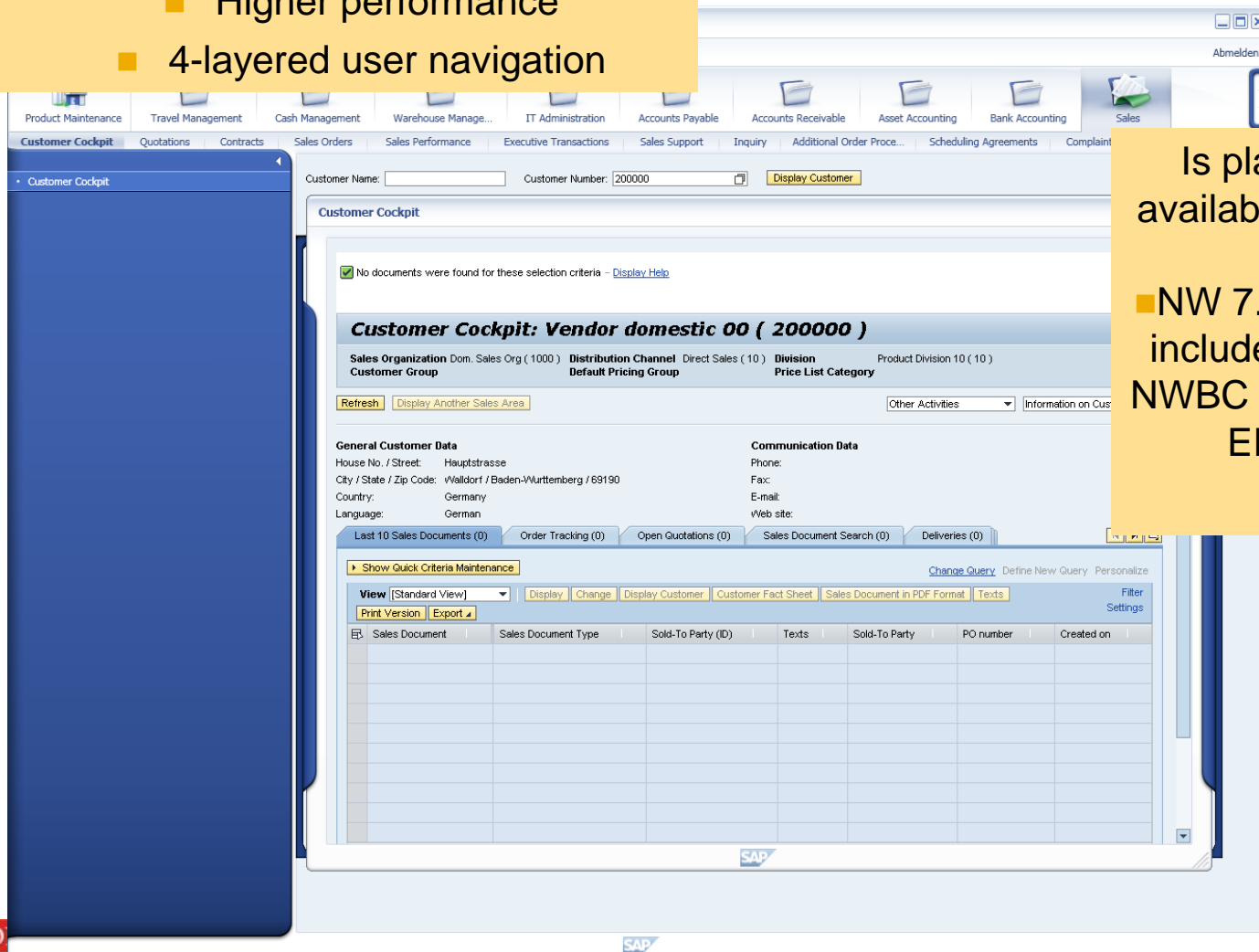


Selective Activation

- New functionality must be explicitly switched on to become active in the system. 
- If activated:
 - **Changes are predictable**, only well described changes in the activated areas.
 - **Testing is simplified** with templates, provided for every business function

