

Integration Opportunities for Third Parties



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Business Framework Partner Ecosystem

Interfacing through BAPIs

Integration Scenarios

BAPI Certification & Validation

What is coming up in 1999?

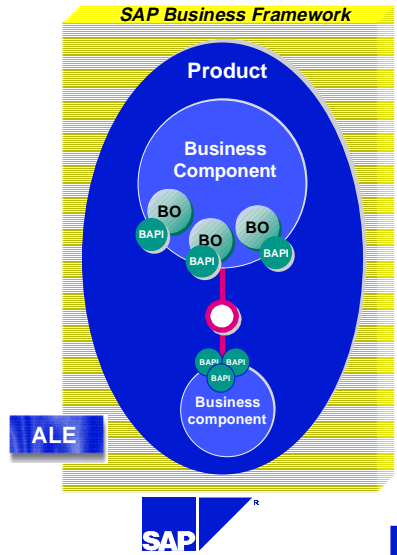
Find out more . . .

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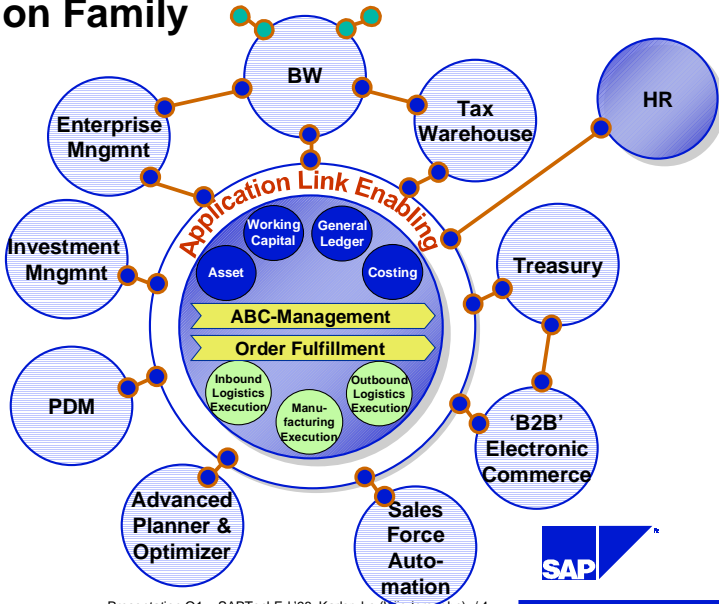
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The SAP Business Framework

- SAP's strategic architecture
- Comprises technologies delivered by SAP and third parties
- Enables the assembly of **component-based**, integrated, open products
- Provides building blocks
 - Ready-made Business Components
 - SAP Business Objects with BAPI interfaces
 - ALE integration knowledge
- Allows instant collaboration with the R/3 business backbone



Independent Components of SAP's Solution Family



Business Framework Partner Ecosystem

- SAP's CSP Program
- Seamless integration of 3rd party software solutions based on BAPIs
- Evaluation and/or testing of software vendors' interfaces
- Proven, high quality integration to 3rd party complementary solutions
- Program types to analyse interfaces of partner products
 - BAPI Certification
 - BAPI Validation

New!



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CSP Program Areas



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SAP Integration & Certification Centers

Integration & Certification Centers operate globally



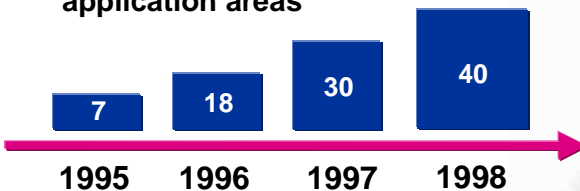
CSP Partner Management operates globally

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BAPI Certification: The Global Results

- Started in 1995 with R/3 2.2
- Goal: To provide complementary software products with tested interfaces for SAP customers
- Most important interfaces at the beginning
 - EDI , ArchiveLink, Plant Data Collection
- With R/3 3.0, 3.1 and 4.0 broad range of standard integration scenarios / certifiable interfaces in all application areas

