后ERP时代的企业应用和系统架构

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2010.10.23

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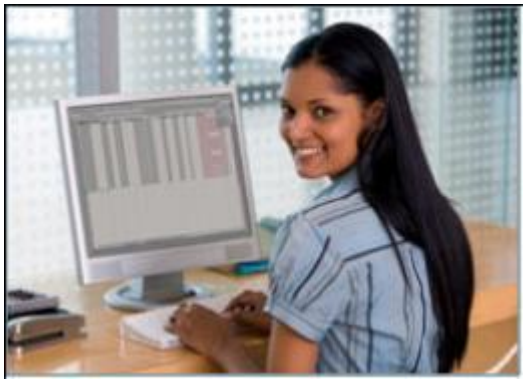
THE BEST-RUN BUSINESSES RUN SAP™

后ERP时代客户的期望

在任何地方实现即时使用，即时实现价值



降低 IT 总成本

实现可持续发展

“业务消费者是我们的最终客户 ”

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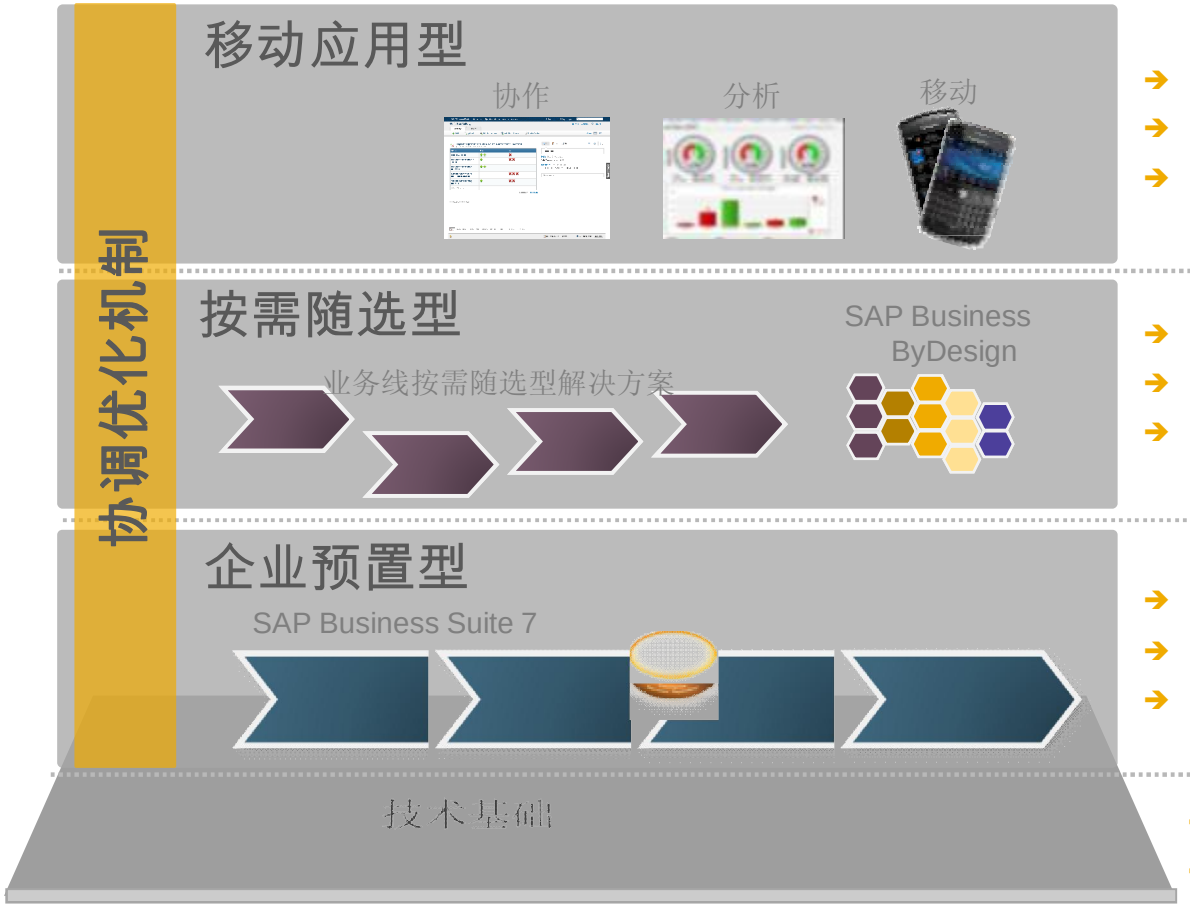
我们的产品战略
为十亿用户实现即时价值



