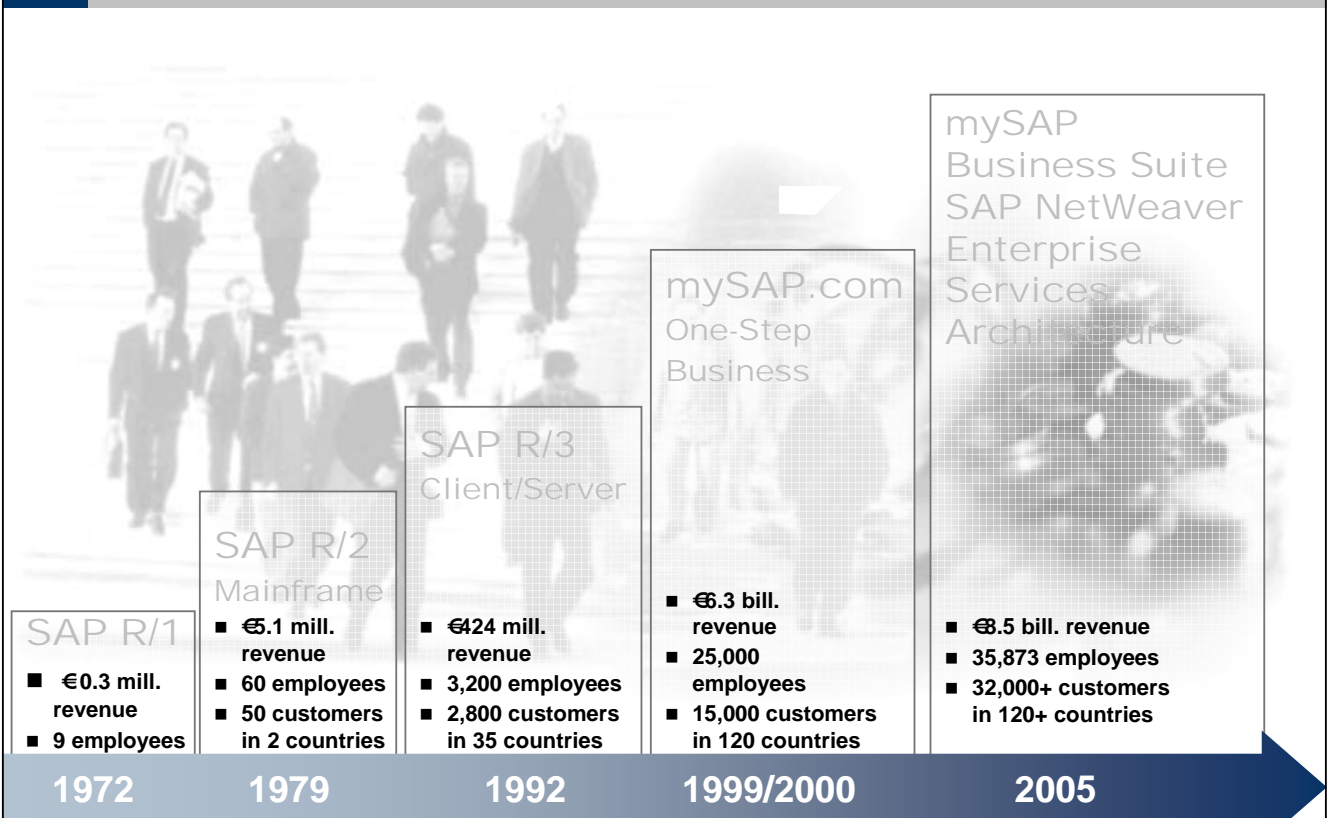


Overview of MySAP ERP

THE BEST-RUN BUSINESSES RUN SAP



