

Interactive Advantage: Power of Your SAP ERP Extended with Automated Forms

January 2012



Agenda

Arteria Technologies – An Introduction

Interactive Advantage – Value Proposition

Features & Demo

Process Improvements

Case Studies

Benefits Summary

Arteria Technologies

Introduction

- Arteria is more than 5 years old organization and is located at the International Tech Park, Bangalore.
- The management team comprises of former employees of SAP Labs India with several years of development, implementation and consulting experience.
- Arteria is exclusively focused on Services and Products on SAP NetWeaver platform and helps customers leverage the potential of NetWeaver & Sybase Unwired Platform (SUP).
- Arteria has over 170 SAP consultants with expertise covering Technical and Functional skills.

Credentials

- All SAP projects have ISO 9001:2008 and ISO 27001:2005 certification. Arteria is also SEI CMM Level 3 Certified.
- Awarded the “Best SAP NetWeaver Process Integration Partner 2007” for APJ.
- First partner globally to have a SAP certified NetWeaver Mobile Client
- SAP ISV with certified products and SAP Co-Innovation Labs (COIL) partner.
- Arteria engages with SAP Labs and Solution Management for product feedback and enablement in emerging technologies.



SAP[®] Certified
Integration with SAP NetWeaver[®]

SAP Co-Innovation Lab

ARTERIA[®]

Products and Services

NetWeaver based Products

- SupplierPortal Advantage
- DealerConnect Advantage
- SecondarySales Advantage
- Interactive Advantage
- Dashboards Advantage

Products on Mobile

- mApprove Advantage
- mDashboards Advantage
- mSalesForceAutomation Advantage
- mDepot Advantage
- mInspection Advantage
- mPlantMaintenance Advantage
- mSecondarySales Advantage

SAP Technology Expertise

- SAP NetWeaver Process Integration
- SAP NetWeaver BI & Business Objects
- SAP HANA
- SAP NetWeaver Gateway, BPM & Portal
- SAP Sybase Platform
- SAP BASIS, Solution Manager & TDMS
- SAP ABAP Custom & RICEFW services
- SAP Technical Upgrade

Solution Extensions Expertise

- SAP Interactive Forms by Adobe
- SAP Archiving & Document Access by OpenText
- Seeburger EDI Adaptors
- SAP Duet Enterprise

Arteria Customers

Discrete Manufacturing



Mill



Process Industries



Diversified Groups



Consumer Products



Others



Business Problems

Limitations of paper-based forms processes

- Paper forms are error-prone and easily outdated.
- Processes require manual data re-entry.
- Process status is hard to track.
- Paper forms produce high costs (e.g. production, storage)

Compliance

- Can't get away from paper based processes to comply with government laws and regulations

Casual users are typically unfamiliar with Enterprise applications

- Need a more intuitive way to deliver apps to the casual user

Limited or no access to SAP

- External Users (Suppliers, dealers and mobile employees) are disconnected from processes

The Solution: Interactive Advantage

- **Personalized:** Provide customers and employees with personalized forms generated directly from SAP applications
- **Interactive:** Capture data that can flow directly back to SAP system - eliminating the need for error prone, manual data input
- **Customizable:** Customize forms to meet your specific business needs,
- **Intuitive:** Designed to reflect the familiar "look and feel" of the paper forms they replace Allow users to print forms
- **Extend the reach:** Enterprise applications can reach much broader set of users – dealers, suppliers, customers, employees on move with **off-line forms**
- **Tightly Integrated** with SAP applications with automatic workflow trigger capability.
- **Make the Complex Simple. Make the Simple Transparent**

SAP Interactive Forms by Adobe – How it works?

- Complete a form with the Adobe Reader software while online or offline.
- Role based pre-population of data
- Online and offline
- Client side and server side validations
- Submit by email, upload or portal based workflows
- The system automatically transfers the data from the form to the SAP application using XML

Interactive Advantage: Finance – Process Improvements

BEFORE

Vendor Payments – Slow and error-prone

- Invoices received in paper forms
- Data re-entry in ERP system
- Payment runs

Employee Re-imbursements – slow and non-uniform work load

- Employees have to spend time while in office to file reimbursement
- Delayed reimbursements fillings leading to reimbursement pile-ups towards the month or quarter end
- Productivity of the employees reduced. Filling cumbersome forms instead of performing business tasks