- **所有**设备
- **所有**用户体验
- **易于扩展**

- **即时**价值
- **业务线**或**套件**
- **集成**到企业预置型解决方案

- 支持 SOA
- **最佳实践**包
- **不间断**增强

- **平台**
- **内存**

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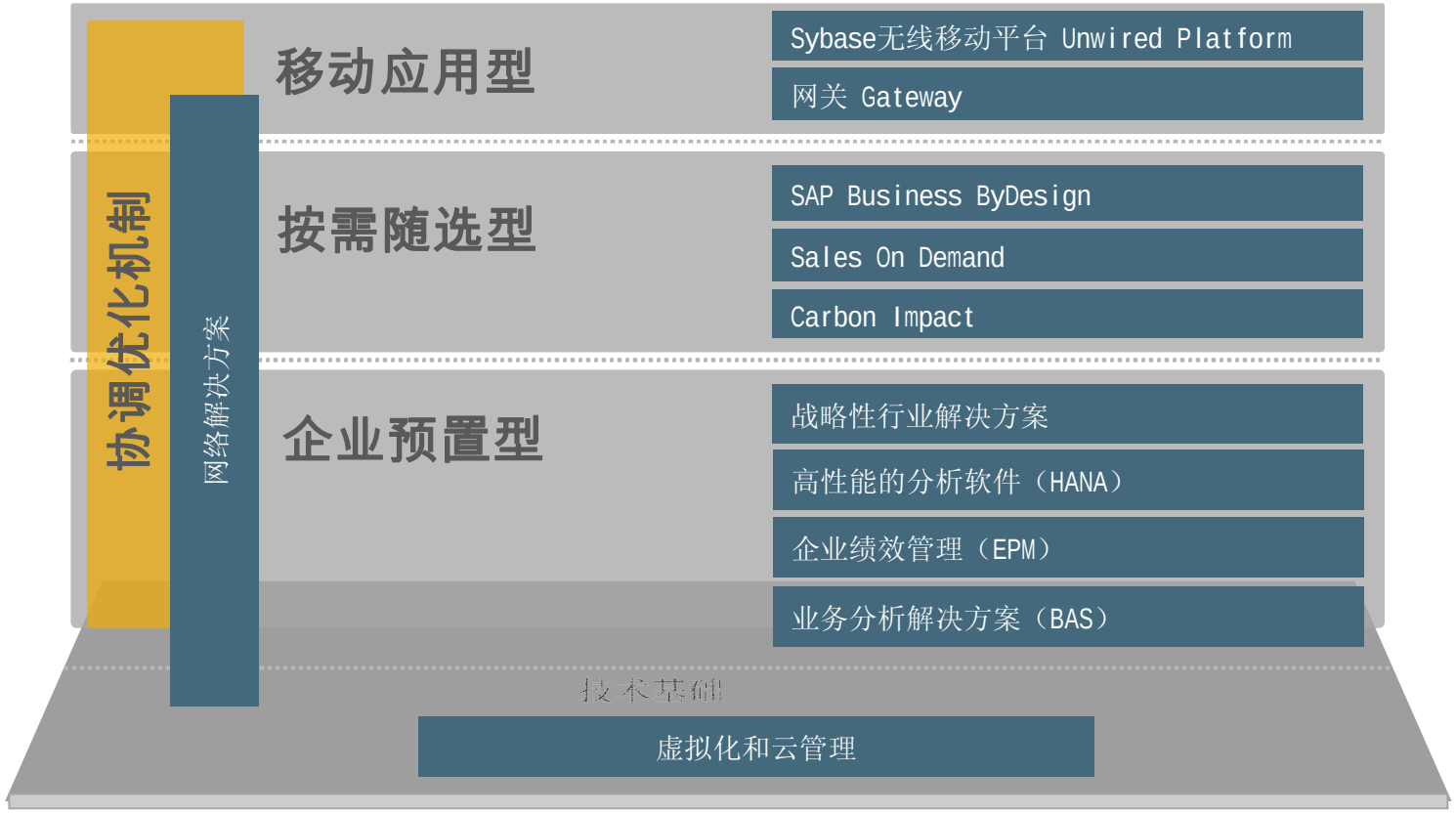
变革性的创举
已经推出或者即将推出革命性产品



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内存技术给我们带来什么？

演示

海量数据分析弹指之间

从事后的分析到实时的决策

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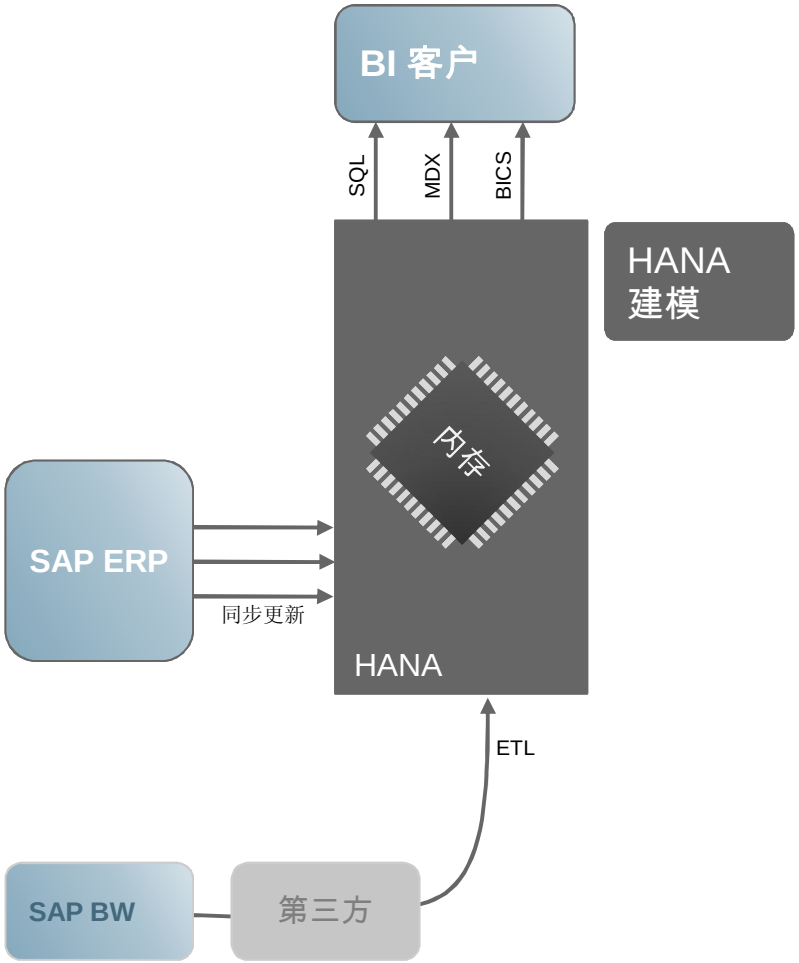
高绩效分析型应用程序 (HANA)
High Performance Analytic Application



什么是HANA?

高绩效分析型应用程序允许业务部门在业务发生实时分析业务。

用户可以在商务应用程序里的实时数据的基础上创建十分灵活的分析模型。

为了覆盖到所有与业务相关的信息，其他数据源头像BW或第三方数据库也可以被引入和处理。

SAP提供了多套行业主题业务内容确保了快速的价值实现和低风险。

HANA与谁相关?

