

COVER STORY

- 16** ♦ **Upgrading to SAP R/3 Enterprise Made Easy (or at Least Easier): A Hands-On Guide for the System Administrator, by Eric Walter.** If you've been pretending that Enterprise is still in a galaxy far, far away, it's time to embrace reality and begin preparing for the transition. Follow Eric's step-by-step guide through all the stages of upgrading to SAP 4.7.

FINANCIALS

- 22** ♦ **Aging Gracefully: How to Create A/R Aging Statements by Profit Center, by Sutrisno Japit.** Out with the old! Sutrisno Japit shows you how to produce aging reports by profit center to help you collect those overdue bills.

HR

- 32** ♦ **Universe of Tax Processing in SAP HR/Payroll - Part I, by Satish Badgi.** HR Expert Satish Badgi finds the loopholes of payroll tax processing with the BSI Tax Factory.

LOGISTICS

- 40** ♦ **Changing SD Pricing Designs in a Production Environment: An Overview of Do's and Don'ts in Pricing Configuration Changes, by Matthias Liebich.** Make changes in the production system? You'd have to be crazy, or you'd have to have Matthias Liebich's manual of the do's and don'ts.

BASIS

- 49** ♦ **Cracking the Code: How to Install the SAP Java Cryptographic Toolkit, by Joey Hirao.** When the data has to be secure, it has to be Joey Hirao guiding you through SSL data encryption with the Java Cryptographic Toolkit.
- 56** ♦ **Integrating the Impossible: How to Configure SAP R/3 to Run on Microsoft Exchange Server 2003, by Kamran Ellahi.** SAP Basis expert Kamran Ellahi shows you how to achieve what many say is impossible: successfully running SAP R/3 on Microsoft Exchange Server 2003.

ABAP/J2EE

- 70** ♦ **Get a Grip: How to Keep a Handle on Modifications to Standard SAP with Transaction SPAU, by Anurag Barua.** No one wants to modify the SAP repository objects, but if you have to do it you'll definitely want to follow Anurag Barua's advice on modifying with the SPAU transaction code.
- 74** ♦ **Programming the Background Processing System Using ABAP Function Modules: A Guide for SAP Developers and Consultants, by Rehan Zaidi.** No one wants to modify the SAP repository objects, but if you have to do it you'll definitely want to follow Anurag Barua's advice on modifying with the SPAU transaction code.



Jon Reed, Managing Editor

From The Managing Editor

SAPtips always upgrades. You might think that after three years and more than three thousand pages of content, we'd be heading into maintenance mode. But SAP® doesn't take any time off from its frenetic release schedule, and neither do we! As you can tell from this jam-packed issue, SAPtips is on the move, loaded with new writers and fresh perspectives.

You can track this content easier than ever before too, though our SAPtips Toolbar for Internet Explorer (www.SAPtips.com/Toolbar.asp) and through our new (and improved) turbo-charged search engine, which you can test for speed either via the toolbar or the document library search page (or

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Training

- 79 ♦ Making the Leap: How to Enhance Your Company's SAP Training Program with Simulation Tools, by Pete Owens.** How do you love SAPtips? Training Managers will start counting the ways when they see our first full-length SAP training article. Senior SAP Training Consultant Pete Owens makes his first appearance in SAPtips with an informative discussion of Training Simulation Tools.

CIO Corner

- 84 ♦ Value-Based ERP Consulting Fee Models? They Rock! How Value-Based Fee Models Drive Client Success in ERP Engagements, by Michael Doane.** You've got a project to conduct and the clock is ticking. Michael Doane shows you how to deliver the goods without breaking the bank.
- 89 ♦ Stretching Out Maintenance, by Dr. CJ Rhoads.** A real eye-opener on the theme of extending your ERP value.

SAPtips ONLINE

Be sure to visit the SAPtips Document Library to download these new white papers.