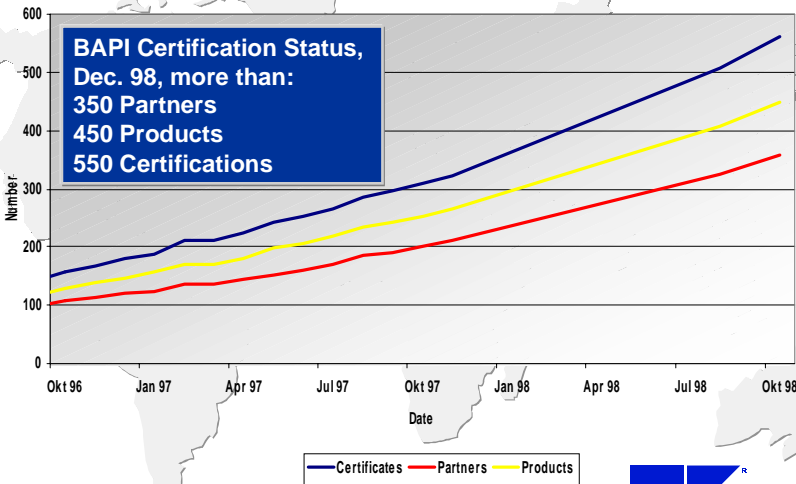


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BAPI Certification: The Global Results

Number of Partners, Products, Certificates since 1996



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CSP Reference Project Surveys

In Q1: Results of CSP-Survey 1998 available!

- Targeted at all CSP- Members worldwide
- Provide corporate and reference customer information to SAP Marketing, Sales and Consulting
- CSP Reference Project Update Survey conducted in 1998
 - > 385 companies surveyed, at present >180 questionnaires returned
- Members reported about
 - > 2000 scheduled customer projects
 - > 1900 on-going projects
 - > 4800 productive installations



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SAP/Partner Commitments



SAP Commitment

- Stable / reliable SAP interfaces
- Documentation on SAP interfaces
- Training/consulting on SAP interfaces
- Remote R/3 access for testing
- Integration & Certification centers for certification and integration services
- Early communication of new / changed interfaces

Partner Commitment

- Stable / reliable partner interface
- Documentation on partner product and interface
- Know-how and resources to implement product / interface
- Know-how and resources to customize product / interface
- Product and interface maintenance

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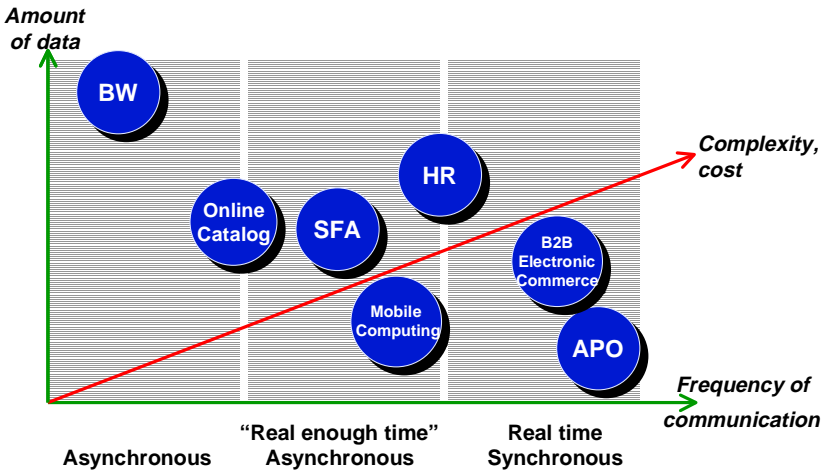
Integration Scenarios

BAPI Certification & Validation

What is coming up in 1999?

Find out more . . .