寻找更便捷的方法来进行分析操作的客户（实时）

寻找迅速创建分析模型，但同时不影响他们BI生产环境的客户

寻找在大量细节数据基础上建立每日分析的方法的客户（CDR计费,POS,....）

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HANA: 行业解决方案

金融服务

- 对冲基金交易分析
- 基于市场交易披露的实时风险系统管理

消费品

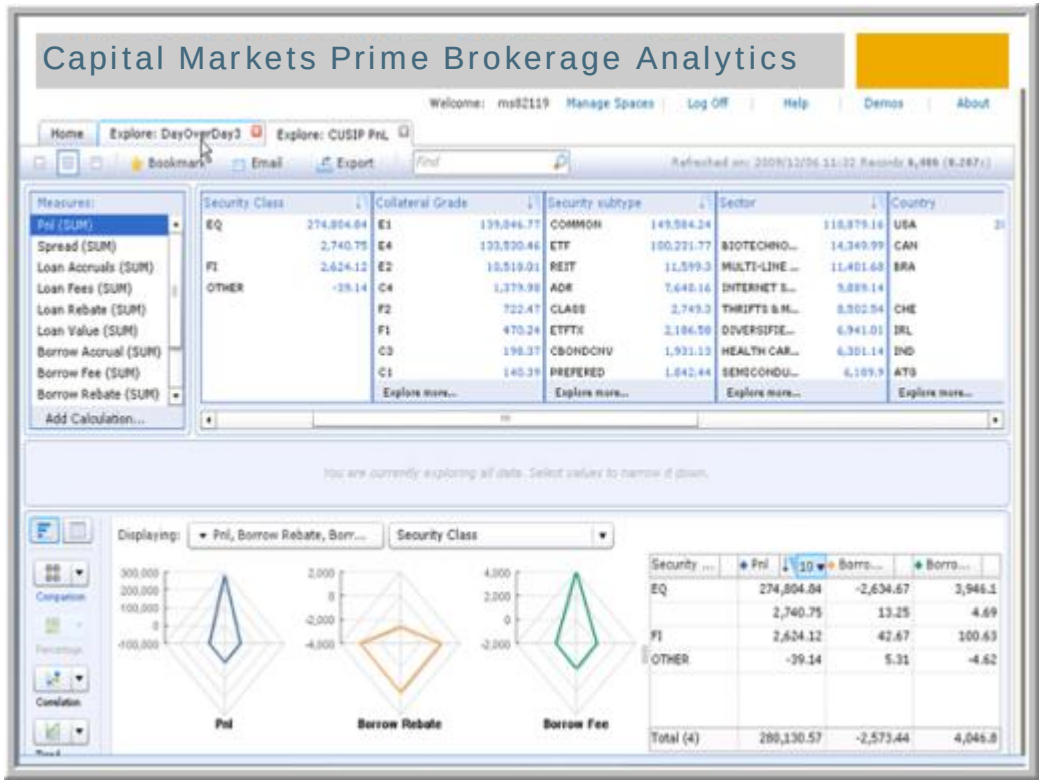
- 供应链风险管理
- 召回商品的追踪
- 产品生命周期管理和成本分摊
- EPA 标准法规
- 成品可用性分析
- 实时质保和缺陷分析

零售

- 门店运维
- POS销售数据分析
- 平衡分析
- 实时完整的多渠道定价
- 产品损坏、退货和变质

制造业

- 石油天然气行业运维绩效管理
- 制造业的产品和维护分析
- 实时资产利用率分析



Real-time Analysis Example: Hedge Fund Analysis

edge fund account managers can manage exposure to currencies, equities, derivatives and other instruments for hedge fund clients ..

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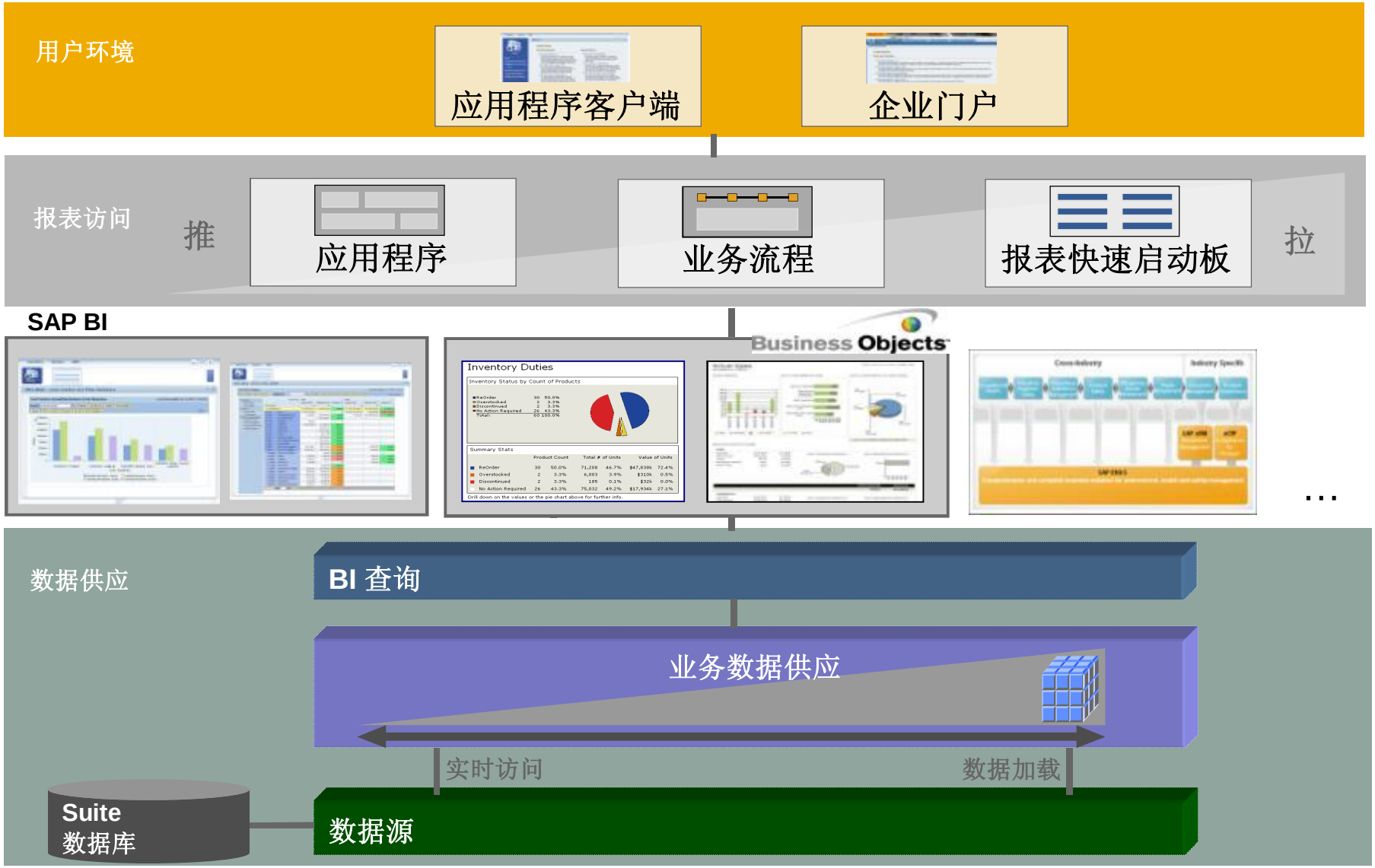
将商务智能和业务流程
SAP商务套件分析架构