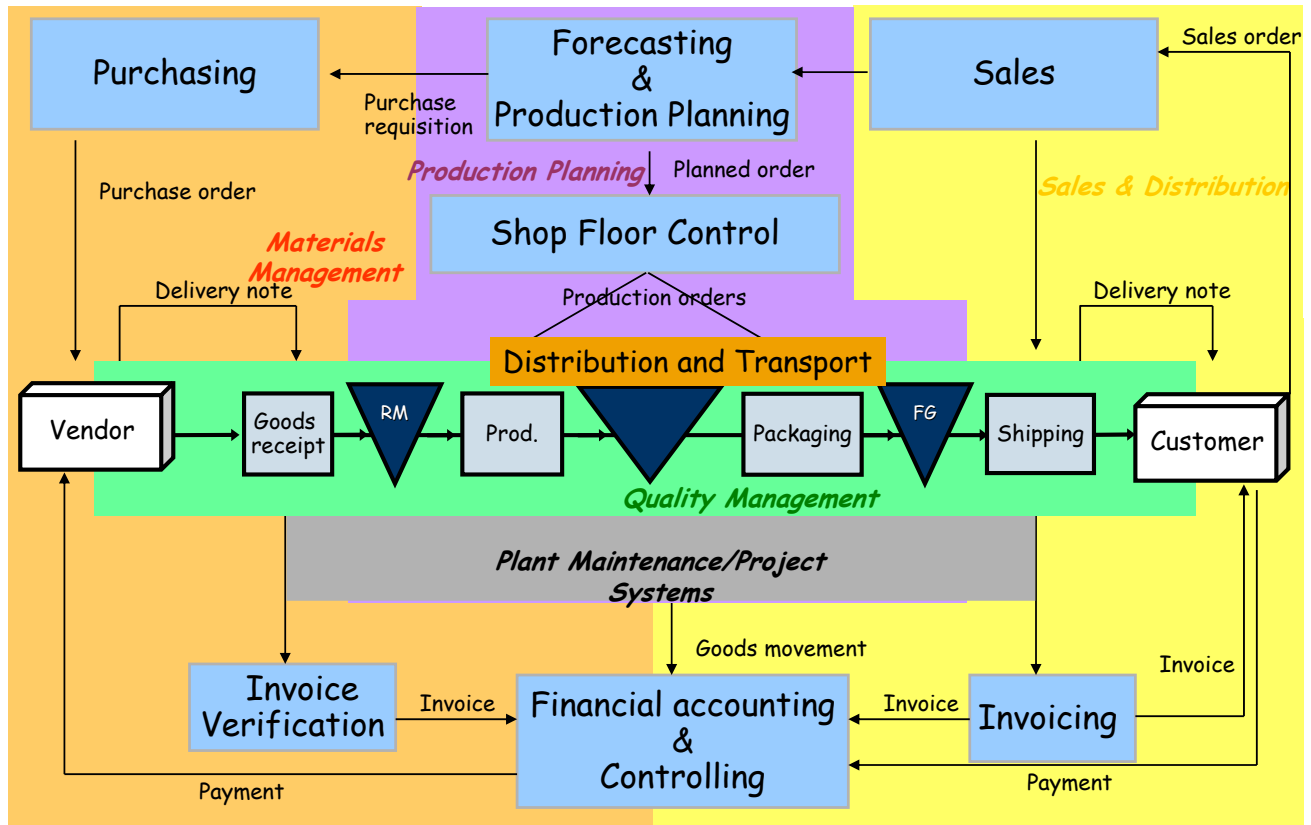
SAP Milestones Over 33 Years



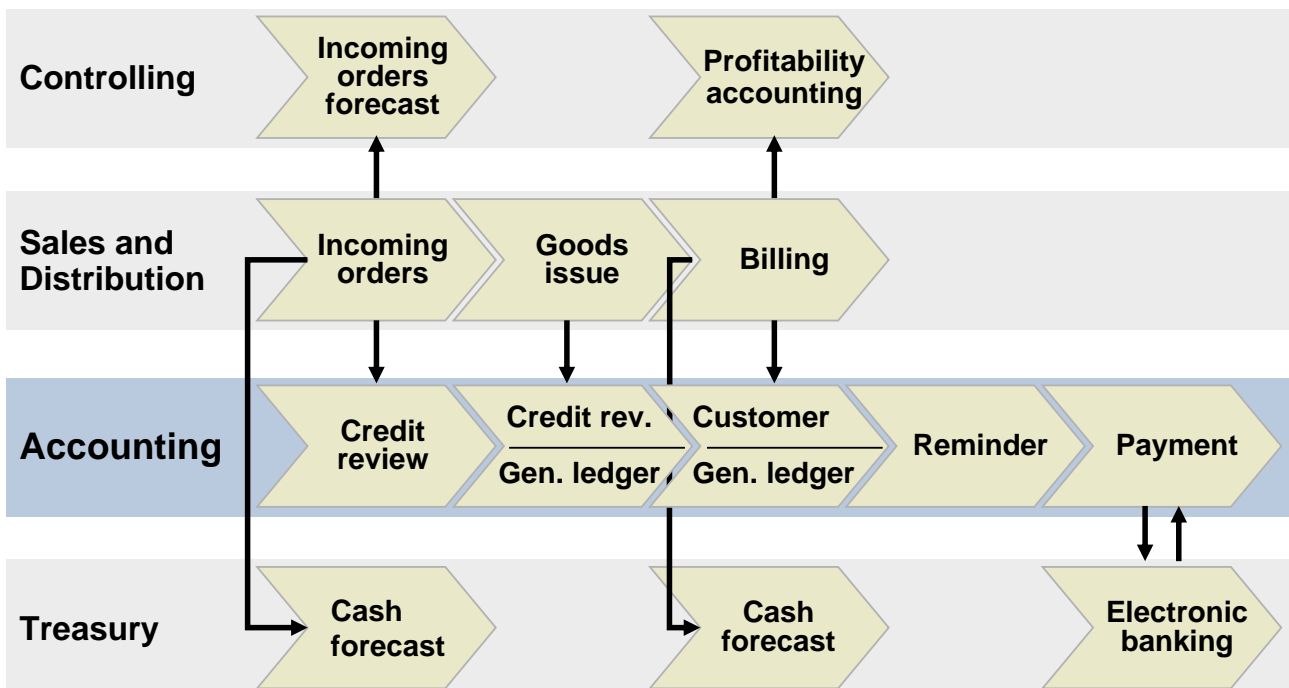