Usage of Updated NWBC

- New design
- Higher performance
- 4-layered user navigation



The screenshot displays the SAP Customer Cockpit interface. At the top, there is a navigation bar with icons for various SAP modules: Product Maintenance, Travel Management, Cash Management, Warehouse Management, IT Administration, Accounts Payable, Accounts Receivable, Asset Accounting, Bank Accounting, and Sales. Below this, a secondary navigation bar shows the 'Customer Cockpit' menu with sub-items: Quotations, Contracts, Sales Orders, Sales Performance, Executive Transactions, Sales Support, Inquiry, Additional Order Processing, Scheduling Agreements, and Complaints. The main content area is titled 'Customer Cockpit' and shows search fields for 'Customer Name' and 'Customer Number' (200000), with a 'Display Customer' button. A message states: 'No documents were found for these selection criteria - Display Help'. Below this, the header for 'Customer Cockpit: Vendor domestic 00 (200000)' is displayed, along with organizational data: Sales Organization (Dom. Sales Org (1000)), Distribution Channel (Direct Sales (10)), Division (Price List Category), and Product Division (10 (10)), and Customer Group (Default Pricing Group). There are buttons for 'Refresh', 'Display Another Sales Area', and 'Other Activities'. The 'General Customer Data' section includes fields for House No./Street (Hauptstrasse), City/State/Zip Code (Waikdorf / Baden-Wuerttemberg / 69190), Country (Germany), and Language (German). The 'Communication Data' section includes fields for Phone, Fax, E-mail, and Web site. Below this, there are tabs for 'Last 10 Sales Documents (0)', 'Order Tracking (0)', 'Open Quotations (0)', 'Sales Document Search (0)', and 'Deliveries (0)'. A 'Show Quick Criteria Maintenance' button is visible. The 'View' section includes a dropdown menu set to '(Standard View)', buttons for 'Display', 'Change', 'Display Customer', 'Customer Fact Sheet', 'Sales Document in PDF Format', and 'Texts', and buttons for 'Print Version' and 'Export'. A table with columns 'Sales Document', 'Sales Document Type', 'Sold-To Party (ID)', 'Texts', 'Sold-To Party', 'PO number', and 'Created on' is shown below. The SAP logo is visible at the bottom of the interface.

Is planned to be available in Q2/2010:

- NW 7.01 SPS06 will include the updated NWBC in standard for ERP EhP4

Content Upgrade Procedure

- Provision of configuration upgrade guides which enable partners to upgrade already activated SAP Best Practices Baseline package content (based on SAP ERP Enhancement Package 3) to SAP Enhancement Package 4
 - Specific Upgrade Quick Guide will be provided for the content upgrade procedure.
 - Step by step description (for each building block) to get the required **delta** configuration settings into a client which was set up on SAP ERP Enhancement Package 3 and was upgraded to SAP Enhancement Package 4
 - Required documents can be found on the SAP Service Marketplace under: <http://service.sap.com/bestpractices>
SAP Best Practices packages → Content Upgrade Procedure
- Easy SAP Best Practices Baseline package content upgrade supported

Baseline Package V1.603

(based on SAP Enhancement Package 3)



Delta upgrade procedure for building block...