价值亮点
转变用户获得洞察的方式

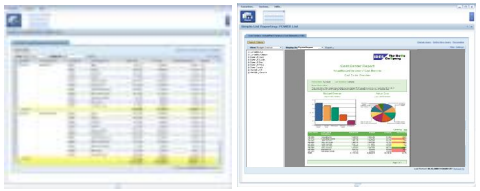
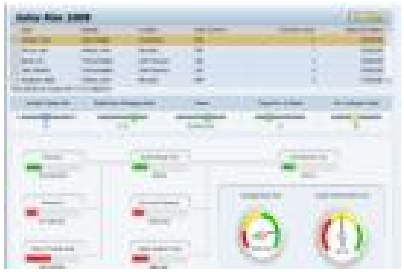
SAP Business Suite 产品 （使用嵌入式分析之前）

- 传统报表技术
- 分析更适合于高级的专业用户
- 局限的格式化功能无法满足特定的报表需求，比如：法定和合规性报表

SAP Business Suite 产品（使用嵌入式分析之后）

- 实时访问信息，提供最佳的用户体验
- 深入了解众多跨业务操作之间的因果关系
- 为更智能的、更具可操作性的商务决策提供依据

Business Objects 集成方案
SAP Business Suite 7 Innovations 2010

	集成方案一 嵌入表结构	集成方案二 嵌入为标准BI业务内容	集成方案三 嵌入业务流程
方案描述	▪ 数据自动从SAP GUI ALV或WebDynpro ALV传递到水晶报表 ▪ 通用水晶报表无需额外的努力，适用所有的ALV ▪ 特定水晶报表以满足特定的ALV布局 	▪ 水晶报表和仪表盘为标准BI业务内容 ▪ 通过报表快速启动板集成角色、流程和应用程序 	▪ 仪表盘和应用程序的紧密组合 ▪ 仪表盘作为组件嵌入业务流程 
价值主张	▪ 在整个Business Suite里立即启用最先进的格式化报表 – 水晶报表 ▪ 解决了列表打印/格式化的问题 ▪ 客户可以轻松地开发自己的业务内容（可能需要额外的许可）	▪ 在格式化报表和仪表盘领域的重大改进 ▪ BI业务内容的生命周期管理流程 ▪ 客户可以轻松地开发自己的业务内容（可能需要额外的许可）	▪ 无缝的集成，一致的用户体验
工具	▪ 水晶报表	▪ 水晶报表 ▪ Xcelsius仪表盘	▪ Xcelsius仪表盘

水晶报表

示例SAP FI-GL,FI-AR,FI-AP,FI-AA,CO...

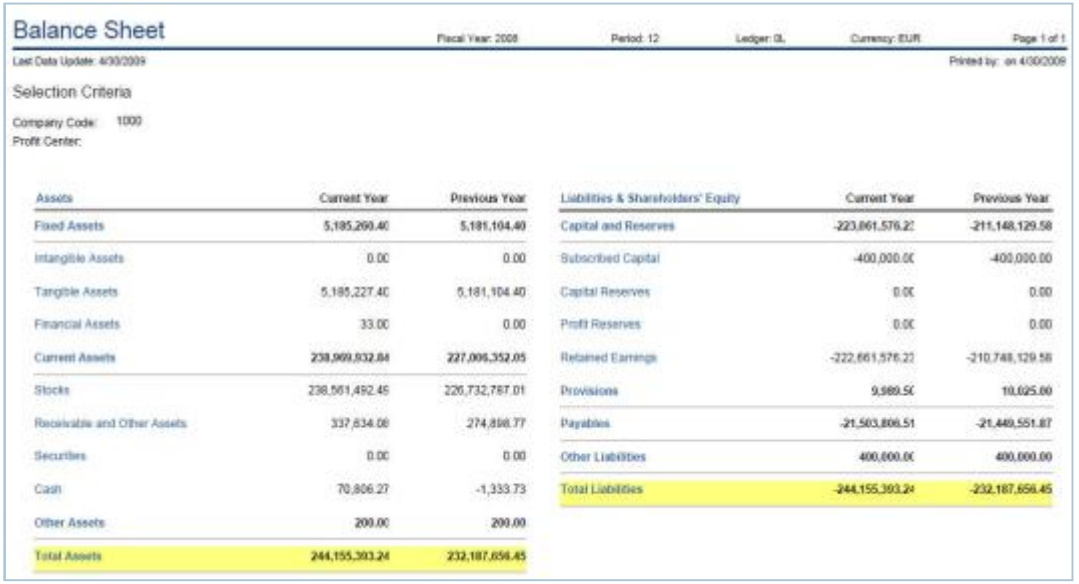
16个水晶报表:

- 资产负债表
- 损益表
- 现金流量表
- 财务报表 – 实际/实际比较
- 账户余额
- 账户明细项目
- 日记账凭证

- 客户应收账款周转天数分析
- 客户到期日分析
- 供应商到期日分析

- 资产历史表
- 计划折旧

- 成本中心：实际/计划/差异 – 成本要素
- 订单：实际/计划/差异 – 成本要素
- 订单：累计实际/计划/差异 – 成本要素
- 获利能力分析：营业利润



Balance Sheet

Fiscal Year: 2008 Period: 12 Ledger: GL Currency: EUR Page 1 of 1

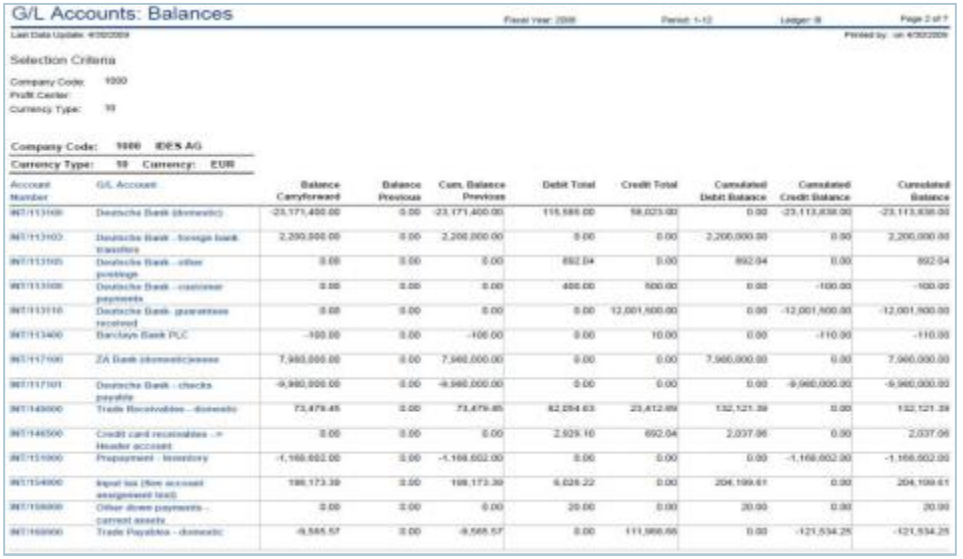
Last Data Update: 4/30/2009 Printed by: on 4/30/2009