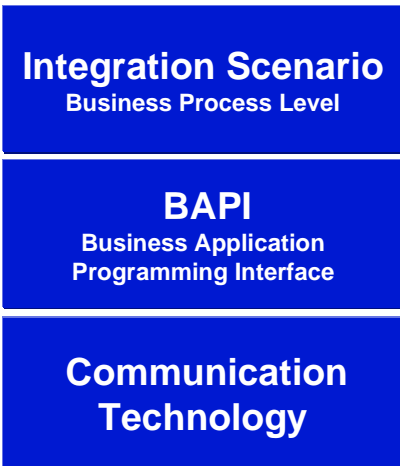
Component Communication Requirements



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Interfacing through BAPIs



← **Semantic Level**
Definition of distributed business processes between heterogeneous components based on BAPIs

← **Syntax Level**
Definition of Business Application Programming Interfaces independent from communication technology
(Remote function module, IDoc, BAPI, BOR)

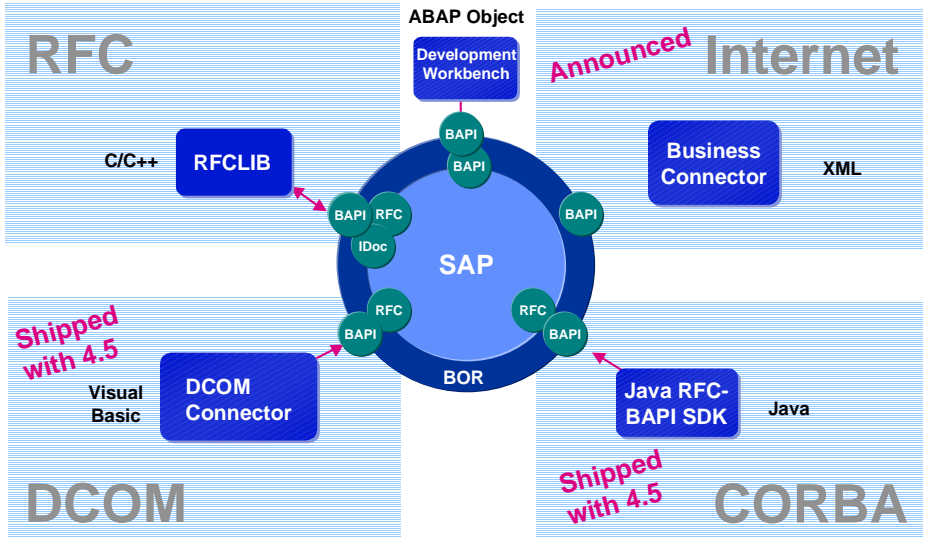
← **Access Level**
SAP communication technology
(RFC, tRFC, EDI, COM, ...)



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SAP Communication Technologies



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R/3 4.0/4.5 Communication Technologies

- Existing techniques for interface programming remain important for existing interfaces
 - RFC client and server for synchronous communication
 - tRFC/ALE client and server for IDoc processing
- These techniques can also be used with BAPIs
 - RFC when calling BAPIs from C/C++ programs
 - tRFC/ALE to process asynchronous BAPI calls delivered as IDocs to external programs today
- With R/3 4.5 BAPI communication technology will further evolves
 - e.g. DCOM Component Connector (next version will support outbound calls and 2-phase-commit)

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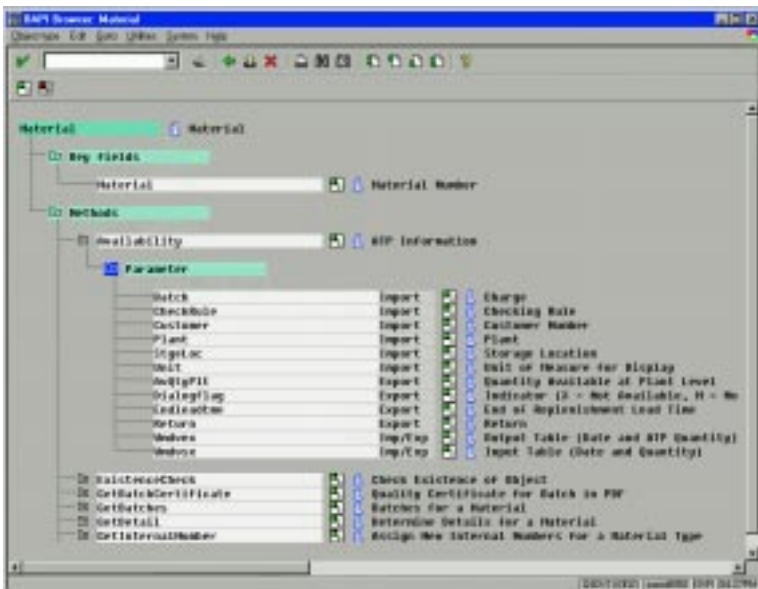
R/3 4.0/4.5 Integration Scenarios / Interfaces