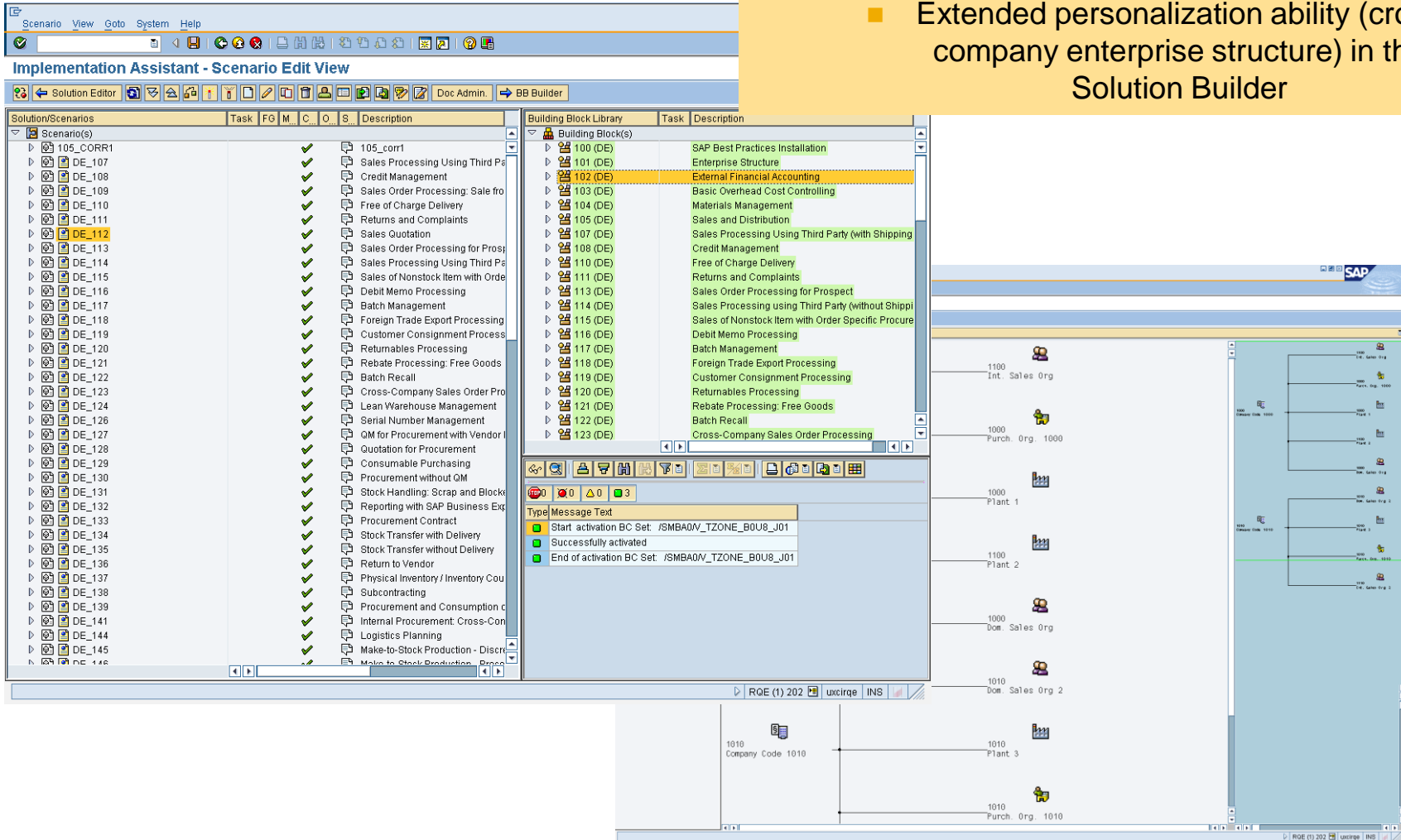
Deployment only of delta configuration settings based on SAP Best Practices Upgrade Procedures

Baseline Package V1.604

(based on SAP Enhancement Package 4)

Tool and Activation Related Enhancements

- Reduced activation time
- Extended personalization ability (cross company enterprise structure) in the Solution Builder