Selection Criteria

Company Code: 1000

Profit Center:

Assets	Current Year	Previous Year	Liabilities & Shareholders' Equity	Current Year	Previous Year
Fixed Assets	5,185,260.40	5,181,104.40	Capital and Reserves	-223,661,576.22	-211,148,129.58
Intangible Assets	0.00	0.00	Subscribed Capital	-400,000.00	-400,000.00
Tangible Assets	5,185,227.40	5,181,104.40	Capital Reserves	0.00	0.00
Financial Assets	33.00	0.00	Profit Reserves	0.00	0.00
Current Assets	238,969,932.84	227,006,352.05	Retained Earnings	-222,661,576.22	-210,748,129.58
Stocks	238,561,492.45	226,732,787.01	Provisions	9,989.50	10,025.00
Receivable and Other Assets	337,634.06	274,896.77	Payables	-21,503,806.51	-21,449,551.87
Securities	0.00	0.00	Other Liabilities	-400,000.00	-400,000.00
Cash	70,806.27	-1,333.73	Total Liabilities	-244,155,393.24	-232,187,656.45
Other Assets	200.00	200.00			
Total Assets	244,155,393.24	232,187,656.45			



G/L Accounts: Balances

Selection Criteria

Company Code: 1000 IDES AG

Currency Type: 10 Currency: EUR

Account Number	G/L Account	Balance Carryforward	Balance Previous	Curr. Balance Previous	Debit Total	Credit Total	Cumulated Debit Balance	Cumulated Credit Balance	Cumulated Balance
INT/113100	Deutsche Bank (domestic)	-23,171,400.00	0.00	-23,171,400.00	115,566.00	58,023.00	0.00	-23,113,836.00	-23,113,836.00
INT/113103	Deutsche Bank - foreign bank transfers	2,200,000.00	0.00	2,200,000.00	0.00	0.00	2,200,000.00	0.00	2,200,000.00
INT/113105	Deutsche Bank - other postings	0.00	0.00	0.00	892.04	0.00	892.04	0.00	892.04
INT/113106	Deutsche Bank - customer payments	0.00	0.00	0.00	400.00	500.00	0.00	-100.00	-100.00
INT/113110	Deutsche Bank - guarantees received	0.00	0.00	0.00	0.00	12,001,500.00	0.00	-12,001,500.00	-12,001,500.00
INT/113400	Barclays Bank PLC	-100.00	0.00	-100.00	0.00	10.00	0.00	-110.00	-110.00
INT/117100	ZA Bank domestic/cheque	7,960,000.00	0.00	7,960,000.00	0.00	0.00	7,960,000.00	0.00	7,960,000.00
INT/117101	Deutsche Bank - checks payable	-9,960,000.00	0.00	-9,960,000.00	0.00	0.00	0.00	-9,960,000.00	-9,960,000.00
INT/140000	Trade Receivables - domestic	73,479.45	0.00	73,479.45	82,054.63	23,412.69	132,121.39	0.00	132,121.39
INT/140500	Credit card receivables -> Header account	0.00	0.00	0.00	2,929.10	892.04	2,037.06	0.00	2,037.06
INT/151000	Prepayment - Inventory	-1,168,602.00	0.00	-1,168,602.00	0.00	0.00	0.00	-1,168,602.00	-1,168,602.00
INT/154000	Input tax (Non account assignment text)	198,173.39	0.00	198,173.39	6,026.22	0.00	204,199.61	0.00	204,199.61
INT/159000	Other down payments - current assets	0.00	0.00	0.00	20.00	0.00	20.00	0.00	20.00
INT/160000	Trade Payables - domestic	-9,565.57	0.00	-9,565.57	0.00	111,968.68	0.00	-121,534.25	-121,534.25

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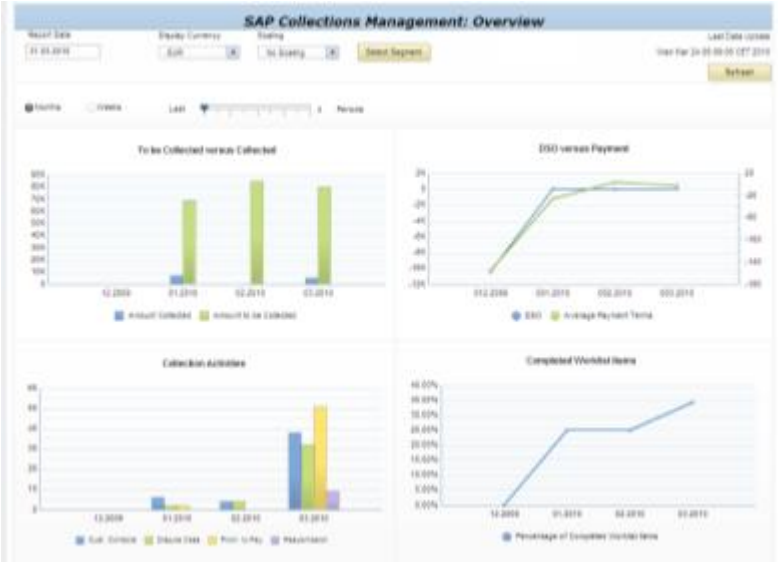
仪表盘
示例：SAP 收款管理

在SAP 收款管理中，我们提供了5个仪表盘。这些仪表盘可以帮助你分析、回答以下这些问题：



- 本公司的收款团队/收款专员已经收了多少钱？
- 本公司的收款团队/收款专员所收的金额是否达到了他们的工作目标？
- 本公司的收款团队/收款专员的工作量有多大？
- 在收款的过程中，本公司的收款团队/收款专员具体执行了哪些操作？
- 所有收款相关的操作对应收账款周转天数的影响有多大？

- 基于这样的洞察，我们可能会采取这些行动：
- 调整收款策略
- 优化收款策略与各个客户/客户组的对应关系 （对不同客户采取不同的策略）
- 优化收款团队的组织机构，以提高工作效率