THE BEST-RUN BUSINESSES RUN SAP



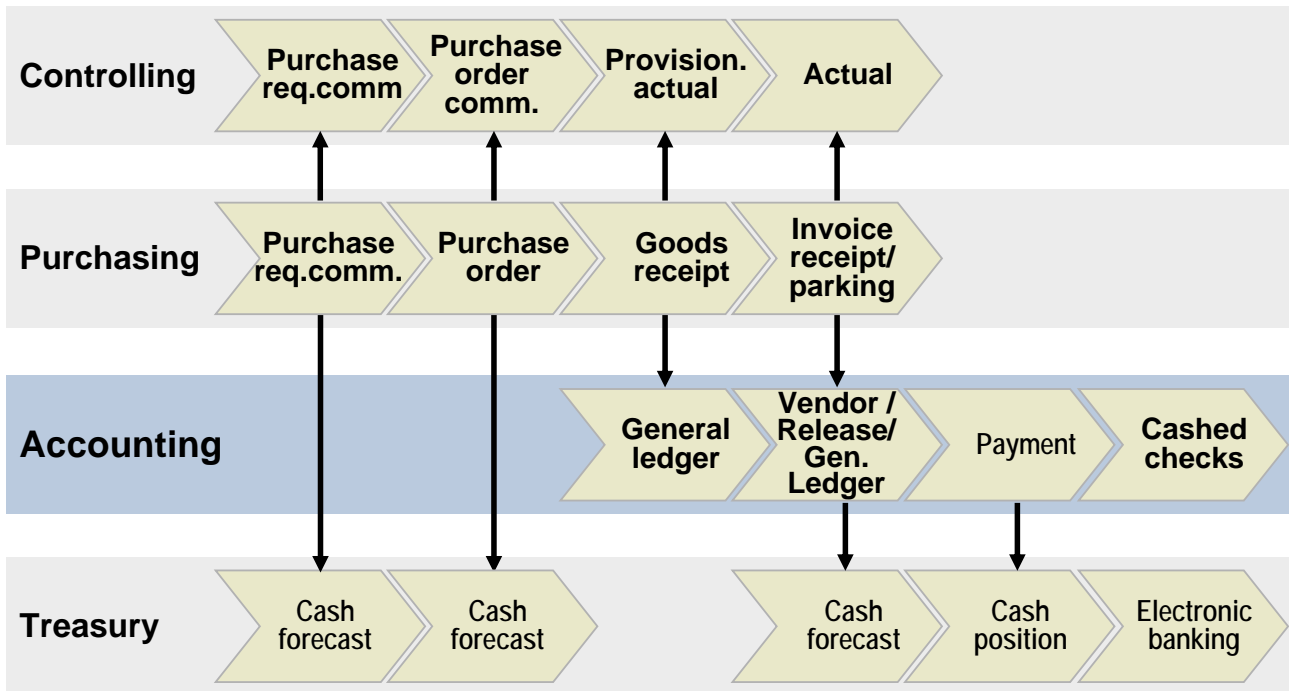
ERP logistics : process integration