- Existing CSP integration scenarios / certifiable interfaces are further supported with R/3 4.0/4.5
- New interfaces or new versions of existing interfaces based on BAPIs are rolled out with R/3 4.5
- In the long run all certifiable interfaces will be replaced by new versions based on BAPIs
- We will see new integration scenarios based on BAPIs especially in the area of SAP Industry Solutions

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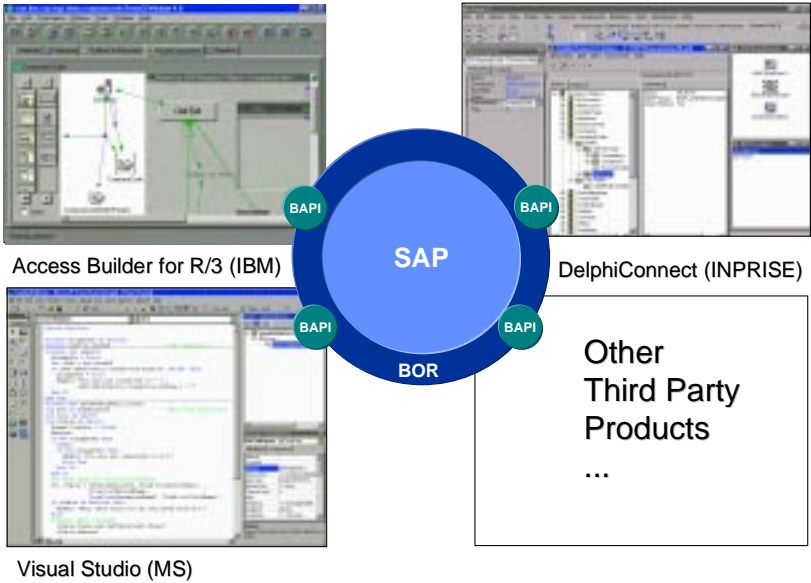
Business Objects and BAPIs in the BOR 4.0



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BAPI Powered Application Development Environments



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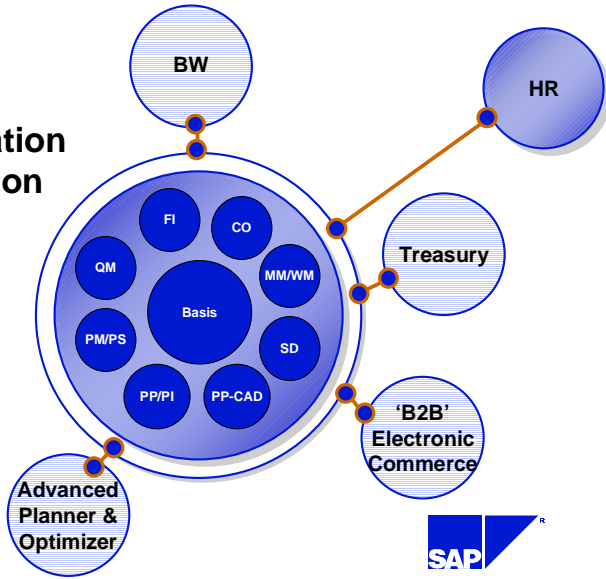
What is coming up in 1999?

Find out more . . .

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Broad Range of Standard CSP Integration Scenarios...