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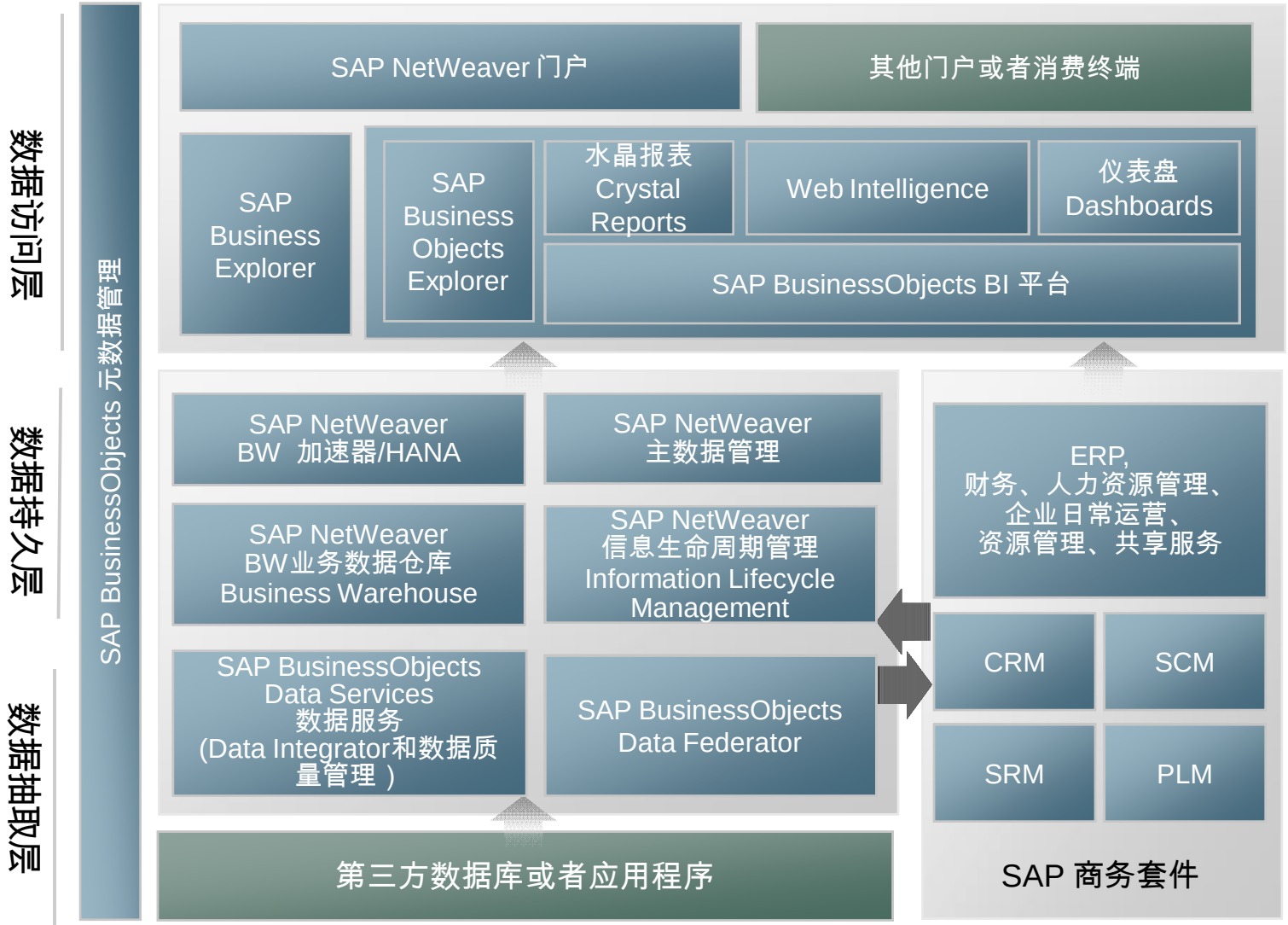
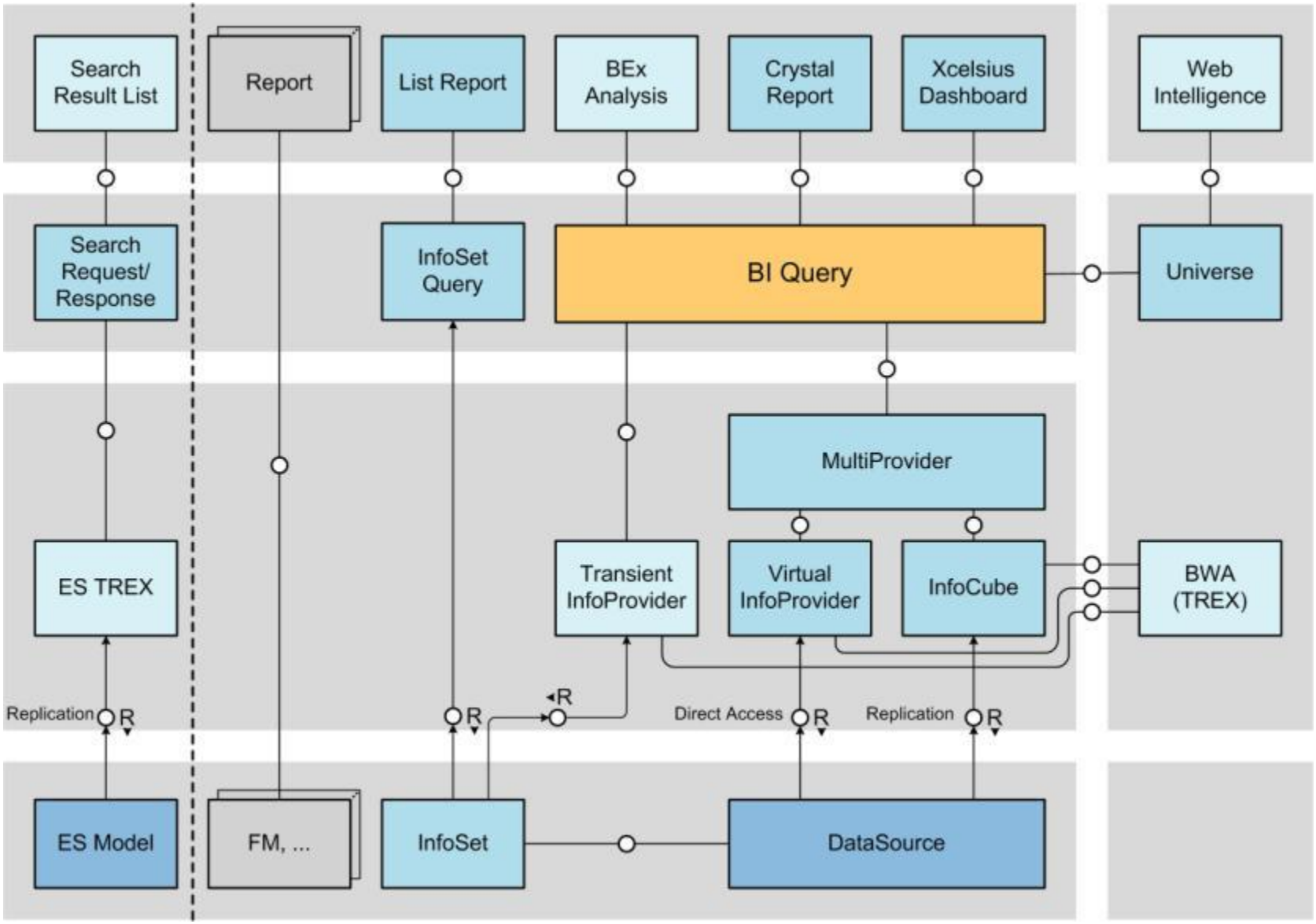
一体化商务智能平台
SAP提供最好的商务智能和企业信息管理