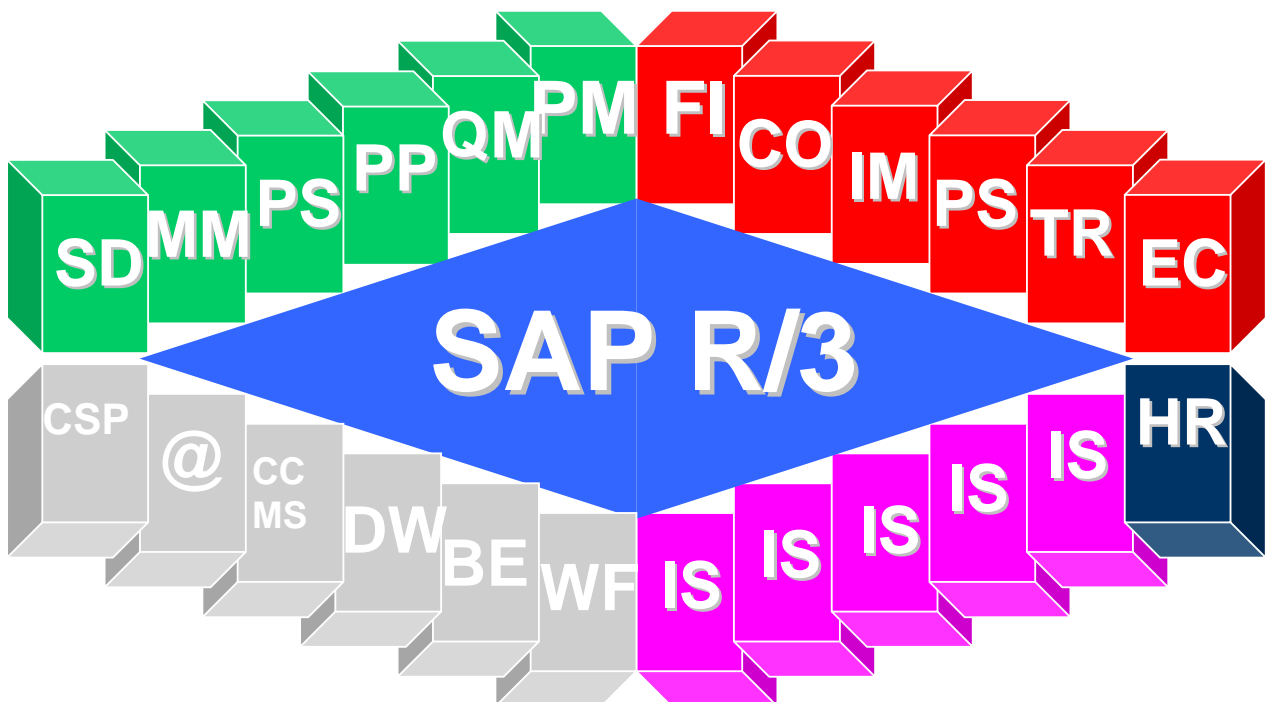
Integrated Accounts Receivable Accounting – Process Steps