Government and legal compliance

- Re-enter the information in various regulatory forms
- Archiving huge number of paper records



AFTER

Efficient Vendor Payments

- Adobe forms based invoices directly triggering the workflows for approval
- No Data re-entry. Faster payment runs

Faster Employee Re-imbursements and uniform work load

- Offline forms for travel re-imbursements
- Improved productivity. Can be filled anywhere even without access to SAP system
- Reduced reimbursement pile-ups. Uniform distribution

Government and legal compliance

- Automatic creation of regulatory forms
- Can be archived in soft PDF format

Interactive Advantage: Sales and Marketing – Process Improvements

BEFORE

Sales and Service order entry and reporting – Slow and error-prone

- No remote or offline access, re-typing and error prone
- No standard and automated way to capture sales reports from dealers and sales force
- Complex and time consuming order entry forms

Administrative Processes – slow and time consuming

- Sales executives spending a lot of time in filing expense reports, travel reports and other administrative work
- Productivity of the employees reduced. Filling cumbersome forms instead of generating business

Ineffective Lead management

- Loss of leads due to non-accessibility of systems remotely
- Slower lead response time



AFTER

Fast, simple and accurate Sales and Service order entry and reporting

- Simple interactive PDF offline forms for automated order entry and reporting
- Standard reporting formats without need to reenter the data in multiple systems

Easy and automated Administrative Processes

- Sales executives using easy and automated processes with Adobe offline forms for filing expense reports, travel reports and other administrative work
- Concentrating on business generation. No or very little time consumes in administrative processes

Effective Lead management

- Offline and remote forms enable accurate capture of lead in right format and in time
- Faster lead response time



Interactive Advantage: Procurement and Materials – Process Improvements

BEFORE

Cumbersome material master creation

- Paper or spreadsheets based creation
- No standard, automated and fast way to capture various views of material master
- Manual workflows

Tedious quotation compilation

- Non-standard format of quotations received from different suppliers
- Manual and time consuming compilations

Time consuming material receipts

- Disconnected processes with suppliers.
- Time consuming unloading and goods receipt process

AFTER

Fast, simple and accurate material master creation

- Paperless process – can work even offline. Form based validations for ensuring accuracy
- Standard, automated and fast capture of various material master views
- Automated workflows with EP and adobe forms

Easy and automated Administrative Processes

- Adobe forms based standard quotation templates
- Automatic data capture in SAP system. No compilations

Fast and accurate material receipts

- Offline Adobe forms based templates for ASN, Challan and Goods Receipt
- Faster and accurate

Interactive Advantage: HR and IT – Process Improvements

BEFORE

Slow and manual HR processes

- Slow new employee induction process
- Disconnected Performance Management process

Slow IT Processes

- Paper based or manual IT hardware and software request
- Slow resolution of IT trouble tickets

AFTER

Fast and automated HR processes

- Offline Adobe form for “My First Day”
- Adobe forms and EP based offline/online performance management workflows
- Easy and automated administrative processes

Fast IT problem resolutions

- Adobe forms based offline templates for IT ticket creation and software/hardware requests
- High employee productivity

Interactive Advantage: Pre-packaged Adobe Workflows

Materials Management

- Material Master
- Purchase Requisition
- Supplier Quotation
- Purchase Order
- ASN

HR

- Personal Information
- Income Tax Declaration
- Performance Appraisal

Corporate

- Travel Request
- Travel Expense
- Reimbursements

Sales

- Customer Registration
- Sales Order Entry

Case Study: India's leading business house and conglomerate

RELIANCE Capital Anil Dhirubhai Ambani Group				
				Action Log
Key Performance Indicator for : Sunil Phondake				
SAP ID	: 0000061	Validity Period From	:	
Direct Manager	: Pragya Mathur	Functional Manager	:	
Appraisal Document Status	: Goal Setting	SubStatus	:	
Sr. No	KPI	Metric (UOM for the target)	Weightage in %	Mid year
1	Cash Management	Lakhs	20	20
2	Balance Reconciliation	Lakhs	20	18
3	Cost Savings	Lakhs	10	15
4	Process Automation	Lakhs	15	16
5	New Customer Acquisition	Count	25	300

Description

Custom Performance Appraisal process with support for offline data entry and paper like look and feel.