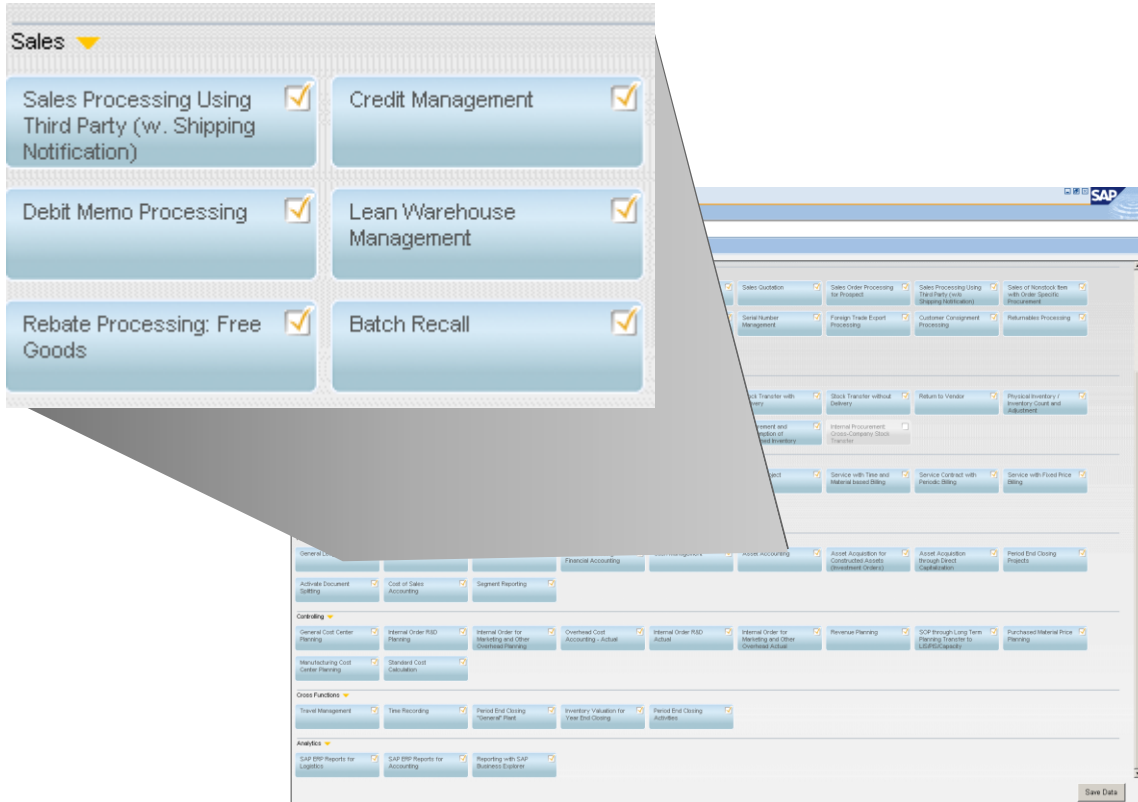
The screenshot displays the SAP Implementation Assistant - Scenario Edit View. The interface is divided into several panes:

- Scenario(s) List:** A table listing various scenarios (DE_107 to DE_146) with their descriptions and activation status (indicated by green checkmarks).
- Building Block Library:** A table listing building blocks (100 to 123) with their descriptions, such as "SAP Best Practices Installation", "Enterprise Structure", and "External Financial Accounting".
- Type Message Text:** A message box showing the activation process: "Start activation BC Set: /SMBA0V_TZONE_B0U8_J01", "Successfully activated", and "End of activation BC Set: /SMBA0V_TZONE_B0U8_J01".
- Diagram:** A hierarchical diagram showing the organizational structure, including "Int. Sales Org", "Purch. Org.", and "Dom. Sales Org" across different plants (1000, 1100, 1010).

SAP Best Practices Solution Builder: Enhanced Graphical Scoping

Enhanced Graphical Scoping

- Design as known from the Solution Configurator for SAP Business All-in-One
- Enhanced application area editor



- The scenarios of a solution are sized dynamically and ordered into a solution map-like view
- The application areas are defined in the application area editor.

Scenario Related and Content Changes: Excise Duty and Withholding Tax



- SAP Best Practices takes into account the existing Indian tax law with regarding excise duty and withholding tax
- Only relevant for India
- Depot Sales scenario is added to the solution