



# Agenda



- Arteria Technologies – An Introduction
- Interactive Advantage – Value Proposition
- Features
- Demo
- Technical Architecture & Implementation Details
- Case Study
- Summary

## INTRODUCTION

- An SAP Software Solution and Service Partner based out of International Tech Park, Bangalore.
- Arteria is exclusively focused on Services and Products on SAP NetWeaver platform and help customers leverage the potential of SAP Net Weaver.
- We have over 150 SAP consultants based covering Technical and Functional skills
- Management team is **ex-SAP Labs** with several years of development, implementation and consulting experience.
- Key members holds patents in Financial Services domain (during their tenure with SAP).
- ISO 9001:2000 and ISO 27001:2005 Certified on all SAP projects, Arteria is on its way to achieving SEI CMM Level 3 Certification.

## CREDENTIALS

- SAP NetWeaver Services partner in India.
- Awarded the “Best SAP NetWeaver Process Integration Partner 2007” for APJ.
- First and only partner to have a SAP certified NetWeaver Mobile Client
- SAP ISV with certified products and xApps Partner. Solutions have been developed with SAP India’s guidance and are certified by SAP Labs.
- SAP Co-Innovation Labs (COIL) partner in Bangalore.
- Arteria engages with SAP Labs and RIG for product feedback and enablement in emerging technologies like Interactive Forms and NetWeaver Mobile.
- SAP ePartner Certification solution Provider (Helps ISV in development and certification of their products).





## NetWeaver based Products

- SupplierConnect Advantage
- DealerConnect Advantage
- SecondarySales Advantage
- Interactive Advantage
- Dashboards Advantage

## Products on Mobile

- mApprove Advantage
- mDashboards Advantage
- mSalesForceAutomation Advantage

## Productized Services

- ECM Advantage
- EDI Advantage
- SolMan Advantage

## SAP NetWeaver Expertise

- SOA Consulting
- SAP NetWeaver Process Integration & B2B EDI
- SAP NetWeaver BW, CE, Portal, Mobile and MDM

## Solution Extensions Expertise

- SAP Interactive Forms by Adobe
- SAP Archiving and Document Access by Open Text
- Seeburger EDI Adaptors
- Test Data Migration Server (TDMS)
- SAP BusinessObjects

## Other Expertise

- SAP ABAP Custom & RICEFW Development
- SAP BASIS Services
- SAP Technical Upgrade
- Post Go-Live technical support

# Customers



ADANI



Noida Power Company Ltd.



## 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- Paper forms are error-prone and easily outdated.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-imbursments – 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-imbursments and uniform work load

- Offline forms for travel re-imbursments
- 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

ARTERIA

# 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

## 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



# DEMO

### Travel Expense Form

Traveler Details					
Trip Number	: 000040484				
Personnel No	: 0099004	Name	: Mrs Susan Summer MBA		
Designation	: Manager	Department	: Purchase Department		
Travel Start Date	: 05/06/2009	Time	: 06:30	Grade / Level	:
Travel End Date	: 05/07/2009	Time	: 23:30	Activity	: Billable to Customer
Location	: Mexico City	Country	: Mexico City		
Reason	: Project Meeting				

Receipts							
	Receipt #	Date <small>(MM/DD/YYYY)</small>	Receipts Paid By	Expense Type	Paper Receipt	Amount	Currency
+					<input type="checkbox"/>		USD
-							USD
Total Amount							USD

Trip Receipt Summary				
		Food	Hotel	Transport
Date	Travel Allowance	1,000	5,000	2,000

Travel Advances	
Advance Paid by Company	
Amount	Currency
1,000	USD

5/1/10
Travel Expense Form
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# 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	: 00000061	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: Global Diamond and Jewellery Manufacturer



**DIMEXON.**

**TRAVEL ARRANGEMENT FORM**

Approve Reject Sent | Complete

Trip Type\* : Currency\* : Date of Request\* :

Traveler Details : Mrs BC600 WF-MGR-26

Employee No	: 00050026	Name of Reporting Person	:
Passport Number	:	Date of Expiry	:
Date of Birth	: 21.10.1960	GSM Contact No	:
Cost Center*	:		

Travel Details

Sector		Departure		Arrival		Pickup Requirement at Destination*
From*	To*	Date*	Time*	Date*	Time*	
-			Please Select		Please Select	Please Select

Accommodation

Accommodation\* : Foreign Exchange :

Additional Remarks\*

**TRAVEL EXPENSE REIMBURSEMENT FORM**

Travel Reference\* : 087654321 Trip Type\* : Domestic Currency\* : Rupees

Traveler Details : Mrs BC000 WF-MGR-31

Employee No	: 00060031	Designation	: Developer
Location	:		
Purpose of Visit*	: Project Discussion	Place / s of Visit*	: Delhi
Period of Tour - From*	: 01.05.2009	Period of Tour - To*	: 30.05.2009
No. of Days*	: 21	Expenses to be debited to	:

Expenses Incurred ( date-wise, supporting essential )

A) Travel / conveyance

Date*	From*	To*	S. No.*	Am
12.05.2009	Bangalore	Delhi	8123	
14.05.2009	Delhi	Bangalore	8345	
20.05.2009	Bangalore	Chennai	8676	
Total Amount				

## Description

SAP HR processes including Leave, Travel Request and Expense are enabled with workflow between various departments.

## Existing Challenges

- Paper and email based processes.
- Org Structure spread at multiple locations across the globe.
- Manual updates to records which are maintained in excel sheets / custom databases.

## Achievements

- Use existing SAP HR master data.
- Reduced workflow time and support for notification and tracking.
- Organization policies are enforced and transparent.

# Case Study: Leading telecom company



## 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.



TATA TELESERVICES LIMITED

### Leave Application

Submit

Employee Details	
Employee ID :	50151
Name :	Test M2
Designation :	M2
Department :	
Location :	Mumbai

Leave Balance	
Leave Balance	Day(s)
Personal Leave	18,50 Days
Personal Leave - Advance	23,00 Days
Sick Leave	8,00 Days
Special Leave	2,00 Days

Leave Applied For			
Type of Leave :	<input type="text"/>		
From Date :	<input type="text"/>	To Date :	<input type="text"/>
Day :	Full Day <input type="text"/>	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 >>			

# 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



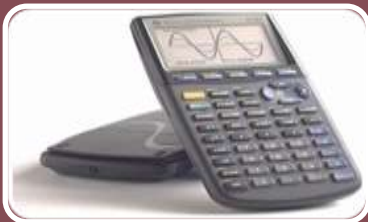
## Prepackaged Offline Workflows

- **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

# Thank you for your Attention!

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