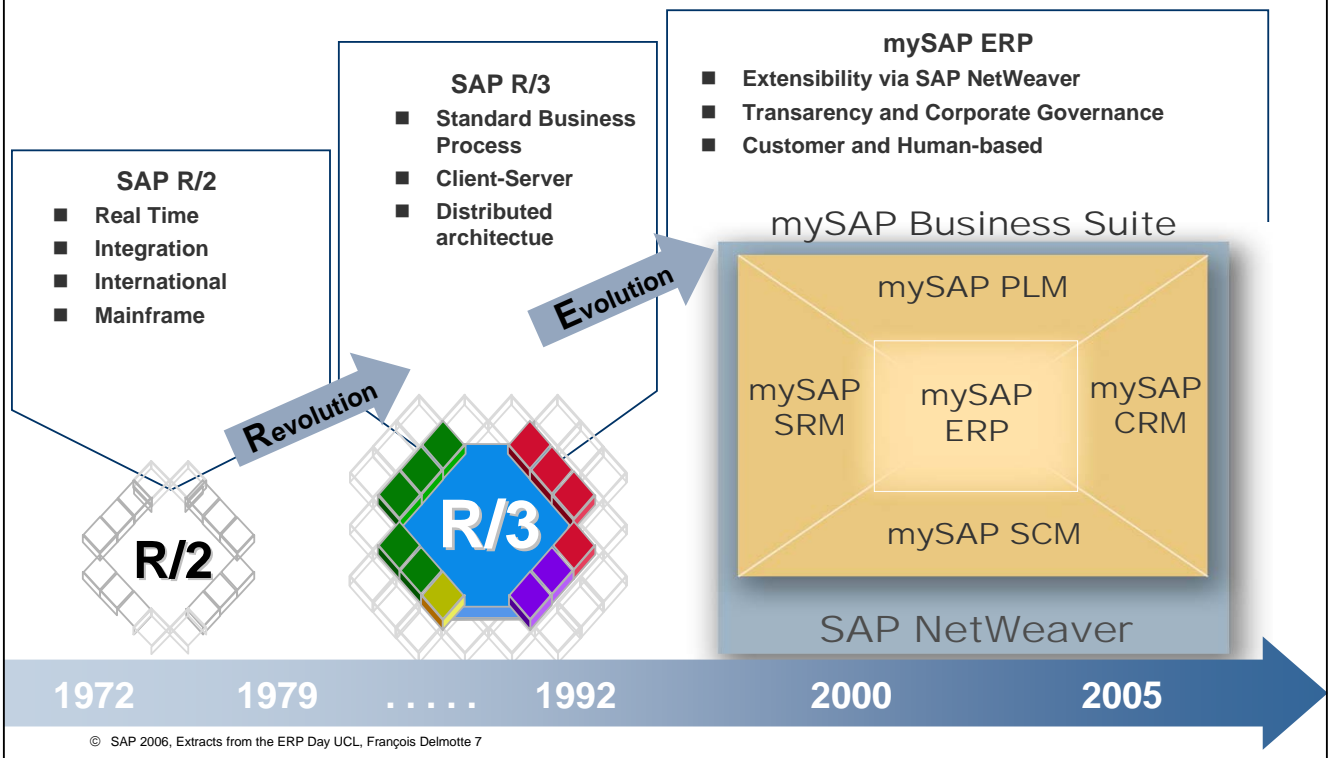
Integrated Accounts Payable Accounting - Process Steps