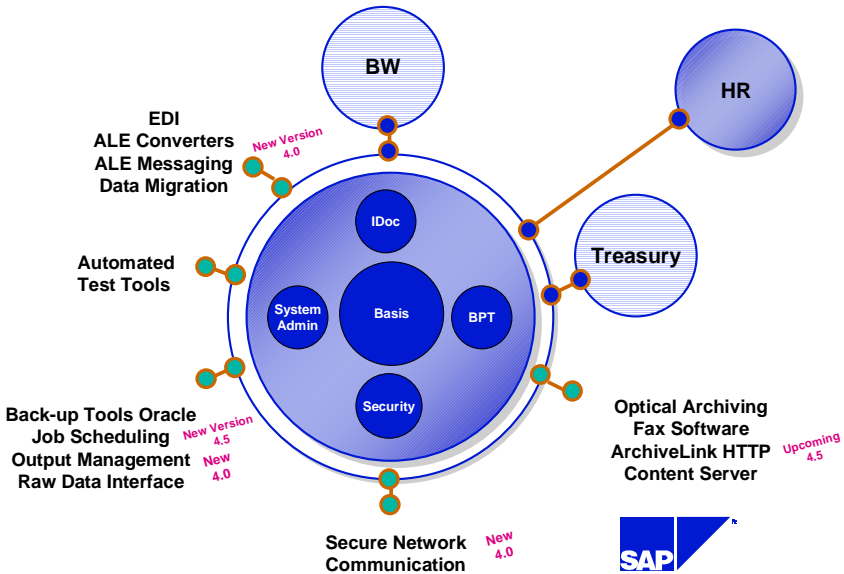
... with
BAPI Certification
 in all application
 areas



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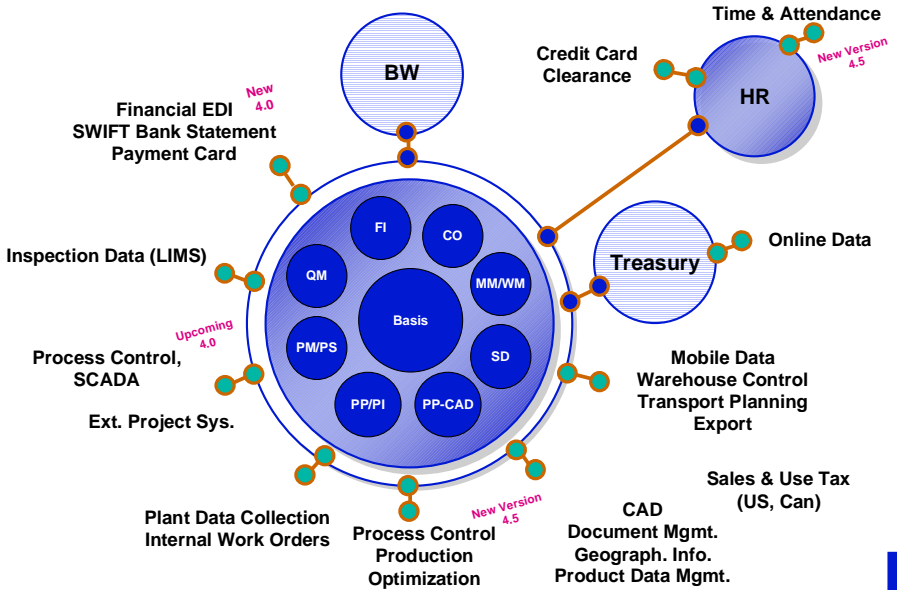
CSP Integration Scenarios - Basis, CA