目前的Suite分析架构
BI Query作为唯一的前端报表工具接口



SAP on-demand（按需而用）的云方案概览
http://www.ondemand.com

提供集成的完整商务套件满足企业运营

- SAP Business By Design

支持您的不同的业务条线的需求

- SAP战略寻源 on-demand
- SAP合同管理 on-demand
- SAP供应商管理 on-demand
- SAP碳排放管理 on-demand
- SAP销售管理 on-demand
- SAP差旅管理 on-demand

提升全部门和个人的工作效率

- SAP Business Object 商务智能 on-demand
- SAP Streamwork 应用

Mobile 2.0 创造而不是消费

Mobile1.0

扩展企业

Mobile2.0

变革企业

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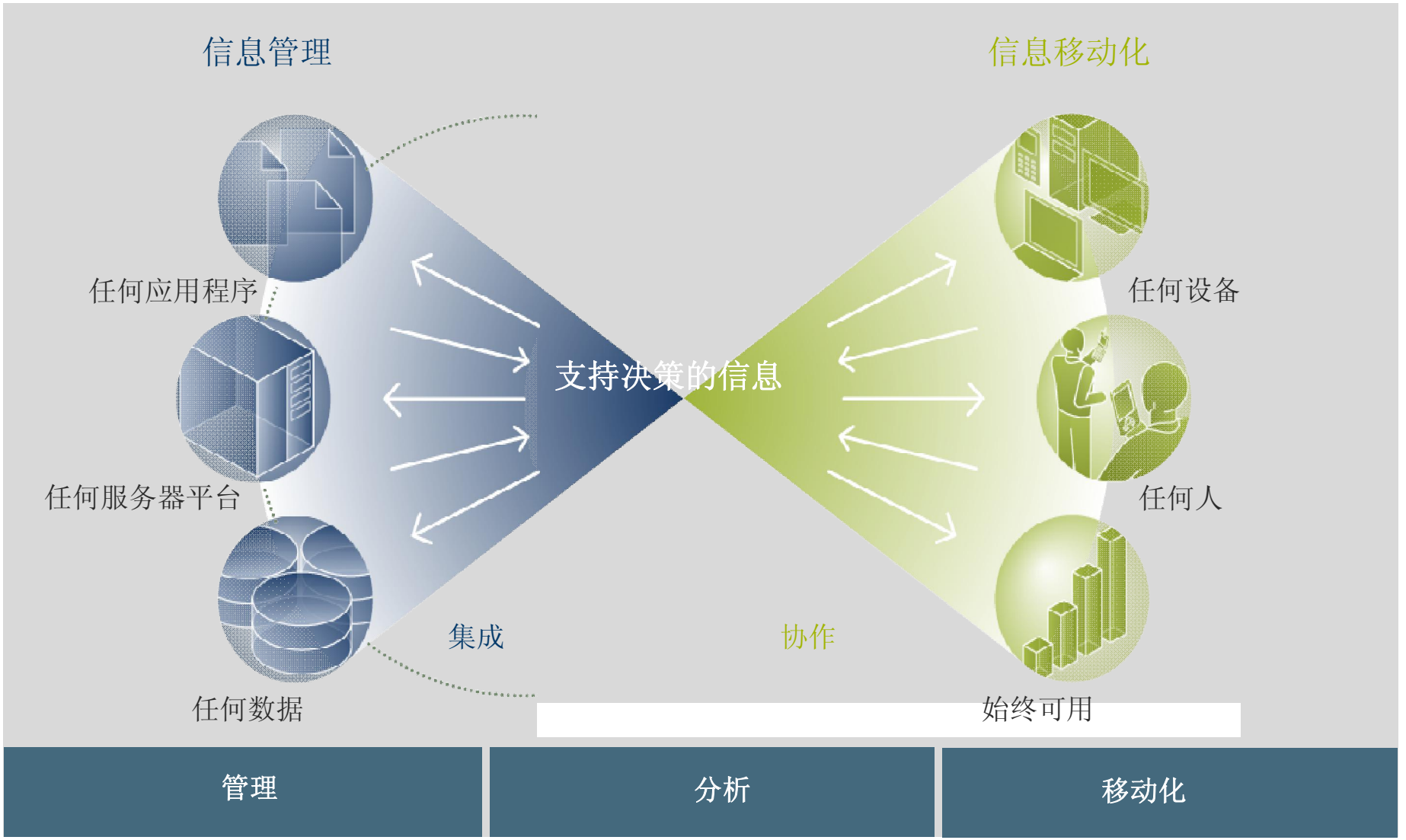
SAP Sybase 的无线企业设想