SAP R/3 to mySAP ERP



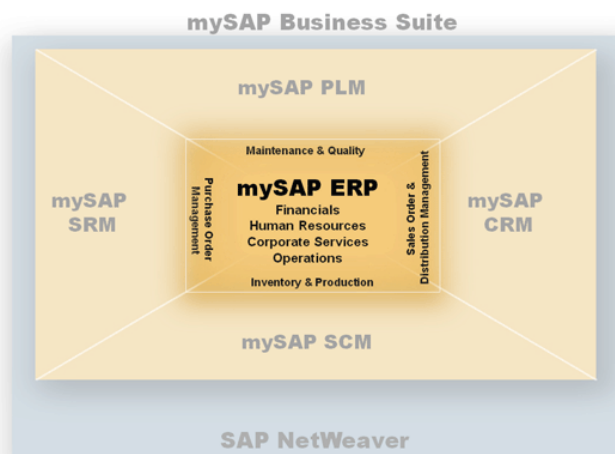
mySAP ERP: SAP next generation



mySAP ERP?

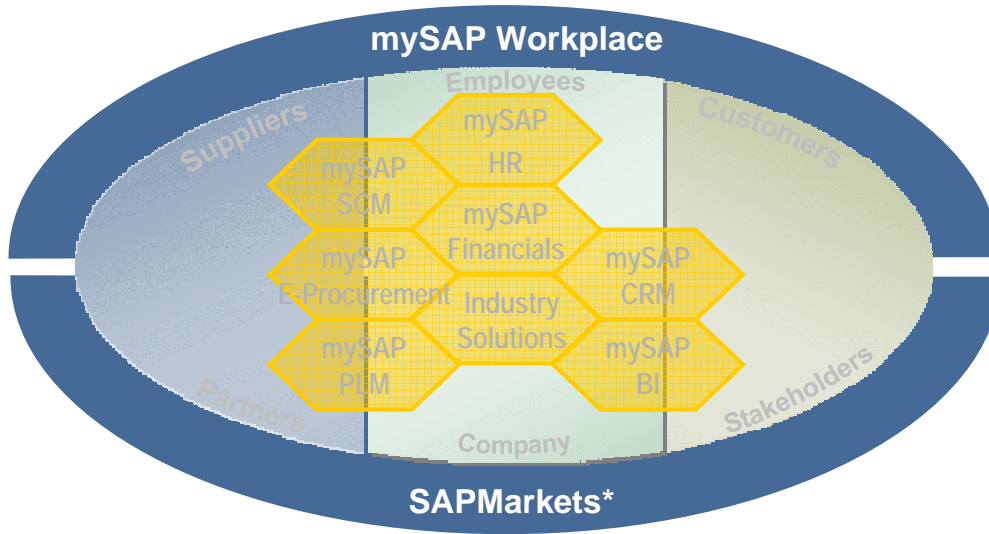
Overview

- Finances
- GRH
- Opérations
- Corporate Services
- Analytics
- Self-Service
- 28 Industrial Solutions



User-centric approach

- Flexibility and scalability to incrementally add the right mix of customer relationship management, supply chain management, and product life-cycle management functionality as business needs evolve
- It offers a comprehensive Business Scope and can be the basis for all industry solutions



Cross-Industry Solutions

- mySAP Workplace
- mySAP CRM
- mySAP SCM
- mySAP Marketplace*
- mySAP E-Procurement
- mySAP BI
- mySAP PLM
- mySAP HR
- mySAP Financials
- mySAP Mobile Business