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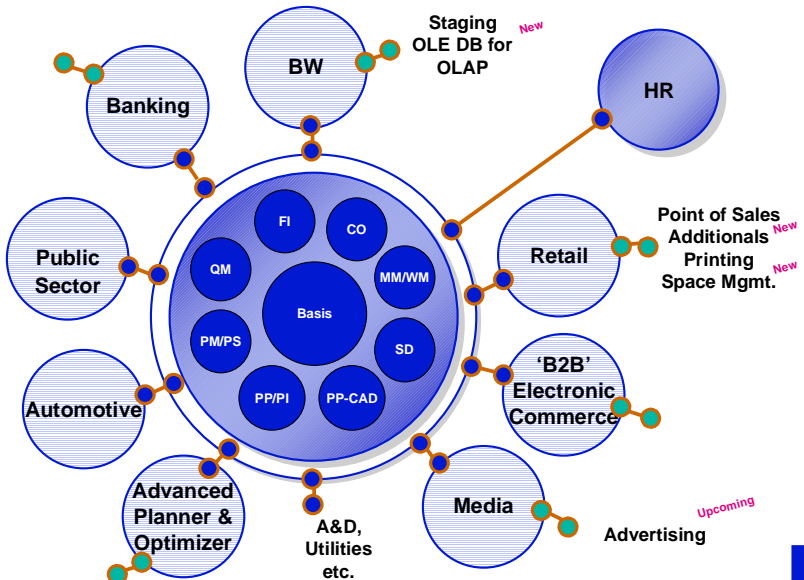
CSP Integration Scenarios - Core Applications



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CSP Integration Scenarios - GBU, IBUs



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BAPI Certification



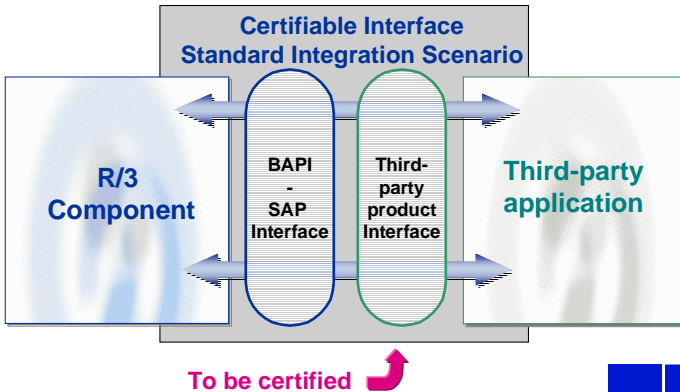
- Available for a broad range of standard CSP integration scenarios in all application areas
- Defined certification process
 - Interface documentation & Technical consulting
 - Interface tested at SAP Integration & Certification Centers
 - Standard certification test procedure
- Certification is well established in the market



BAPI Certification



- SAP certifies the third-party interface to the R/3 component but not the third-party application itself



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BAPI Validation



- **Aim**
 - Wider choice of SAP-supported partner solutions for SAP customers
- **Strategy**
 - Alternative partnership opportunity in addition to BAPI Certification
 - Support a wider range of integration scenarios
- **Validation Scope**
 - For software vendor integration scenarios where certification is unavailable
 - Prerequisite: productive usage at three R/3 customer sites
 - Main criteria: use of SAP-endorsed integration technology, upgradeability, security

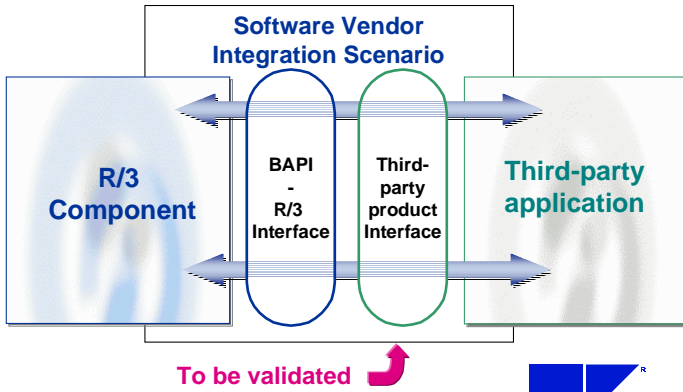
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BAPI Validation

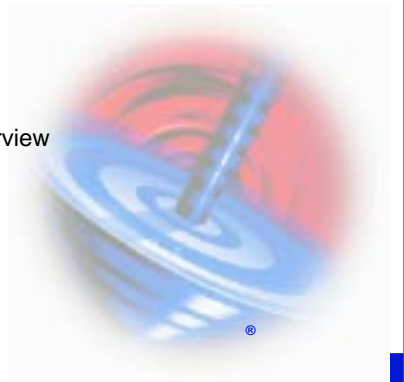


- SAP validates the third-party interface to the R/3 component but not the third-party application itself