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企业移动使用情况现状

演示

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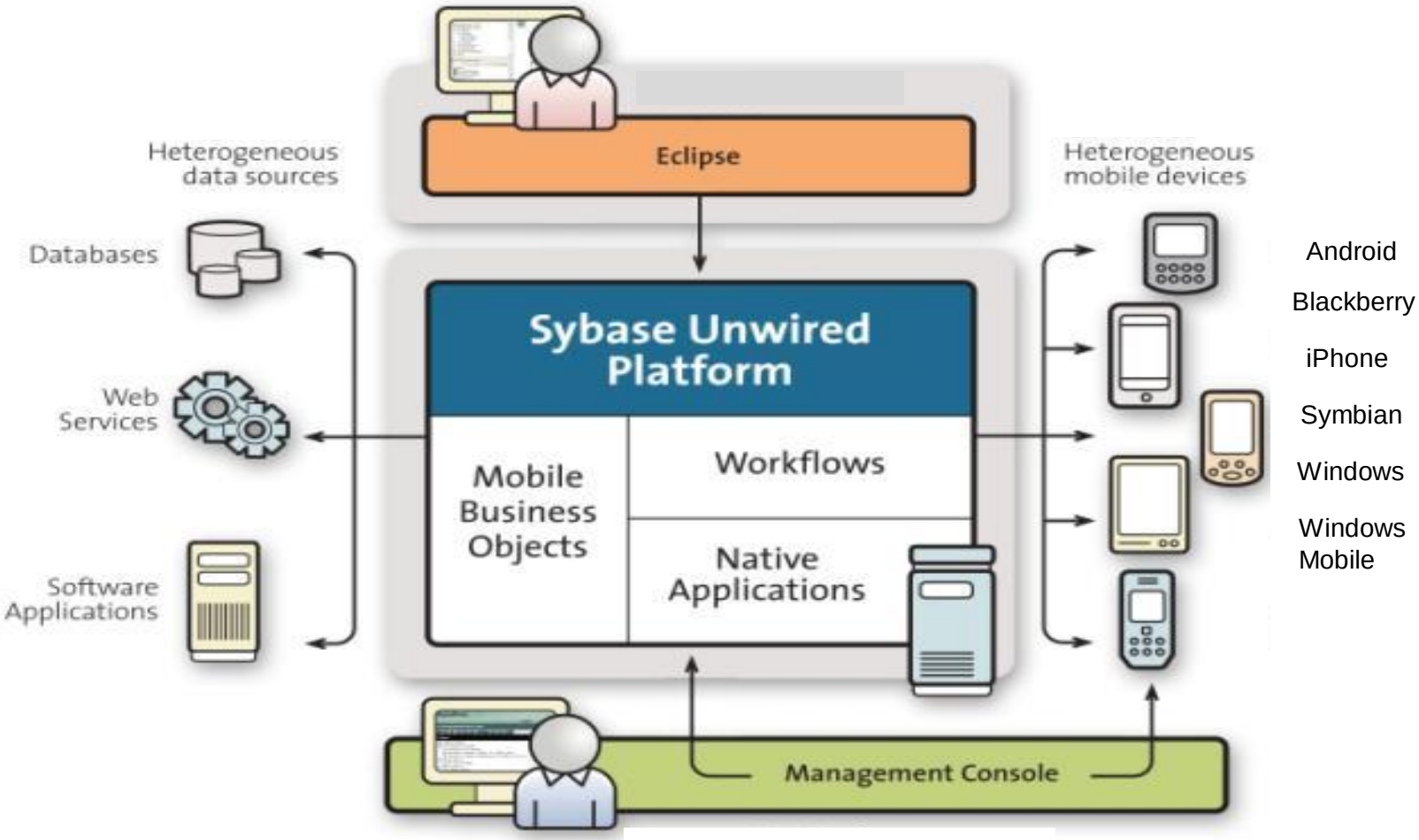
Sybase Unwired Platform 架构

连接 **创建** **使用**



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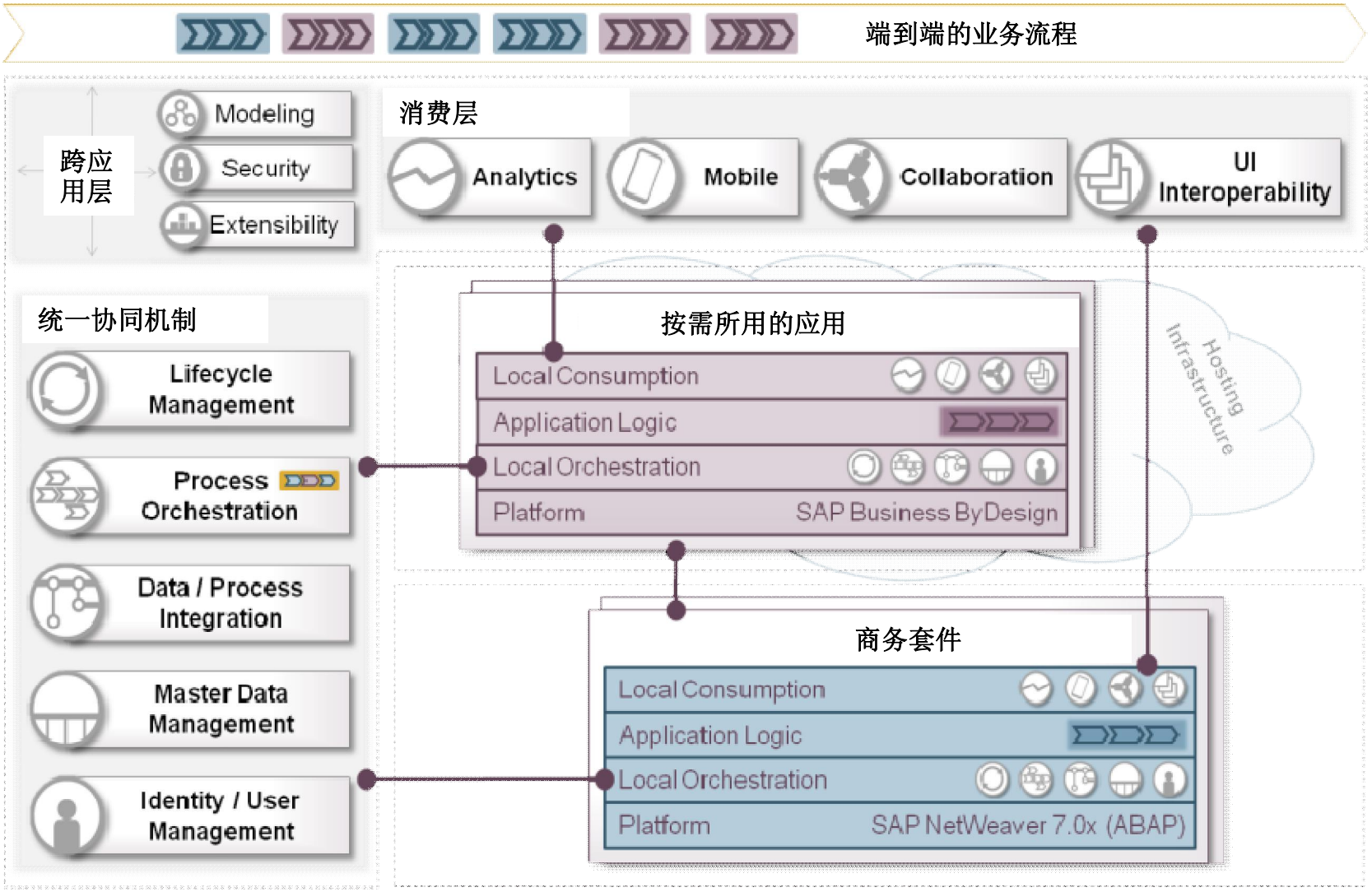
后ERP时代的架构



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