Industry Solutions

- mySAP Aerospace & Defense
- mySAP Automotive
- mySAP Banking
- mySAP Chemicals
- mySAP Consumer Products
- mySAP Engineering & Construction
- mySAP Financial Service Provider
- mySAP Healthcare
- mySAP High Tech
- mySAP Higher Education & Research
- mySAP Insurance
- mySAP Media
- mySAP Mill Products
- mySAP Mining
- mySAP Oil & Gas
- mySAP Pharmaceuticals
- mySAP Public Sector
- mySAP Retail
- mySAP Service Providers
- mySAP Telecommunications
- mySAP Utilities

Infrastructure and Services

- mySAP Technology
- mySAP Services
- mySAP Hosted Solutions



mySAP E-Business Solutions



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THE BEST-RUN BUSINESSES RUN SAP



mySAP ERP within SAP

SAP for <Industry>

- SAP for Public Sector
- SAP for Utilities
- SAP for Higher Education & Research....

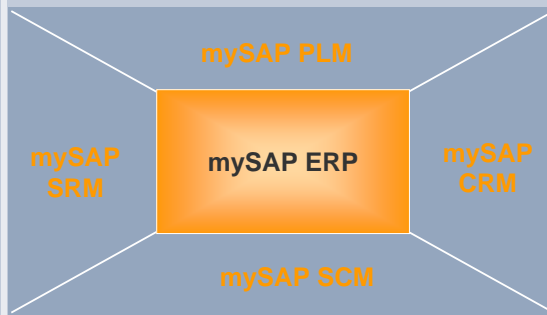
SAP Packaged Solutions

- Service Management for <Industry>
- Financial Insights for <Industry>
- ...

SAP xApps

- SAP xApp Resource & Program Mgmt
- SAP xApp Product Definition
- SAP xApp Mergers & Acquisition
- ...

mySAP Business Suite



SAP Solutions For mid-sized businesses

- mySAP All-in-One
- SAP Business One

SAP NetWeaver

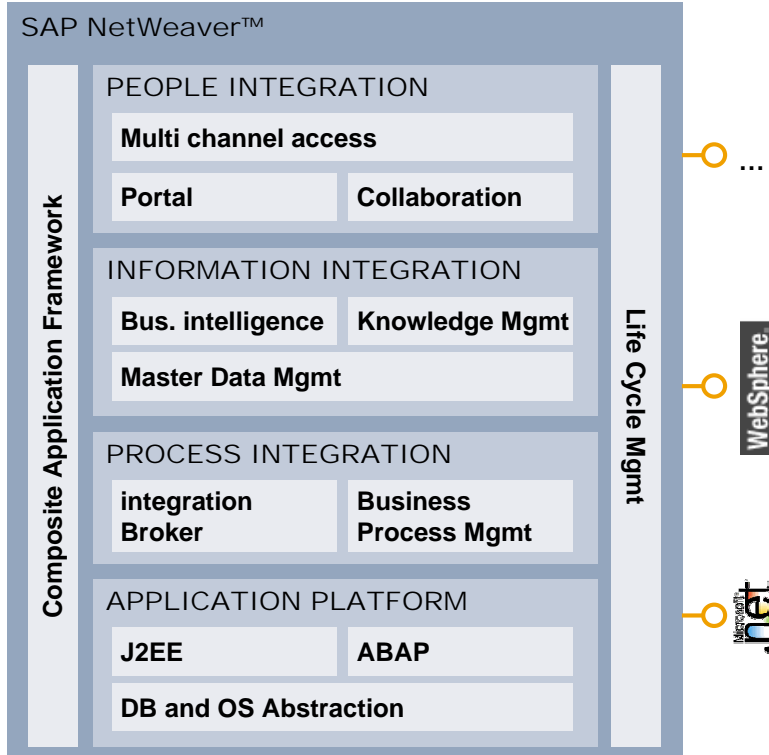
- SAP Enterprise Portal
- SAP Business Intelligence
- SAP Master Data Mgmt
- SAP Exchange Infrastructure

- SAP Business One Server

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THE BEST-RUN BUSINESSES RUN SAP