More Enabling Integration Services

- **CSP Developer Package**
 - Software Development Kit (SDK) incl. updates
 - Remote R/3 access incl. preview systems
 - SAPnet user incl. read-access to SAP notes
 - Developer Agreement w/ annual fee
- **Training classes**
 - SAP Partner Academy
e.g. PACA90 BAPI Programming Overview
 - SAP customer training classes
 - see www.sap.com -> Training
also www.sap.com-> Partners



More Enabling Integration Services

- **R/3 Test and Demo License**

- For test and demonstration purposes of 3rd party products for R/3
- License does not include a license for ABAP development

- **R/3 Development License**

- Full development license allowing Partner to develop ABAP code.
- For development of add-on components with ABAP/4 Development Workbench

- **More**

- Open BAPI Network
- Marketing Services



Namespaces for ABAP/4 based components

R/4 4.X Namespaces

R/3 Components

SAP partner products/ 3rd party products

Large-scale customer developments

Individual consulting / customer projects

← Development Namespace, Full R/3 development license required for 3rd party products

← Development Namespace possible, Customer R/3 license used for development

← Customer name range (Y*/Z*)



ABAP/4 based 3rd party products

- R/3 Development license is needed for the use of the development namespace (“ Partner Namespace”)
- 3rd party vendors applying with their ABAP/4 based product for BAPI Validation need to have an R/3 development license and must use the development namespace for their products
- BAPI Certification & BAPI Validation is only possible for **products**
 - individual consulting / customer projects are not eligible



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Find out more . . .

What is coming up in 1999?

- **New integration scenarios / interfaces**

- ArchiveLink HTTP Content Server 4.5
- Job Scheduling 4.5
- Security Network Communication 4.0
- Financial EDI 4.0
- PDC Time & Attendance 4.5
- PM Process Control Systems 4.0
- PI Process Control Systems 4.5
- Business Information Warehouse OLE DB for OLAP 1.2
- Interfaces specific for SAP Industry Solutions



What is coming up in 1999?

- **Extended services**

- More interface info via the web
- Developer Package w/ annual fee
- Billing currency will be Euro
- ...

- **Year 2000 comes closer**

- Y2000 Compliance questionnaire (cont.)

- **Partner Congress**

- 18-19 Feb. 1999 in Vienna, Austria



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CSP on the World Wide Web

PRODUCTS

SAP's Complementary Software Program

The Complementary Software Program (CSP) has been established to promote seamless integration of 3rd party software with the R/3 system through standard, high quality and proven interfaces. Together, SAP and our software partners, play a key role in SAP's strategy to establish R/3 as the most open business Framework in the software industry. Through highly integrated solutions, we provide a complete software architecture to support our customer's specific business processes. Furthermore, these standard, ready-to-use interfaces help reduce implementation time and costs, as well as safeguard our customer's existing software investments.

Customer Benefits

- Ready-to-use solutions
- Reduced implementation time & costs
- Open, multi-vendor integration
- Stable interfaces
- Timely, reliable interfaces
- Safeguarded investment

- General CSP information
- CSP news
- Complementary solutions
- Certification / validation program initiatives
- SAP Business APIs
- Services offered to CSP members
- Contact information / partner profile form
- Events of CSP interest



+49 6227 34 6775

<http://www.sap.com/csp>

CSP Member Web Pages



- List of complementary software solutions in frame
- Description of SAP interface
- List of software providers with links to own WWW page

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Find out more...

- Many TechEd presentations on Business Framework technologies...
- ... three more presentation from the CSP track
 - Services for Complementary Software Members (Juergen Weiss)
 - ◆ Tuesday, 2.00pm - 3.30pm
 - Interfaces MM-MOB and WM-LSR (Michael Ottenstein)
 - ◆ Wednesday 10.30am - 12.00pm
 - Planned Data Collection - Based on BFA Technology (Thomas Hübner)
 - ◆ Thursday 10.30am -12.00am

Thank you for your attention...



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