ON WEBAS/NETWEAVER

The CEO's Guide to ESA Success By Axel Angeli and Lynton Grice

At SAPtips we have learned to expect amazing things when Axel Angeli and Lynton Grice collaborate on a paper. We were understandably excited to learn that they planned to let us unveil their Sapphire 2006 presentation, "The CEO's Guide to ESA Success". The pair waste no time in cutting to the chase by placing their conclusions and predictions near the beginning of the paper, and spend the next twenty-plus pages illustrating how they reached those conclusions. In the quintessential Angeli/Grice style they deliver a well-rounded overview of the ESA architecture and its impact on business, then set about supporting their conclusions with specific business cases, management and engineer views, and insightful strategies. Axel and Lynton also pepper their discussion with pertinent diagrams and graphics to help us understand the concepts they present. Do they give ESA two thumbs up from the CEO's perspective? You'll just have to read the white paper to find out.

ON HR

The New Face of Employee Self Service: How to Integrate ESS with Portals Using Web Dynpro

By Raj Peddisetty, Prosoft Technology Group

First time contributor Raj Peddisetty serves up some valuable lessons in using the Employee Self Service (ESS) system on the SAP Enterprise Portal. Raj presents an overview of Web Dynpro and explains why it is the most robust and efficient tool for integrating ESS with Portals. He makes a case for ESS/Portal integration with a discussion of its application as a user-friendly resource to empower staff to create, change, and display their employee data. To prove his point, Raj takes us step-by-step through the creation of a browser-based employee vacation request. As he points out, the return on investment potential is a no-brainer.

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the "search" function at the bottom of every page of SAPtips.com).

One of the big stories in the SAP market is the uptick we have seen in consulting and training as the end of standard maintenance for 4.6C winds down at the end of 2006. Starting in January 2007, "extended maintenance" fees kick in. SAPtips is responding to this in two ways: first, we believe that companies need to think through their upgrades carefully and not just "jump ship" because of price pressure from vendors. So our Journal will continue to advise SAP companies on how to get the most out of their current environment and how to upgrade smoothly when the time comes. We'll do that by drawing on the vantage point of consultants who have weathered the early upgrades and come out the other side with important tips and "gotchas" to look out for.

Our cover story on upgrading from 4.6C to 4.7 Enterprise, by SAPtips Trainer and Basis expert Eric Walter, provides some in-the-trenches "do's and don'ts" for those of you who are embarking on (or are in the midst of) such an upgrade. (Eric Walter is also available for customized Basis and Security training; you can go to page 5 to see the course offerings that other SAPtips readers have been requesting from Eric.)

The other way we help companies wade through upgrades is through the staffing and training side. We'll continue to provide support for SAP customers who want to bring in Mastery-Level Consultants without paying gold and platinum prices. We know what a difference even a short training program from such an expert can make, especially if the training is customized to your environment. And we can also help companies who are trying to decide between a longer-term consultant and a full-time "direct hire."

Most SAP services firms don't have that kind of flexibility, but we've designed a model that allows us to focus on knowledge transfer instead of selling a large consulting team that always seems to walk away with most of the expertise, and a huge portion of the project budget as well. And speaking of budgets and bill rates, in this issue, Michael Doane of PerformanceMonitor.com has an excellent CIO Corner piece for SAPtips readers where he shares his findings on the relative performance of different consulting models, such as

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On SRM

Supplier Relationship Management: Building Collaboration through Technology and Process Integration

By Sheeram Venkates

Whether you've just made the big decision to purchase the Supplier Relationship Management (SRM) tool or are still in the evaluation stage, you'll benefit from spending a few moments with Sheeram Venkatdas. This first-time SAPtips author brings a wealth of SAP knowledge and a strong SRM focus into play as he describes the potential benefits SRM can bring to the enterprise. Sheeram's white paper explores purchasing resource management, bolstered supplier relationships driven by technology, faster purchasing decisions derived from catalog content integration, and the ability to respond quickly to supplier product changes. For good measure, Sheeram even throws in some valuable information about SAP's upcoming SRM releases as well as some studies planned by ASUG. If you're interested in SRM, you'll find Sheeram's white paper a proper primer.