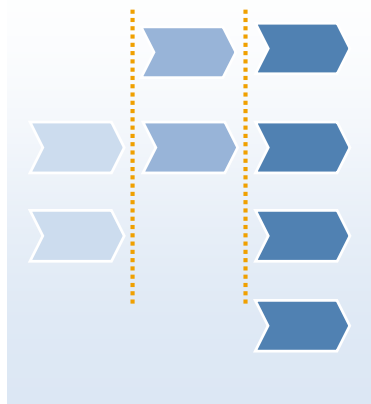


Architecting Businesses for Flexibility

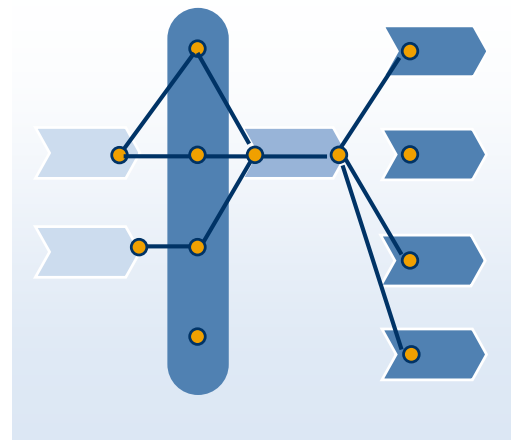
INTEGRATED LINES OF BUSINESS



FLEXIBLE LINES OF BUSINESS



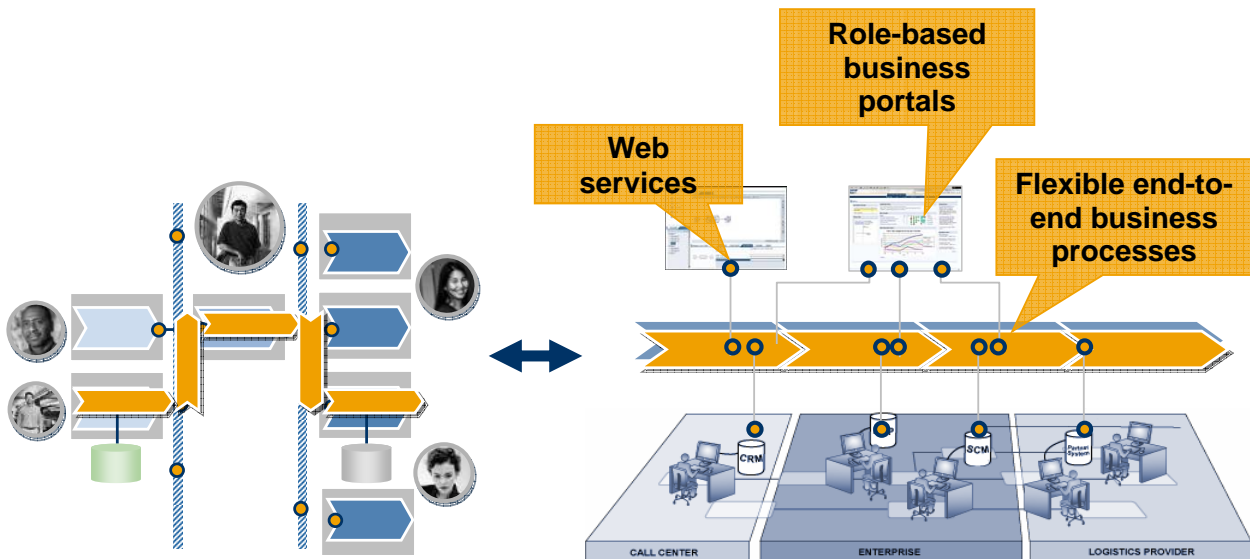
ADAPTIVE BUSINESS NETWORKS



Core Principles of Adaptive Business

- Recomposing the value chain
- Recomposing end-to-end business processes
- Distributed decision making and action

New Business Models Need a New IT Architecture



SAP's Enterprise Services Architecture delivers on the core principles of **adaptive business** for lower TCO