Existing Challenges

- Performance Appraisal process involves interaction between the employee and the manager. SAP HR supports BSP form base online entry which was cumbersome.

Achievements

- High Volume - Support for 35,000 employees and multiple Group Companies.
- End-to-End development including user acceptance in 1 month.

Case Study: Leading telecom company

TATA
TATA TELESERVICES LIMITED

Leave Application Submit

Employee Details		Leave Balance	
Employee ID :	50151	Leave Balance	Day(s)
Name :	Test M2	Personal Leave	18.50 Days
Designation :	M2	Personal Leave - Advance	23.00 Days
Department :		Sick Leave	8.00 Days
Location :	Mumbai	Special Leave	2.00 Days

Leave Applied For			
Type of Leave :			
From Date :		To Date :	
Day :	Full Day	Day(s) :	0
Note to the Approver (Max of 100 Chars)			
<< Date & Time of Leave Request Submission >>			

Approver Details			
Employee ID :	50152	Employee Name :	Test M1
Leave Status :	<input type="checkbox"/> Approved	<input type="checkbox"/> Rejected	
Approval Note (Max of 100 Chars)			
<< Date & Time of Leave Request Approved / Rejected >>			

Description

Workforce is on the field and would like to enable multiple channels of access to SAP ERP including offline Adobe forms.

Existing Challenges

- Unable to leverage SAP implementation and provide full benefits to their employees.
- Employees need to be connected to corporate network to perform common HR transactions.

Achievements

- Leave Request, Cancellation, Approvals, Attendance, Travel forms delivered jointly with SAP
- Email based offline capability for creating, updating and approvals.

Case Study: One of the Largest Media Company

Create Invoice Form

Invoice Type : PO Based Finance Invoice User * : _____

Basic Data

Vendor *	:			
Invoice Date *	:	Posting Date *	:	
Company Code *	:	Reference *	:	
Amount *	:	Currency *	:	Exch.
Tax Amount	:	<input type="checkbox"/> Calculate Tax	Tax Code	:
Text	:			

Payment

Baseline Date *	:	Due On	:
Discount	:	Payment Terms	:
Payment Method	:	Payment Block *	:
Partner Bank	:	House Bank	:
Fixed	:	Suppl. Country	:

Description

Implement easy to use offline workflows for order, indent & invoice process for branches and Shared Services Center.

Existing Challenges

- Branches carry out document intensive process and are connected to SAP.
- Supporting documents get lost and hard to track workflow processes

Achievements

- Offline adobe forms are used initiate workflows with attached scanned images of supporting documents
- Email based offline capability for creating, updating and approvals and integration to DMS using OpenText.

Interactive Advantage: Benefits Summary

Interactive Advantage offers pre-packaged scenarios of workflows coupled with Adobe Forms. It Covers Finance, Sales & Marketing, Procurement Materials Management and Human Capital Management areas for your organization. The scope of deployment of the scenarios is targeted at 80% productized and 20% specific to individual customers with a deployment time of 3-4 weeks per scenario



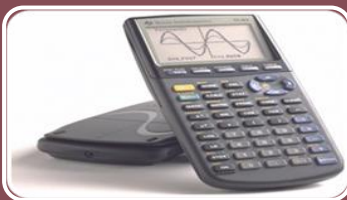
Prepackaged Offline Workflows

- **Interactive:** Capture data that can flow directly back to SAP system - eliminating the need for error prone, manual data input
- **Intuitive:** Designed to reflect the familiar "look and feel" of the paper forms they replace
Layout: Allows users to print forms



Feature Rich

- **Enhances Productivity:** Offline support allows users to continue work and process work items even when not connected to the network
- **Extend the reach:** Enterprise applications can reach much broader set of users – dealers, suppliers, customers



Lower TCO

- **Tightly Integrated** with SAP applications with automatic workflow trigger capability and **customizable** to meet specific business needs
- **Pre-Delivered Scenarios and workflows** based on Adobe Forms for various departments. With a quick go-live and deployment for an increased ROI

ARTERIA[®]

Thank You!

Arteria Technologies Pvt. Ltd.
Level 1, Innovator,
International Tech Park, Whitefield,
Bangalore – 560066
India.

Web: www.arteriatech.com

Email: sales@arteriatech.com | parag.jain@arteriatech.com

Phone: +91 80 4242 3801