On BW

Advanced Analysis in Business Warehouse: Using the Analysis Process Designer (APD) Workbench

By Anurag Barua, Washington Post

Ever vigilant, our "man in Washington", Anurag Barua has the scoop on the Analyses Process Designer (APD) Workbench in BW (Business Warehouse). Anurag succinctly summarizes ways in which you can pull data from your SAP R/3 system, APO, CRM, BW, non-SAP systems, databases, and even flat files into the user-friendly APD GUI Workbench for maximum data usability. While the APD serves many functions, recognizing the limitations of time and space, Anurag focuses the scope of this white paper exclusively on preparation and transformation of data. Specifically, he takes us through aggregation transformation, sort transformation, hide or projection transformation, and the join transformation in APD with detailed steps and supporting screen shots. He then illustrates the filter process and various data mining methods. Finally, he describes the use of ABAP routines to create transfer rules and update rules for the APD Workbench, which, according to Anurag, "ultimately facilitates meaningful analyses and mining in order to explore hidden relationships, trends, and patterns that would not be possible otherwise."

On HR

Mastering the "Organization and Staffing" Interface of OM Data Maintenance: A Guide for SAP HR Users and Consultants

By Rehan Zaidi, Siemens Pakistan

At SAPtips we consider Rehan Zaidi a grand master of ABAP and SAP's HR functionality. In his latest white paper Rehan generously imparts a level of his organizing and staffing mastery with the like-named interface tool of SAP HR's Organizational Management (OM) sub-module. Those of you who follow Rehan through his "adventures in HR" white paper offerings will not be surprised to see his clear, concise overview of the tool, or his solid, detailed steps with menu paths, screen examples, parameter descriptions, and recommended field entries. Nor will you be surprised to see that he brings these elements together in an example that you can easily apply in your environment. Want to search HR organization unit data such as position, job, or person? Want to know how to display that data in a variety of useful ways? Want to view specific details (such as staffing status) related to those organizational units? Then go directly to the download page of the SAPtips document library, do not pass Go, do not...well, you know the routine.

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"time and materials" versus "value-based" consulting.

In this edition of "Jerry's Staffing Tips," we asked Jerry Walter, our Director of Staffing and Training, to provide some pointers on how to get full-time SAP talent onto a project at the right salary. At the end of the piece, Jerry comments on the increased demand for SAP consultants and how that is affecting rates and salaries. In "Cheryl's Training Tips," Production Editor Cheryl Cave provides some valuable tips for getting the most out of your SME's (Subject Matter Experts) and leveraging their insights for your training program. Like all of us at SAPtips, Jerry and Cheryl welcome your emails if you have follow up questions (you can always locate author emails in our article bios).

And if you want to meet the wizards behind the SAPtips curtain, the SAPtips team is headed to ASUG May 14-16, where we look forward to seeing many old friends and meeting those we have not met personally. You can look for us at the Klee Associates booth on the ASUG exhibition floor (booth number 214). If you want to set up a specific time to meet with a member of the SAPtips team in advance of the conference, email me directly to make the appointment. A number of our regular contributors will be at ASUG also - swing by our booth and we'll tell you which of our writers are at the conference and which ones are presenting. If you're having trouble finding us on the conference floor, feel free to call my cell phone at 413 586 4590.

Speaking of trade shows, the latest white paper from Axel Angeli and Lynton Grice is a special sneak preview of their upcoming SAPPHIRE 2006 presentation, "The CEO's Guide to ESA Success." We're glad to have Axel and Lynton on board to help us anticipate the service-enabled future of SAP as more and more companies take that plunge.

It's going to be quite a ride the next couple of years as we enter the "mySAP® ERP" era. We'll do our absolute best to stay out in front and smooth out the road by passing on the hard-won advice of our consultants. Look forward to seeing many of you at ASUG!

Jon Reed and the SAPtips team

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